

## VAXCEL STRENGTHENS CARRIER RELATIONSHIPS WHILE ADDING EFFICIENCIES

Kuebix TMS Provides Vaxcel Tools Needed to **Strengthen Carrier Relationships**, Save Money and Reduce Labor



Vaxcel International, a manufacturer and distributor of home lighting and fan solutions, is always looking for ways to make its operation more efficient. When they began assessing options for a transportation management system (TMS), they knew that they wanted a forward-thinking TMS that wouldn't box them into traditional processes.

Their main concern was keeping their carrier relationships strong without compromising on efficiencies. Many TMS providers they had dealt with in the past were directly connected to one carrier or another, making it difficult to gain an impartial perspective on freight rates. They wanted to be able to objectively view all available rates, book them, and manage the process all from one location without sacrificing valued partnerships they have developed over the years.

Kuebix was able to provide Vaxcel with this capability along with many other time and money saving features. Before Kuebix, Sokolowski had always gotten quotes one at a time from each carrier's website, making it difficult to find the best rate at the right service type. After adopting Kuebix as their TMS, he discovered that a carrier he had been using on a specific lane, although a 1st tier carrier in general, was actually a 3rd tier carrier on that lane. With this information he was able to adjust who received the tender, saving substantial money. Sokolowski had also needed to create BOLs for his shipments on each carrier's website, which was a disjointed and tedious process. With Kuebix, Sokolowski reports cutting the time they spend booking shipments roughly in half!

**"The time savings was the thing that stood out most for us. I knew we needed to get a large ROI on the technology, and the subscription has paid for itself 2 times over in 6 months!"**

Getting up and running with Kuebix was easy, with the whole onboarding process moving very quickly. Kuebix's Customer Success team was able to get Vaxcel set up with little action needed on their part and have continued to be efficient and helpful when addressing questions and modifying settings within the technology. Using the Kuebix dashboards, Vaxcel is building a baseline of information to work off of when making strategic decisions about their logistics operations and are excited to continue to see savings on freight while maintaining their valued carrier partnerships.

**"Our Customer Success Representative is always able to help us tweak reports and troubleshoot questions, keeping our operations flowing smoothly. Kuebix's customer service has been spot on!"**

**"Since we have built good relationships with our carriers, it was important to keep the rating and booking process unbiased. Carrier relationships are key to a successful supply chain."**

**- Tim Sokolowski, Vaxcel**

### THE CUSTOMER

#### Vaxcel

Designs and creates inspired residential lighting and fans that put timeless style, enduring quality and purposeful functionality within reach of every homeowner.

### ABOUT KUEBIX

Logistics technology company offering an industry-changing transportation management system (TMS) and unique revenue generating programs.