

# HYPERLINE BREAKS AWAY FROM 3PL, TAKES CONTROL OF THEIR SUPPLY CHAIN

By Replacing Their 3PL with Kuebix TMS, Hyperline **Saves Money and Improves Supply Chain Flexibility**



Hyperline Cabling Systems, a company continuously striving to remain up to date with industry standards and ahead of the curve with revolutionary products was dissatisfied with their third-party logistics provider (3PL) and recognized the need to regain control of their logistics operations by implementing a transportation management system (TMS). In May of 2017, Hyperline made the switch to Kuebix TMS, making the Kuebix technology their logistics system of choice for their national distribution center in Buford, GA. Since implementation, Hyperline has been able to take control of their own supply chain and benefit from tremendous savings and increased flexibility and visibility.



**“We wanted to try Kuebix because we were not comfortable with putting all of our shipping needs completely in the hands of a third-party logistics company. We felt that we could get better rates by going a different route.”**

**- Otis Johnson, Warehouse Manager, Hyperline**

By using a 3PL, Hyperline relinquished control of their

transportation operations to a service provider. They found that their 3PL would dictate which carriers they could and could not use. This was a problem for Hyperline because not all of the carriers that they wanted to ship with were “approved” carriers. By not being able to choose their desired carriers, Hyperline couldn’t take advantage of lower rates, better service types and price competition. Now with Kuebix TMS, Hyperline can add any number of carriers and use the side-by-side comparison feature to choose the rate and service type they need. Since Kuebix is an impartial resource connecting shippers directly and transparently to their carriers, Hyperline can remain confident that they are always making informed decisions.

**“Once we implemented Kuebix, we realized that it really gave us more flexibility as far as who we ship through, the carriers that we use and options for shipping windows. We no longer have carriers come outside of our shipping window, and it has allowed us to choose which carriers deliver to which locations.”**

Another deficiency in using a 3PL was the lack of visibility to loads. With the 3PL, some of Hyperline’s loads would be turned into handoff loads, meaning that the carrier that picked up the freight was not the one that delivered it. That method of shipping poses a problem in the shipping industry as most customers want to know that the company that picks up the product is the company that’s going to deliver. Kuebix provides full tracking information and creates carrier scorecards that can help hold carriers accountable based on their actual performance. By managing their own shipping with Kuebix, Hyperline always has complete visibility to who has their product and can keep their customers feeling confident in their service.

**“Our service to our clients has improved because Kuebix gives us the opportunity to let our clients know when their freight’s going to arrive and when their freight is going to be leaving our building.”**

Between the increased speed of rating and booking, a larger selection of carriers and the increased visibility to orders, Hyperline has been able to save significant time and money while remaining flexible. They can now dedicate more time to other warehouse functions to build the business and increase customer satisfaction.

**“We are saving about 30 percent on our freight spend now that we’re using Kuebix compared to what we were spending before Kuebix.”**



## HYPERLINE

North American manufacturer of a comprehensive range of cabling products with a footprint stretching across Canada and the USA.