ProcureAbility
a Jabil company

Optimizing Data Analytics for $2.1M Cost Savings

A large, privately held food distribution company launched a strategic initiative to reduce costs, drive profitable growth, and enhance customer service



Client Pain Points

The company struggled with inconsistent supplier contracts, manual network planning, and fleet inefficiencies. Investing in a fleet routing tool, they needed strong leadership and data insights to drive performance improvements

- Unbundle and strategically control inbound freight to reduce costs
- Optimize the distribution network, including a private delivery fleet
- Identify and implement improvements in fleet and productivity

Our Customized Solution

Aiming for $1.5–3M in annual savings, with half targeted in year one, ProcureAbility created focused work plans. Key stakeholders were aligned, and a small, efficient team drove efforts with a streamlined communication strategy

1. Develop a costing model and negotiate freight terms with vendors to reduce inbound freight costs
2. Optimize private fleet deliveries by running test scenarios, analyzing impacts, and conduct interviews to understand requirements
3. Improve fleet productivity & equipment use by implementing a cloud-based tracking system, developing and applying industry productivity standards along with coaching and incentivized programs

Client Impact

$2.1M
savings realized in year one, exceeding goal

$4M
future savings identified and planned

1 hour
time savings per day, per route

Standardized supplier contract terms for freight optimization

With ProcureAbility's support, the company was able to negotiate lower costs, more flexible supplier agreements and improved customer service

ProcureAbility helped the company divest unprofitable business, optimize fleet routes, improve delivery accuracy, and reduce costs while enhancing service across the entire supply chain