

RESHAPING A SUPPLY CHAIN

TO

## INCREASE MARKET SHARE



Schneider helped a business expand by revamping a large and complex supply chain, growing the company's customer base and saving it millions in transportation costs.

## THE SITUATION



Company-wide directive to increase market share was set



Fundamental shift in availability and lead time of products was needed



Strategic change to distribution center (DC) and inventory placement was required

## THE SCHNEIDER SOLUTION

Schneider created a fully customized plan that:



Relocated regional DCs closer to major markets



Moved from weekly to daily delivery services run by dedicated transport



Optimized part placement of both high- and low-volume products in DCs

## THE RESULTS

EXTRACTED **\$102 MILLION** IN TRANSPORTATION COSTS

ACHIEVED NEW GOAL OF **98%** ON-TIME DELIVERIES

GREW MARKET SHARE AND CUSTOMER SATISFACTION



Through streamlined transportation efficiencies and strategic product placement, Schneider's Supply Chain Management experts helped this business boost market share and save millions of dollars in the process.