

Designing a Cost Effective Ocean Freight Strategy

Industry: Diversified Manufacturing

Revenue: -

Employees: -



Mission-critical priority

The client (a diversified manufacturer that designs and makes various engineered components and products found in most homes and automobiles) urgently needed to redesign its ocean freight strategy amid the COVID-19 pandemic



How Gartner helped

The client used:

- **Timely insights** on the direction of rates in freight, gleaned from Gartner research on supply chain management during COVID-19. These insights supplied critical input for the new ocean freight strategy
- **Proven techniques for renegotiation contracts**, drawn from the expert's experience working with the client's peers and from the Gartner canon of supplier relationship management best practices



Outcome

With support from Gartner for Supply Chain, the client:

- **Negotiated a \$1.5 million reduction in rates** across its nine carriers