



SPEND MANAGEMENT *experts*

INSIGHTS AND OPPORTUNITY DELIVERED

Cost Modeling Technology

Spend Management Experts (SME) can help you optimize your spend across the supply chain, reducing transportation costs by 20 percent or more. The difference maker is our cost modeling technology which enables SME to identify savings opportunities and build effective contract negotiation strategies.

Cost Modeling Technology

Spend Management Experts' proprietary cost modeling technology enables us to model shippers' transportation profiles and determine actual carrier costs across all service delivery levels. Significantly more complex and effective than traditional price benchmarking, our cost modeling techniques even factor in allowances for fair carrier profit margins.

In cases where SME identifies areas of excessive carrier profit our proprietary cost modeling enables us to build sound business cases to achieve target pricing and margins. We bring a high level of transparency to not only base prices and incentive tiers, but to the over 200 accessorial charges hidden deep inside complex and confusing invoicing.

We leverage our technology tools to optimize our clients' transportation spend to capture the deepest level of shipping discounts in the market. Our clients average 20% savings or more and our reporting is based on the actual tracking of every shipment and not on estimates.

Ask your 3rd Party Provider

- **What are their key drivers to transportation savings?**
 - Is it price benchmarking or cost-modeling?
- **If it's cost modeling, ask for examples of how that works?**
 - What areas do they model?
 - Do they factor a fair profit margin for carriers?
 - Do they even know how to determine carrier profit margins?

What Sets SME Apart



EXPERIENCE

Our team is comprised of finance executives with extensive experience analyzing shipping costs relative to carrier profitability.



FOCUS

We are experts across all modes of transportation.



APPROACH

Our approach is non-invasive to daily supply chain operations. We leverage **proprietary cost modeling technology** to identify savings opportunities and build negotiation strategies based on data and meaningful business cases.



How can I get started?

Getting started with Spend Management Experts is easy. We offer qualifying companies a zero-cost assessment of their transportation spend evaluating carrier profitability and identifying supply chain optimization opportunities prior to any engagement. There are no upfront fees, retainers, or obligations for this analysis.

About Spend Management Experts

Spend Management Experts is a leading transportation spend management consultancy that helps companies optimize spend across the supply chain, reducing costs by 20 percent or more. Our finance background and experience analyzing shipping costs relative to carrier profitability enable us to develop effective supply chain optimization strategies across all transportation modes.

To learn more, contact us at **404.902.5390** or visit **www.spendmgmt.com**.



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