

## CASE STUDY

# Expertise makes all the difference



Ensuring seamless execution and enhanced data visibility for a more efficient supply chain

### Challenge Summary

- Limited logistics/sourcing resources
- Aggressive year-over-year savings goals
- Poor data visibility
- No tools available to track/monitor compliance
- Lack of mechanism to track and manage savings
- Leadership transition
- Reefer and HC equipment needs
- Business focus on cost cutting

### Services & Technologies Used

- Rate Procurement
- Savings Tracking
- Compliance Monitoring
- Freight Audit
- Data Visibility via XONAR



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### About Pier 1

Pier 1 is an omni-channel retailer specializing in imported home furnishings and décor. With more than \$1.55B in revenue in 2019, international shipping was critical to Pier 1's daily operations until being purchased by Retail Ecommerce Ventures in August 2020.

### Project Facts

- Inbound ocean freight to the U.S.
- 11 RFP participants
- Shipments per year: > 12K

### Customer Benefits

- Streamlined sourcing execution and strategy
- Minimal customer effort required throughout sourcing process
- Market and sourcing expertise to avoid RFP errors
- Multiple rounds of bidding to drive low cost
- Confidence in RFP results

### BNS Support

#### Sourcing Event Support

- Carrier Q&A and correspondence
- Data validation
- Volume summary & RFP materials creation
- Proposal review & analysis
- Tariff/Rate card validation
- Implementation

#### Analytics Support

- RFP award optimization
- Compliance monitoring
- Ocean freight data visibility
- Savings tracking

- Significant cost savings
- Ability to quickly address routing guide compliance issues
- Real-time savings tracking
- Assurance that invoice costs are accurate
- Improved visibility & cost monitoring
- Ability to allocate resources to internal KPIs and tasks versus sourcing and auditing needs

**"BridgeNet Solutions was quick to identify possible data integrity issues in our download of information ensuring an accurate representation of our volume and spend. The execution of the RFP was seamless, and we enjoyed their carrier management communication and process."**

-Gretchen Clark,  
Global Supply Chain Procurement, Pier 1