Middle Atlantic gains shipping insight with help from YPITData

"Being able to see where all the charges are coming from and which products, customers and locations are costing us most will help to refine how we operate. Having insight into our shipping costs is invaluable." - **Manager**

About Middle Atlantic Products

Since January 1999, Middle Atlantic Products has been servicing the Rack & Enclosure industry with state-of-the-art steel enclosure systems. Offering products used in a wide range of applications, including structured cabling, premise wiring, security, broadcast, commercial audio video installation and post production markets, Middle Atlantic is a world-leading manufacturer. Using application-driven engineering into every system that is designed, the products meet the individualized requirements of each installation and the stringent requirements of the industries they serve. For more info visit www.middleatlantic.ca

Industry Background

After a client orders new products, delivering the goods to their destination takes planning and insight to ensure it is done effectively and cost-efficiently. When these products range from large and heavy items such as racks, enclosures and furniture, all the way to small items such as cables, connectors and power units, the choices for how to best deliver them becomes even more complex. Residential or commercial locations, availability of loading docks, size and weight factors, and other freight delivery charges all impact the bottom line for a business. When you are shipping hundreds of tonnes of goods each month, the effect is even larger.

The Challenge & Needs

Each carrier used by Middle Atlantic Products provides a detailed invoice outlining the charges incurred for each shipment. While a grand total spent each month getting products to customers makes paying the bill easy, there is no insight provided regarding the breakdown of the charges. Are certain customers causing more lift gate charges to be incurred? Ordering frequently in small quantities that could show savings from aggregating packages? Are particular areas costing more to deliver and would the company benefit from establishing regional hubs? With questions like those in hand, how does one go about mining thousands of invoices from different carriers to evaluate a company's shipping costs?

Typical Alternatives

- Divert someone to this task over several weeks, neglecting their other responsibilities.
- Find staff willing to chip in when available over several months, incurring additional shipping costs.
- Hire temporary staff, spending time to manage and monitor their progress to ensure the work is completed thoroughly and in a timely manner.

YPITData Solution

YPITData worked with Middle Atlantic managers to identify the requirements and areas of insight that would benefit the organization. Using a year worth of invoices from shipping companies, including FedEx and QuikX, YPITData created a solution to extract the customized information that would meet those objectives. As the use of each carrier was largely dependent upon the type of goods being delivered, the type of charges/fees that were charged equally varied.

YPITData processed thousands of invoices, detailing the origin and destination location, freight weight, date, and total shipping costs. Additionally, a breakdown of fees to itemize whether there were oversize or overweight fees, destination drop-off fees, fuel charges and a host of other charges unique to each carrier. Raw data in Microsoft Excel was returned to Middle Atlantic for review and analysis of their shipping costs.

The Results

Middle Atlantic was pleased with the results:

- ❖ Access to detailed data regarding shipping costs;
- ❖ Avoid impact on current warehouse and client operations;
- ❖ YPITData completing efforts on-time and on-budget;
- ❖ An easy method to extract required data for project managers.

Looking Forward to More YPITData Solutions

With timely response and very quick turnaround of the data, YPITData provides a cost-effective means of extracting data and other content from paper records that can be used in operational analysis and business development efforts for Middle Atlantic.

About YPITData

YPITData is a provider of information management solutions to businesses looking to maximize their operational efficiency and eliminate the high-costs of unleashing the data locked within their records. With 100+ tech savvy employees, YPITData serves clients with business tasks of different complexities and sizes.

The YPITData suite of services eliminates the need to undertake tasks that are not a core competency or costly to ramp up and do in-house.

Advantages:

- ✓ Highly affordable
- ✓ Fast delivery thanks to patent-pending parallel processing
- ✓ Secure & confidential
- ✓ Simple & easy to get started
- ✓ Agile & flexible to address time-critical & large-scale projects

Solutions for:

Paper Intensive Industries

- Government
- Legal and Insurance companies
- Engineering firms
- Trucking firms

Variable Demand Industries

- Accounting & Bookkeeping firms
- Software developers / testing
- Researchers and Analysts
- Direct Mail companies
- Charities

We Create Useful Data