



High Volumes. On-Time Delivery.

“ When we first initiated ProShip, we were growing at about seven percent each year. Last year, we bought a company that enabled us to step-up our growth rate to about 20 percent. ProShip’s scalability worked like a charm. We looked at the cost versus return on investment and soon found the ROI was less than one year. If Trek sees a ROI in less than a year, we’re going to do it. ”

- LOYAL REIERSON, MIDWEST DISTRIBUTION CENTER MANAGER

REQUIREMENTS

- Eliminate home-grown shipping solution and implement a scalable shipping operation
- Reduce shipping costs
- Increase automation
- Consistently keep delivery promises
- Carrier compatibility and compliance
- International capabilities

CHALLENGE

Trek has high volumes and a commitment to on-time performance. Their biggest challenge was selecting the right carrier for each of their many shipments, balancing schedules, costs, and most importantly, reliability. Previously relying on an employee to do this job, Trek was ready to automate the process to save time and money, and make shipping much more convenient.

Trek also had to stick to their number one delivery promise to customers: if a customer placed an order by 5:00pm, it would be shipped on the same day. This meant they had to find the best shipping tool to handle last minute volume spikes (up to 1,500 shipments in the final hours) without downtime.

SOLUTION

ProShip® Software helps Trek make the right shipping decision every time without the need for human intervention, therefore increasing efficiency for the entire process.

Behind the scenes, customer information is loaded into ProShip where the system rate shops among all the carriers Trek uses, selects the best option and prints a carrier-compliant label for

20% Growth

6,000 Shipments a day

40+ Carriers in USA & EU

each package. ProShip then provides shipping documentation and enables Trek to monitor the package status, tracking numbers and more. It also provides the reports that Trek managers need to analyze cost and performance.

After success in the US, Trek rolled out ProShip to it’s European locations. Here, ProShip rate shops European carriers to determine which carrier with the best rate is going to which country.

TREK’S BENEFITS

- Seamlessly integrated with Oracle host system
- ROI in less than one year
- Hightened customer experience due to consistently meeting promised deadlines
- Increased efficiency by automating manual shipping processes
- Reduction in shipping costs due to rate shopping
- Scalability to grow to international shipping locations

