

# How True Partnership Can Drive Savings Far Beyond Shipping Costs



## CASE STUDY

Arysta LifeScience Corporation





## EXECUTIVE SUMMARY

Realizing over \$123,000 in savings in 2016 alone, Arysta relies on Ascent Global Logistics as its turnkey logistics partner to produce more cost-effective, less labor-intensive and more reliable service for its unique transportation needs.

## ARYSTA'S CHALLENGES

Being among the top 15 agrochemical companies in the world as well as one of the fastest growing companies in the industry presented a myriad of logistics challenges for Arysta LifeScience Corporation.

Add global scale, rapid expansion and the fact that many of Arysta's products are hazardous materials which require special hazmat handling and delivery within 48 hours or less and the logistical obstacles are clear.

Operating without proper management tools as well as lacking internal expertise and bandwidth, Arysta had become resigned to absorbing ballooning shipping and logistics costs year-after-year.

That is, until Arysta partnered with Ascent Global Logistics.

**“Up to the point where we partnered with Ascent, we weren't managing freight costs. We were taking lanes out for bidding. We didn't have any management tools and we didn't have the expertise or bandwidth internally to tackle these challenges,” says Don Warren, Head of Supply Chain at Arysta LifeScience Corporation. “Trying to control costs in that environment was a losing battle. We realized we needed a more holistic approach.”**



## **INCREASED VISIBILITY. DECREASED COSTS.**

Initially, Ascent was brought on to negotiate and manage the LTL (Less-than-Truckload) segment of Arysta's business, conduct freight audit and payment as well as provide executive management reporting.

However, the partnership quickly expanded and Ascent became a resource for other facets of Arysta's business due to its deep logistics expertise and commitment to collaboration.

Ascent helped Arysta transition what was once a resource drain into an efficient, effective and cost-saving logistics program.

As the partnership evolved, Ascent began helping Arysta manage its truckload (TL) needs, from start to finish including making the booking, documentation, shipment tracking and auditing invoices.

In just the first year of the partnership, Ascent helped eliminate 27% of Arysta's costs and dropped the average shipment cost from .15 cents per pound to .11 cents per pound – a four cent savings per pound.

Ascent also helped Arysta transition to an automated routing guide and invoice payment process, resulting in significant improvements for Arysta and its suppliers.

Ascent has been able to identify issues, implement solutions and resolutions, keep headcount down, effectively manage costs and implement new technologies, resulting in Arysta being able to deliver increased customer satisfaction.



In the first year alone, Ascent was able to help Arysta identify opportunities to cut over \$123,000 through a combination of efforts, including:



**\$123,000**

*Total annual savings due to improved carrier management.*



**28%**

*Reduction in logistics costs in 2016 compared to 2015.*



**\$0.04**

*Savings in average cost of shipment per pound.*



**\$70,000**

*Cost avoidance due to freight audit and payment solutions.*



One of the key factors fueling this cost-savings was increasing Arysta's control and visibility.

Ascent worked with Arysta to understand current processes, overall spending on inbound shipments and vendor request protocols for both LTL (Less-than Truckload) and TL (Truckload).

Through close collaboration, Ascent and Arysta put standard operating procedures in place which minimized excess costs due to a thorough evaluation of each individual request and tracking of expedited shipment spend.

“Now when buyers request expedited shipments, Ascent sends those requests to us for pre-approval,” adds Warren. “This allows us to evaluate the request and track the spend on expedited shipments, which means we can look at what is causing those expedited shipments, and ultimately transform business practices based on having more visibility.”



## DRIVING PERFORMANCE ACROSS THE SUPPLY CHAIN

With its expertise, bandwidth, tools and management, Ascent can tackle big projects and customize its logistics solutions to meet client needs. Due to this focus on building a solution around the client's needs, Ascent was able to help Arysta identify areas for cost savings and process improvement across Arysta's entire supply chain. Key areas of impact include:

### *Shipment, Route & Mode Optimization*

Ascent's Transportation Management System (TMS) has provided additional visibility into carrier options and potential cost savings, allowing Arysta to choose the best option for its business needs. Additionally, Ascent's TMS system has helped Arysta identify alternative carriers with the same services and recommend preferred carriers that deliver quality, reliable service at lower costs.

### *Custom Project Work*

Arysta has unique custom projects each year, which requires significant preplanning and organization with its customers, vendors, warehouses and carriers. Prior to partnering with Ascent, Arysta managed these projects in-house, putting a tremendous burden on staff time and energy. Ascent's in-house Operations team worked with Arysta to understand its needs and customize a program that diverted the planning and workload to Ascent's Operations staff, while providing greater visibility and reduced costs.



## *Vendor Inbound Management*

Ascent's Vendor Inbound Management program has allowed Arysta to cut costs, increase customer satisfaction and prevent the need for additional internal resources to effectively manage its inbound shipments. Ascent created a custom program to allow Arysta's Vendors to engage directly with Ascent for routing, BOL (Bill of Lading) creation, shipping and tracking of all orders. Arysta also gained increased visibility and control of inbound shipments due to Ascent's online TMS system.

## *Process Automation*

In 2016, Ascent processed approximately \$9 million worth of invoices for Arysta, including Truckload (TL), Less-Than-Truckload (LTL), International Freight Forwarding and Warehousing. A process which was once handled manually by Arysta became an automated process through Ascent, saving Arysta considerable time and resources. Additionally, Ascent helped Arysta transition to an automated routing guide, streamlining the shipping process.

## *Management Reporting*

Prior to Ascent, Arysta was unable to compile and analyze data to identify strengths and opportunities for growth. With Ascent's robust management tool, Arysta had the ability to run automated or on-demand reports to ensure accurate freight costs when quoting customers. The management tool also provided additional insight to evaluate and manage key metrics for internal purposes.



## THE RESULT: PEAK LOGISTICS PERFORMANCE

Six figure transportation and logistics cost savings couldn't have been realized without a true partnership focused on consistent transparency and constant collaboration.

Arysta's Standard Assessment Procedure (SAP) system required communication with Ascent's Transportation Management Systems (TMS) to automate processes.

Therefore, Arysta and Ascent integrated the two systems to pull orders and process shipments, expediting the flow of information and enabling Arysta to make intelligent and timely business decisions.

"Ascent has earned our full trust to take these steps to ensure shipments and deliveries are made on time and without setbacks," states Angie Williams, Operations Lead at Arysta LifeScience Corporation. "It has freed us from having to add employees internally to assist with the management of transportation, despite increasing volumes."

The Ascent and Arysta partnership is a true demonstration of how the entire Ascent Global Logistics team partners with clients to achieve peak logistics performance.



## ABOUT ASCENT GLOBAL LOGISTICS

Ascent Global Logistics is a full service global logistics company focused on providing clients with personalized and professional solutions.

Ascent specializes in Domestic Freight Management, International Freight Forwarding and Retail Consolidation solutions.

With powerful transportation technology, a focus on continuous logistics education and a commitment to premium customer service, Ascent Global Logistics is *YOUR PARTNER FOR PEAK LOGISTICS PERFORMANCE.*

Learn more at [www.ascentgl.com](http://www.ascentgl.com)