



Council of Supply Chain
Management Professionals
Educating and Connecting the World's Supply Chain Professionals.™

CORPORATE SPOTLIGHT



SPEND MANAGEMENT
experts

DELIVERING YOUR COMPETITIVE EDGE

In a nutshell, what is your company all about?

Spend Management Experts (SME) provides strategic guidance, cost modeling technology and deep market intelligence to help companies optimize their transportation, distribution and fulfillment spend, often helping our clients realize 20% or more in savings.

With costs rising due to an increasingly fast-paced business environment, and most recently the global Covid-19 pandemic, even the most sophisticated supply chain operations are overpaying in an effort to gain a competitive edge. Providers are raising the stakes with a myriad of rate increases, policy changes and complex billing systems that lack transparency. SME has our finger on the pulse of these changes as they are happening and is well positioned to provide the bench strength needed to ensure your contracts are optimized. Our approach is non-intrusive to daily supply chain operations. We employ unparalleled market intelligence and a proprietary cost modeling approach to target those hidden costs and identify meaningful savings opportunities.

What differentiates your company from others in the industry?

Every shipper has their own set of unique challenges in their transportation landscape. In lieu of comparing a client to other shippers at a similar spend level in a like category (traditional price benchmarking), SME leverages proprietary cost modeling technology (over 30 models) to identify savings opportunities and build negotiation strategies based on data and meaningful business cases, while providing clients with straightforward details on exactly how savings are derived. Our best-in-class analysts have years of experience working within major carriers and with hundreds of clients analyzing data and shipping profiles at the per-package level. They are able to adjust to market changes and rate increases in real-time, delivering a maximum savings opportunity. The analysis provided is unique to the client's needs and challenges, resulting in the greatest savings to their bottom line.

What is your company's most recent accomplishment?

We are always at the forefront of what is happening in the marketplace, in particular with unannounced off-cycle rate hikes and surcharges that, gone unchecked, can significantly impact a clients' shipping spend and bottom line. During Covid-19, we have seen an ongoing spike in new and unique surcharges. So many of our clients are experiencing significant shifts in volume, both underperforming and overperforming, and we take tremendous pride in our ability to assess and address those challenges, thus allowing our clients to maintain their competitive edge during this challenging time.

What is the biggest challenge your company faces in the industry?

Our latest research reports that the Pandemic continues to drive double digit e-commerce growth. This volume in B2C shipping has put enormous pressure on carrier networks, and in particular, last mile delivery. As capacity is becoming a significant issue, last mile delivery costs are now estimated between 28%-50% of total delivery costs. As a result, carriers are implementing a myriad of surcharges to manage demand and pass through costs. In this current climate, it is no longer a given that clients will be renegotiating their rates as their contracts are expiring. We are helping our clients daily to address their individual needs and determine appropriate next steps in this "new normal".

How does your company approach recruiting and retaining talent? What challenges do you face?

In the recruiting and retaining of talent, our company culture embodies the recognition that the well-being of our employees and the health of our planet affects the overall prosperity of the company. Talent is drawn not only to the best-in-class employees that work here, but also the focus on the whole individual and the world we live and work in. In addition to great benefits such as 401K matching, robust health benefit options, significant PTO and time off for volunteering, the below are key tenets upon which the SME culture is built. In particular during the pandemic this has certainly been greatly appreciated by all who are a part of our company.

- Honor individual work/life balance needs for all employees*
- Support our planet's health through sustainability initiatives internally and with clients*
- Donate time and talents through volunteering and charitable fundraising*

Why is your company a CSCMP Corporate Member?

CSCMP provides an avenue to stay connected and up to date on best practices and contacts which can be leveraged to provide optimal solutions for our clients. Our involvement at the national level allows us to share our expertise in a community of like-minded individuals. As a strategic supply chain consulting company the CSCMP mission aligns with our company's strategic goals and objectives, making it an ideal partnership.



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