



Global Aviation

Reducing global transportation costs by 67%

CASE STUDY

The Business

A global aviation services business, shipping products worldwide with revenue of more than \$100m.



The Challenge

Over 20 suppliers providing transport for \$2m goods a year. All with different terms, offers and contracts; expensive requiring huge overheads to manage them.



The Solution

Identify a single global supplier to provide a one-world way of working delivering cost reduction and business efficiencies



The Results

Simplified supplier management, savings of more than 67% a year were generated with a fixed price model for future service expansion at known costs



A Logistical challenge, turned into a business opportunity

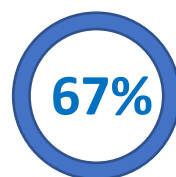
Dexter Global Solutions were engaged by a global shipping business with revenue of more than \$100m to review their logistics spend. They had a fragmented service with many suppliers transporting goods, each with different contracts, Service levels, financials, and services.

Working as one with the customer, the team from Dexter helped them identify their global transport needs, taking input from stations across the world.

A supplier selection process was undertaken to identify the best partner for both service and cost and who had global presence. The client selected a single supplier to be their worldwide partner.

After negotiating the most cost-effective deal, Dexter undertook the onboarding and implementation of the new partner to ensure each of their global stations was able to maximise the benefits from the new offering.

This initiative delivered a saving of nearly 70% against the original pricing with a much simpler service requiring less internal management. In addition, the scalable element of the service allows for future growth without the need for another competitive tender process.



Reduction in logistic fees



Reduction in internal supplier management



Goods transported annually



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