

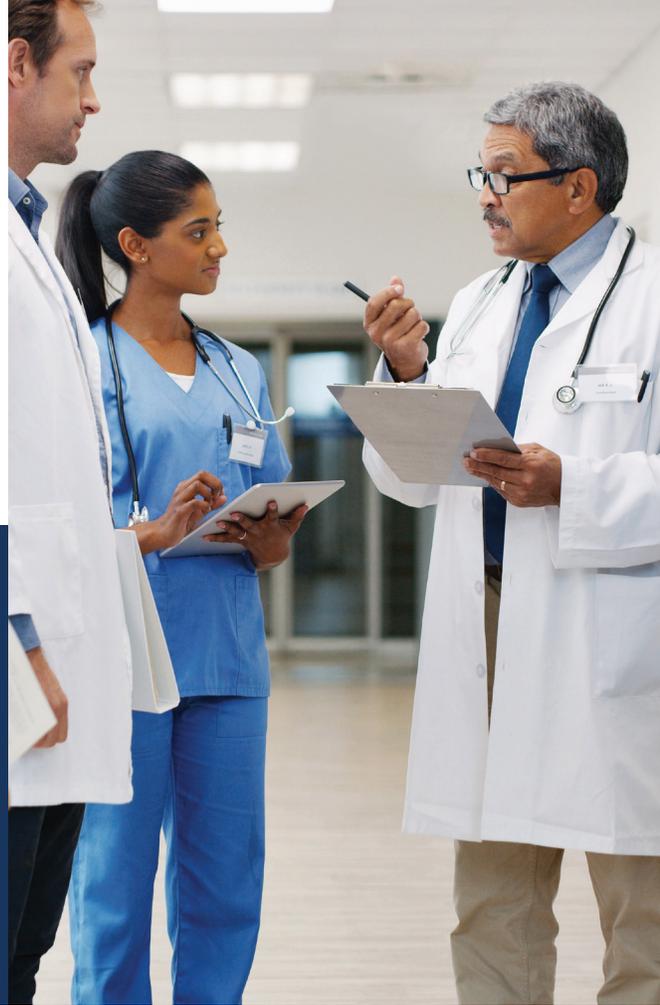


SUCCESS STORY

VPL Delivers Excellence for Midwest Health System

Providing top quality care and service to patients has always been the top priority for a network of hospitals, clinics and home care centers across the Midwest, and this health system expects the same from its suppliers.

So, when its freight management program wasn't performing with excellence, the system chose VPL to improve it. With 2,800 beds and operations in 11 regions across several states, the health system required a high level of automation, self-serve functionality, multicarrier support, system integrations, and above all else, cost efficiencies.



BY THE NUMBERS (Annualized)

906

Participating Suppliers

95,426

Shipments Managed

\$401,679

Savings Generated

21%

Increased Savings
vs.
Previous Program

The health system had been using multiple services to manage their freight program and this resulted in inconsistent performance as well as confusion across their business. VPL leveraged its technology solutions to implement the changes needed for the customer. VPL was able to consolidate their various freight management services down to a single unique program, which minimized touchpoints throughout the system and cut down on costs. VPL provided a quick conversion of the customer's supplier network onto the new program, ensuring a quick ramp-up of managed volume. Utilizing both FedEx and UPS results in high levels of supplier compliance. And to make sure the managed carrier charges are easy to process, VPL provides a weekly invoice with all charges appropriately allocated and ready to pay.

VPL's unique pricing model and technology provides the customer with significantly more transparency into the cost of moving products throughout their supply chain. This information is accessible at any time via VPL's cloud-based services which provide the customer with access to tracking numbers, cost center information, invoice detail and more. This gives the customer a self-serve functionality that cuts down on the staff time needed to manage logistics functions.

VPL has significantly exceeded their guarantee commitments and is currently saving the customer 21% more savings than their previous program. VPL was able to deliver a winning strategy and performance excellence for the health system's freight management program.