



SHIPPING CASE STUDY

How this digital healthcare and manufacturing company is working with Una to save six-figures on shipping costs.



AT A GLANCE

This medical manufacturing company is dedicated to redefining digital healthcare and improving the lives of patients around the country.

By partnering with Una, this organization was able to establish a relationship with a reliable shipping partner, lock-in discounted rates, and dramatically impact their bottom line.



"[We] really enjoy working with Carrie Dunavant and Cindy Rittel. [They're] very easy to work with and provided good options [for true savings]."

Director of Sourcing
Valued Una Member

INTRODUCTION

The member featured in this story is a medical manufacturer focused on redefining digital healthcare.

They have allowed us to highlight the success they've seen with Una while remaining anonymous to respect the doctors and patients they serve.

This company ships and receives millions of dollars worth of ambulatory monitoring devices every year. Having reliable shipping providers is a must as the health of their patients depends on getting testing done right, and results returned to their doctors quickly.

With significant shipping costs adding up and limited procurement resources at their disposal, this member needed help establishing a relationship with a trusted shipping partner, as well as securing discounted pricing on various shipping rates.

AT THE HEART OF THE MATTER

Cardiac arrhythmias affect approximately 5% of the U.S. population, and heart disease is the leading cause of death in the United States.

If left undiagnosed, arrhythmias can lead to heart damage, organ failure, an increased risk of stroke, dementia, and cardiac arrest.

Symptoms of cardiac arrhythmia may include dizzy spells, shortness of breath, faintness, sweating, chest pain, anxiety, and weakness. To complicate matters, arrhythmias may present without these common symptoms, making a diagnosis difficult to obtain.

Our member was determined to develop a device that could accelerate the standard of patient care by recording a patient's heartbeat and analyzing data. The information is then compiled into a detailed report that helps doctors determine the best course of treatment, quickly and efficiently.

Thanks to their commitment to bettering the industry, healthcare systems have been able to improve clinical outcomes, reduce costs, and improve profitability.

CHALLENGES

While the organization continues to move towards bringing their vision to life, they're also experiencing the impact of the current economic conditions. It's no secret that businesses and consumers alike are seeing drastic price hikes when it comes to shipping and freight costs. Increased fuel costs and ongoing inflation are also affecting everyone's bottom line.

Shipping is a key component to business operations, as they continuously send medical devices out to doctor offices and patient homes. They also foot the bill when it comes to the return shipping costs incurred when a patient has completed the monitoring process.

With limited procurement resources at their disposal, business leaders were having trouble securing favorable shipping pricing on their own and feeling the pressure to deliver cost savings quickly. After some initial research, this member decided that bringing in a group purchasing organization was the resource they needed to support the company's mission.

WHY PARTNER WITH UNA?

When it comes to securing discounted shipping rates, companies have few options. National carriers may offer programs for businesses looking to save on postage and shipping, but they are not without caveats. Oftentimes, discounted rates are based on order sizes and shipping volume.

Even with millions of dollars in shipping spend, our member ran into roadblocks when it came to locking in favorable pricing, navigating relationships with suppliers, and budgeting for fluctuations in surcharges. Having worked with a GPO in the past, this member was familiar with the concept of group purchasing. They understood the purchasing power and value a GPO partner could bring to the table.

The Una team conducted a compelling spend analysis to highlight the savings opportunities available with our discount shipping programs. The information was compared across several shipping providers to ensure the best value was found for the organization.

Thanks to the strength of Una's established supplier relationships and pre-negotiated contracts, this member is now saving over \$650,000 a year in shipping costs.


SHIPPING COST ANALYSIS

Curious as to what a cost analysis from Una looks like? Here's a sample from the Una member featured in this shipping case study.

While it's true not every company will have millions of dollars in shipping spend, that doesn't mean there aren't savings to be found.

In fact, our contracts tend to save small to medium sized companies, who have at least \$10,000 in annual shipping expenses, up to 20% on domestic and international services.



SAMPLE COST ANALYSIS 
SHIPPING

This cost analysis shows real shipping data for an Una member from January - March 2022. Spend amounts are compared to Una's contracted pricing with a leading national shipping brand.

SERVICES	CURRENT SPEND	DISCOUNTED PRICING	SAVINGS	ANNUALIZED
2-Day	\$ 155,445.80	\$ 127,417.75	\$ 28,028.05	\$ 112,112.20
Economy	\$ 27,408.33	\$ 26,879.60	\$ 528.73	\$ 2,114.92
First Overnight	\$ 13,790.29	\$ 11,305.63	\$ 2,484.66	\$ 9,938.64
Priority Overnight	\$ 92,656.74	\$ 64,468.47	\$ 28,188.27	\$ 112,753.08
Standard Overnight	\$ 209,025.96	\$ 144,833.31	\$ 64,190.65	\$ 256,762.60
Ground	\$ 194,371.29	\$ 157,751.52	\$ 36,619.77	\$ 146,479.08
Ground Return	\$ 1,609.72	\$ 1,311.85	\$ 297.87	\$ 1,191.48
Home Delivery	\$ 13,475.34	\$ 11,225.46	\$ 2,249.88	\$ 8,999.52
Total	\$ 707,783.47	\$ 545,195.59	\$ 162,587.88	\$ 650,351.52

OVER \$650,000 IN ANNUAL SAVINGS
SAVING 23% ON SHIPPING COSTS

In addition to annual cost savings, this member is also saving on fuel surcharges and other costs thanks to additional discounts and price protections that are built into Una's contract.

Visit www.una.com/shipping to learn more.

UNA'S PROCESS

Una's mission is work alongside our members to increase their organization's profitability. We accomplish this by following the same process for each category.

Here's how we helped the member featured in this shipping case study achieve 23% savings:

Discovery Call

The first step to savings is a discovery call with a Sourcing Advisor. This where you can ask questions, define what success looks like, and set a timeline for the connection process.

Cost Analysis

We refer to this step as Una's time to shine and where we can show real value. Your real spend data is sent directly to our supplier base to compare costs and identify savings.

Supplier Connection

Next, we work quickly to get you connected so you can start saving as a GPO member right away.

For this member, shipping was their biggest headache and they needed immediate relief - they were able to start saving money within a month of getting connected to their contract.

23%

Savings on Annual
Shipping Spend

\$650,000+

Estimated Dollar
Amount Saved

READY TO BE THE NEXT SUCCESS STORY?

Whether you're needing help with a single category or are looking for ways to implement a cohesive procurement strategy, the Una team is here to help.

Membership is always free and there are never any purchasing requirements or exclusivities.

**Get started with a no-obligation
discovery call to learn more.**

Visit us at www.una.com or email support@una.com for more information.

