

## CASE STUDY

Uniform manufacturer and supplier



## Company Profile

Fortune 500 uniform rental and manufacturer

Industry: Commercial Services

Locations: 350

## Business Situation

The company was having a problem trying to manage their mailing equipment expenses across their 350 plus facilities.

## Solution

Postal Advocate started managing their mail expense in October 2012 and look for any savings opportunities

- **Reduced the lease costs by \$173,683 or over 64% for sites impacted:**
  - a. Standardized the equipment and right sized the locations.
  - b. Terminated unneeded equipment.
  - c. Reached out to the sites, documented requirements and provided options.
- **Identified \$48,000 in billing errors and helped get refunds.**
- **Developed standardized pricing that all offices can use in the future that are up to 36% less than previous rates:**
- **Helped set the terms for our national vendor agreement.**
- **Account Management** – Sent over 1000 emails and 500 phone calls to get control of the mail spends, manage the renewals and answer questions from sites. Documented our notes in our Enterprise Advocate system.
- **Created an account plan that will reduce their mailing equipment spend from \$900,000 to less than \$400,000 over the next 4 years.**

## Benefits

- Reduce mailing costs by up to 64%
- Controlled mail spend
- Enterprise-wide visibility
- Right sized equipment fleet