

# Case Study #1

*Phase I: Based on \$70 Million Annual Global Small Parcel Expense*

*Actual realized savings of over \$18.5 million annually out of a \$70 million annual spend.  
BridgeNet restructured Stryker Corporation's global shipping characteristics providing accurate profitability ratios to the carrier.*



Continent	Annual Savings	Countries and Descriptions
North America	\$14,207,066	<u>USA, Canada and Mexico:</u> Carrier migration from multi-carrier to FedEx and DHL structured in a Global RFP and Implementation for a Primary and Secondary Carrier Network Model.
South America	\$223,239	<u>Argentina, Brazil, Chile:</u> Carrier migration from KWE and Eagle Logistics to DHL. New Global Account Management assignments for the DHL Carrier Network.
Asia	\$557,971	<u>Japan, Pacific, UAE:</u> Carrier migration to DHL structured in a Global RFP and Implementation for a Primary and Secondary Carrier Network Model.
Europe	\$3,322,781	<u>Belgium, France, Germany, Ireland, Italy, Netherland, Norway, Poland, Portugal, Romania, Spain, Sweden, Switzerland:</u> Carrier migration from multi-carrier/courier to a DHL Global RFP and Implementation for a primary EU Carrier: US to Europe and Intra Europe. Total reduction of carriers from 114 carriers and couriers to less than 10.
Australia	\$208,053	<u>Australia, New Zealand:</u> A Global RFP and Implementation for a Primary and Secondary Carrier Network Model.
Africa	\$9801	<u>South Africa:</u> Carrier migration from multi-carrier to a DHL Global RFP and Implementation for a Primary and Secondary Carrier Network Model.
<b>Total Annual Savings</b>	<b>\$18,528,911</b>	<b>Combined annual savings for Phase I</b>