



CASE STUDY ORCA + 3M CANADA



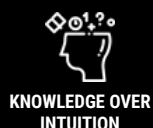
THE CHALLENGE

3M Canada had been auditing their freight invoices internally. But with such a large and diverse supply chain, they were facing challenges associated with manually auditing all of their different carrier invoices. They had good processes in place, but two years ago they decided it was time to outsource their freight audit.

ORCA SAVES 3M CANADA \$200,000 IN INCORRECT FREIGHT CHARGES

ABOUT THE CLIENT

With close to \$33 billion in revenue worldwide, 3M Co. is a diversified technology company, that manufactures industrial, safety and consumer products. From hospitals to factories to home offices and more, 3M brands impact all our lives.



THE SOLUTION

3M chose Orca to be their freight audit and analytics partner. A Network Optimization Specialist at 3M, comments, "Orca brought new technology and new ways of looking at the supply chain. Both were in their favour during the RFP process. Orca truly partnered with us and we've gotten great service from them."

She notes, "We expected that Orca would simplify our processes for us, that our freight invoices would be audited from top to bottom, that any errors would be caught, and that working with Orca would ultimately result in paying our freight invoices accurately and on time." She continues, "But what really impressed us was the communication and the relationship that was formed between our companies. They took the time to understand our needs and deliver ongoing value-added analysis that allows us to make data-driven business decisions about our supply chain."

Orca approached 3M as a partner, not a service, and 3M's Network Optimization Specialist comments, "the additional insight into the transportation industry that the Orca team bring and the additional analysis that they provide us, that's where they've become indispensable. They understand us, what we want and how we want to see things done, and if we have any situation, any project, my first thought is: can Orca do this for us? Because I just know they will do a good job."

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WITH ORCA YOU'RE INVESTING IN A PARTNER, NOT A SERVICE.

At Orca, we understand that every supply chain is unique. We combine intuitive technologies with smarter processes to create efficiencies that save you money. Going far beyond verifying, correcting and paying freight bills, we solve your logistics and operations challenges by empowering your supply chain with critical intelligence. Our solution is customized to your needs, leading to deeper insights and higher cost savings.

"I WOULD DEFINITELY RECOMMEND ORCA."

— NETWORK OPTIMIZATION SPECIALIST AT 3M CANADA

THE RESULTS

Orca identified approximately \$200,000 in incorrect charges on 3M Canada's freight invoices last year, alone, charges that 3M doubts they would have found themselves.

3M's Network Optimization Specialist comments, "Orca has more than paid for their services." She continues, "To me, though, the true value that Orca has brought to us over time is the fact that they have the data to provide a depth of analysis that we are not able to do ourselves."

When 3M recently considered a change in transportation modes, Orca was able to use their technology and industry knowledge to do an in-depth cost comparison and make recommendations. She comments, "We have a lot more confidence and a lot more knowledge to make business decisions based on the analysis that Orca is able to provide for us, both in real-time and on an ad hoc basis as projects come up. And that has been where I believe they've provided the most benefit to us."

orca

www.orca.bi

Looking for a freight audit and analytics partner to help you build a smarter supply chain?

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✉ info@orca.bi

Let's get started.