



OMG, LLC Case Study

OMG, LLC assisted one of our large food retail clients with savings of \$120K under planned budget

Mailroom & Shipping:

Stats:

- Use of United Parcel Service
- Use of FedEx Ancillary Surcharges
- Hasler meter machine for USPS mail
- Daily USPS Delivery and Pick Up Fee by private vendor

Problem:

This OMG client was using United Parcel Service even though the contractual rates were more expensive and there was no GTD service. The client was not educated on the surcharges or the contractual agreement with FedEx. The client was only presorting USPS mail one day a week. The client was not combining any of the same mail for delivery. The client had not negotiated any fees with the delivery and pick up service used. This process wasted money for the client.

OMG, LLC Solution:

- Curtail and eliminate use of United Parcel Service
- Learn and Discover sessions with departments to control FedEx surcharges
- Follow money back guaranteed contractual agreement with FedEx
- Presort all USPS letter mail
- Combine all mailings with same delivery address
- Negotiate delivery and pickup fee(s) for USPS mail
- Change High Volume BRM account to Basic BRM account

OMG, LLC Improvements

- Educated client team members on eliminating use of UPS
- Educated client team members on the use of FedEx surcharges and money back guarantees
- Educated team members on combining mailings
- Reduced fees of Business Reply Mail received
- Reduced fees for delivery and pickup of USPS mail

SAVINGS STATISTICS:

Hard dollar savings were \$45,088.05 for the year. These changes reflected in client postage being under budget \$120,000.00 in 2014.