Increase efficiency and cut costs on campus

The procurement group purchases supplies and equipment for every department at colleges and universities. From printer paper to paper towels, if it’s on campus, it likely came through procurement.

Responsibility for such a wide variety of goods requires managing multiple suppliers. Each of these may have their own shipper and mode of transport, often with shipping charges added into the total purchase price.

This system gives up control of inbound shipping costs to your vendors, leading to a hidden source of increased transportation spend. By choosing UPS as your shipping provider, you can develop a comprehensive inbound transportation management plan, roll it out to vendors and help ensure ongoing compliance. With UPS on your campus, you can increase efficiency and cut shipping and handling costs as much as two-thirds.

In addition to cost control, you get advanced visibility of your inbound shipments to know when they are coming. This enables you to plan resources accurately.
Step 1: Audit vendor invoices
To quantify savings opportunities, the place to start is assessing current spend by analyzing recent purchase orders from a department’s primary vendors. Vendors may add as much as 2-10 percent in shipping charges to the merchandise value. UPS can help you identify and lower these costs.

Our experience has shown that actual shipping costs may be reduced to as much as a third of a customer’s previous spend. By evaluating the current transportation modes, we can help you select the right service level, so you pay for what you need. This helps you take control of shipping decisions and ensure the most cost-efficient options moving forward.

Step 2: Implement a pre-negotiated carrier contract
When vendors choose the shipping company, the result is different shipping costs based on different negotiated rates from different carriers. Without consistency, controlling your inbound costs is practically impossible.

We can work with you to simplify processes for you and your vendors. With UPS as your preferred carrier, vendors ship products using a single shipping account with a pre-negotiated rate. This complete transparency eliminates surprises, making it easier to manage costs and take advantage of volume discounts.

And by aggregating both inbound and outbound shipping spend, you may qualify for additional incentive levels.

Step 3: Enhance vendor compliance
A new inbound transportation plan is no good unless you can ensure the new rules are followed. Compliance requires effective communication between you and your vendors about the plan, as well as tools to streamline implementation and maintain efficient operations.

Our solutions and services can help you and your vendors adjust and adapt, making the transition seamless and day-to-day tasks easier:

- Routing letter — Available for schools to customize and send to vendors to inform them of the preferred carrier, service level and billing account to use
- Routing instructions — Special routing instructions provided on purchase orders to increase vendor compliance
- Automated shipping — Reduce repeated data entry and expedite processing with Web-based systems, and enable centralized control across multiple locations
- In-transit visibility — Receive and provide notifications of shipment status to enhance inbound planning and manage outbound expectations
- Electronic billing — Speed cash flow, reduce paperwork and simplify the allocation of charges using software that integrates with your school’s accounting systems

Start now managing your inbound transportation
With up-front planning, institutions can take control and proactively manage how much is spent on shipping and transportation. Now you can manage inbound transportation rather than leaving it up to each vendor. What’s more, you don’t have to make the transition alone. Your shipping provider can serve as a trusted partner to help with outbound and inbound shipments plus international shipping — allowing institutions to increase efficiencies while cutting costs. It’s time to make inbound shipping a part of your winning transportation strategy.

Learn how UPS can help you take back control of your inbound transportation.
Contact your UPS account representative today or visit ups.com/college.