

# BEST LOGISTICS GROUP

## Adding Value Through Programmers






# Where we were...

- Director of IT
- IT Manager (Specializing in McLeod)
- A couple of Help Desk Technicians
- Outsourcing of all other Needs



# Where were we going.....??

- Frustration at Cost and Time of Outsourced Project work 
- Had a Beer with Rob Penner 
- Rob's Statement – If I had \$150K to spend on a Truck or a Programmer, I would pick the Programmer every time!
- Lightbulb went off! 

# Next Steps Taken.....

- Determined we needed to develop a programming department within IT
- Decided to begin with Entry Level Programmers and focus on low hanging fruit such as project work.
- Hired two young Programmers at an initial annual investment of \$125K



# The Real Programmers.....



**Joseph**



**Matt**

# Projects Launched.....#1

- Outsourced EDI Programming brought inside
- Averaged 3 per month @ \$3500 each
- Realized outside cost savings of \$126K



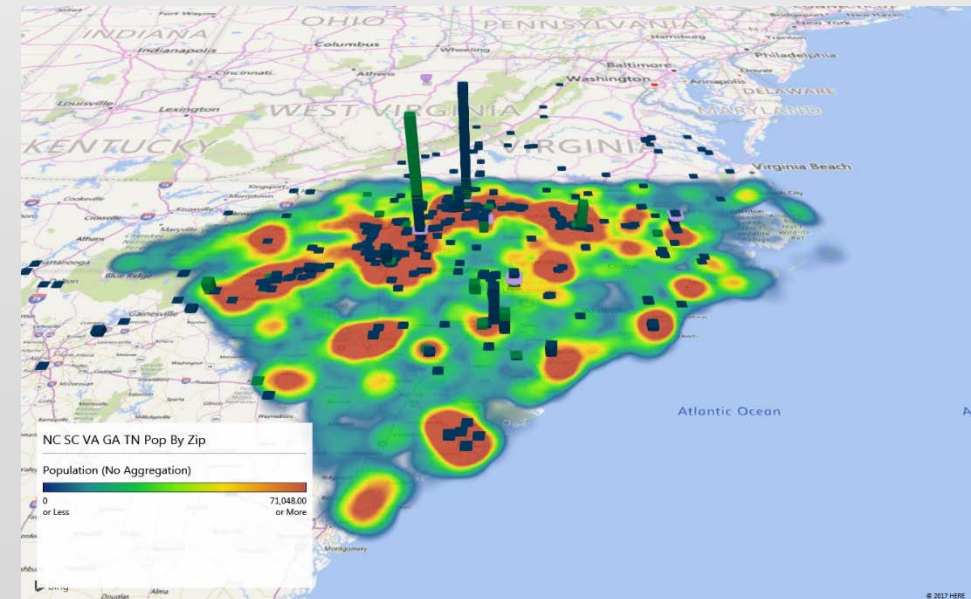
# Projects Launched.....#2

- **Developed Spot Bid Tracking Tool for Logistics**
- **Enabled Management & Logistics Teams visibility to missed revenue opportunities**
- **Realized \$200K in gross margin on new spot bid accounts**



# Projects Launched.....#3

- Created Origin/ Destination Heat Map and Report to identify areas for reducing deadhead.
- Goal is to reduce DH by 2%
- Anticipated savings \$115K





# Final Thoughts

- **We are currently in the process of expanding this department by one additional programmer.**
- **Don't be hesitant to Drink Beer and implement ideas you learn from your Benchmarking Members.**

**Cheers!**

