

Sterling Transportation Management System coordinates transportation through one system



Cargill Meat Solutions Corporation

Location

Wichita, KS

Industry

CPG/Meat Industry

Business challenge

A decentralized approach to transportation was causing management issues due to a lack of visibility as individual business units competed for capacity during peak season

Solution

Sterling Transportation Management™ System

Benefits

- Provides a centralized platform with a community of 7,500 carriers which contributed to a savings in value-added network costs
- Ensures complete visibility into the entire shipping process and across business units
- Improves cost-effective freight planning and execution
- Enhances customer service by improved on-time delivery and increased visibility into shipment status

Customer background

Cargill Meat Solutions Corporation, a subsidiary of Cargill Incorporated, is one of the largest fresh, frozen and value-added beef, pork and turkey suppliers in the country. With 153,000 employees in 63 countries, Cargill is committed to using its knowledge and experience to collaborate with customers to help them succeed.

Business challenge

Cargill Meat Solutions has over 30 shipping locations and uses more than 200 carriers for 4,000 shipments per week. Cargill needed a centralized logistics platform to unite all business units, and provide visibility into the entire shipment process. Cargill Meat Solutions has acquired several different companies, each with its own transportation management process which relied on manual processes such as

tendering shipments by phone and using a value-added network to handle shipping status updates. These manual processes could not cope during peak season, when order details continued to change, right up to the time of shipment.

Solution

Cargill implemented Sterling Transportation Management System (TMS) in 2003. It provides the company with on demand, Web-based access to a network of thousands of carriers, with the capability to automate the entire transportation management process, including planning, execution, financial settlement and analysis. Sterling TMS also serves as Cargill's value-added network, saving the company monthly in subscription and usage fees.

“With Sterling TMS, we can see at one glance all orders shipping across all business units.”

Stacey Bernal
Transportation Systems Manager,
Cargill Meat Solutions

Stacey Bernal, Cargill’s Transportation Systems Manager, said the company’s goal was to centralize all shipment activity and gain complete visibility into the entire process. “Now all business units operate as one platform, so we’re maximizing the load tendering process and saving money,” she explained. She continued, “Unlike before, we all use a common system, and that includes carriers, who are an important part of our business. Sterling TMS gives us a central repository, so we can see at one glance all the orders shipping across all business units.”

Visibility has always been a priority for Cargill. Sterling TMS provides complete visibility every step of the way, including in-transit shipments, enabling the company to provide reliable delivery information to customers. “Since our sales staff monitors shipments, they can be proactive should a problem or last minute change occur, which has led to a great improvement in customer service.” Bernal said. Sterling TMS enables Cargill to find the most cost-effective shipment and route available.

Prior to Sterling TMS, traffic managers from different business units would be competing for the same capacity,

especially before Thanksgiving, when traffic managers in the turkey business are moving freight constantly. “Now having one robust system allows everyone to stay on the same page, from the sales force to traffic managers to customer service,” Bernal concluded.

Key benefits

Provides a centralized platform for shipping—a repository for all shipping information allowing Cargill to collaborate as they plan and execute shipments for maximum productivity.

Execution delivers increased cost savings because Sterling TMS builds optimal loads and then finds the most cost efficient carrier for the route.

Shipment visibility increases customer service because now Cargill can communicate with carriers and customers directly through carrier and customer portals.

About Sterling Commerce

Sterling Commerce, an AT&T Inc. (NYSE:T) company, helps companies optimize and transform their Business Collaboration Network quickly, easily and securely so they can accelerate revenues, reduce costs and protect their enterprise. Sterling Commerce provides more than 30,000 customers worldwide with applications and integration solutions to connect, communicate and collaborate with their customers, partners and suppliers. Learn more at www.sterlingcommerce.com.

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SC0496 08/09