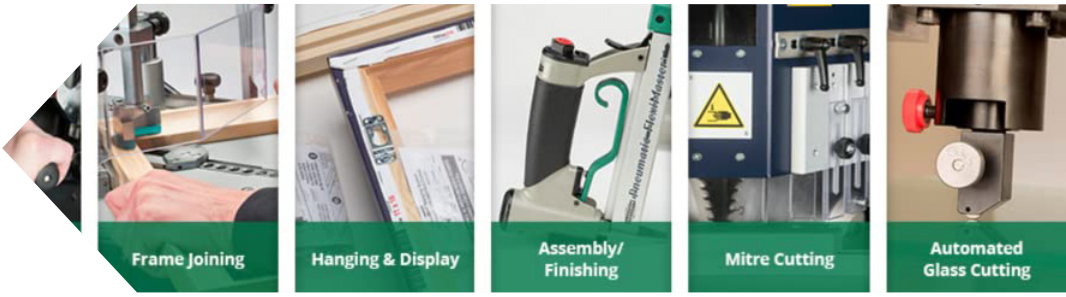
KDL LOGISTICS



Fletcher Business Group

Helping Fletcher Terry get more out of their new ERP

Collaboration between IT teams

Delivering seamless integration between NetSuite & KDL Connect

12% cost savings plus **75%** reduction in staff time

> **Our technology teams worked together and really knocked it out of the park. They have our ERP system working seamlessly. Other 3PLs said they could do that, but KDL is the only one that truly delivered. My team now spends a quarter of the time they used to processing freight"**
>
> *— Mark Frutuoso*
> *Shipping Supervisor*

Collaboration between IT teams delivers seamless integration.

CHALLENGE

Fletcher Terry had reached a recapitalization agreement with Capital Partners, and as part of a systems review began assessing their practice of negotiating directly with carriers. That assessment led to a concern that their carrier-owned TMS was limiting their performance. At the same time, the company was investing in upgrading their entire ERP to NetSuite.

SOLUTION

KDL sales leadership suggested a working session involving KDL's tech and sales teams, Fletcher Terry's internal tech team, plus their outside tech consulting group to explore options for improvement of Fletcher's LTL shipping tech support. That meeting led to a series of discussions, tests, and demonstrations, through which KDL was able to show how the KDLConnect TMS could fully and seamlessly integrate with NetSuite, providing Fletcher Terry with a new level of LTL flexibility and optimization, as well as expanded visibility of their entire supply chain and greatly enhanced performance metrics.

RESULTS

After a quick and uncomplicated integration process involving collaboration between KDL and Fletcher's IT teams, Fletcher Terry immediately saw increased efficiencies and 10-12% savings in LTL shipping costs and significantly reduced staff time. They are now considering KDLConnect TMS for their other affiliated companies.

People Drive Logistics

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