

# CASE STUDY

## CUSTOMIZED PACKAGING SOLUTION

Large Government Shipping Entity Utilizes Victory Packaging's Expertise to Reduce Costs and Increase Efficiencies

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**THE LARGEST GOVERNMENT SHIPPING ENTITY FOCUSED ON PROVIDING EFFICIENCIES AND SERVICE FOR ITS CUSTOMERS DECIDED TO SEEK THE HELP OF A PARTNER IN PACKAGING WHO COULD DELIVER A CUSTOMIZED SOLUTION THAT WOULD PROVIDE EFFICIENCIES AND COST SAVINGS. THE CHALLENGE WAS SET AND VICTORY PACKAGING WAS FACED WITH DELIVERING A UNIQUE SOLUTION THAT NO OTHER DISTRIBUTOR COULD MEET.**

Victory Packaging exceeded the client's expectations with their solution:

- Reduced order fulfillment times by up to 75%
- Improved service levels and revenue by having product available to end users at all times
- Simplified technological integration by having one nationwide distributor for all product lines
- Implemented Vendor Managed Inventory program to ensure minimal stock-outs
- Reduced overall freight spend by 30% with supply chain improvements
- Reduced carbon footprint by more than 4.8 million kg by restructuring delivery logistics

With the focus on the big picture, Victory Packaging exceeded the client's expectations by decentralizing the client's fulfillment through the utilization of Victory Packaging's assets and people around the U.S. The impact on the client's profitability and efficiencies were seen immediately with the newly implemented solution. Victory Packaging reimagined the client's supply chain in a way that no one else even proposed, which saved the client tens of millions of dollars every year.



## CHALLENGE

Develop a customized packaging solution that provided fulfillment, reduced freight expense, reduced turnaround time for orders and reduced carbon footprint.

## DIFFICULTIES

Creating a customized solution that involved the entire operations of the organization and taking a risk on implementing the solution in a four week timeframe.

## SOLUTION

Reductions were created in order fulfillment times by up to 75%, freight spend decreased by 30% and a net reduction of more than 4.8 million kg of carbon footprint.