

SPOTLIGHT

KRATOS BUILDING PRODUCTS

How Fleet transformed the way Kratos manages its freight



NUMBERS
at a glance

\$25,800+
in annual savings

780 hours
equivalent to 19.5 work weeks.

230+
on-time deliveries

Background

Kratos is a building supply company in Texas that ships more than 500 containers each year, from China, Taiwan, and Thailand, to six different US ports. Kratos' Chief Operating Officer is responsible for multiple shipping-related duties such as placing orders with factories, sales, customer support, and importing the goods to the US. As the business grows, Kratos' biggest operational challenge is making sure the growing shipping volume will move smoothly and economically.



Kratos sells building supplies across the US.

The Challenge

Kratos' time required to stay on top of logistics details - including managing multiple forwarding companies, understanding pricing, handling paperwork and documentation, and following up with forwarders to check on shipping status, is a challenge.

Most freight forwarders don't have the time or resources to query multiple service providers in order to offer Kratos competitive rates and trade routes. This rate opacity and route limitation is convenient for the forwarder, but not always the best for Kratos.

Additionally, Kratos inability to know capacity availability, shipment tracking, and arrival dates limited predictive supply-chain planning.

Your single source supply chain solution.

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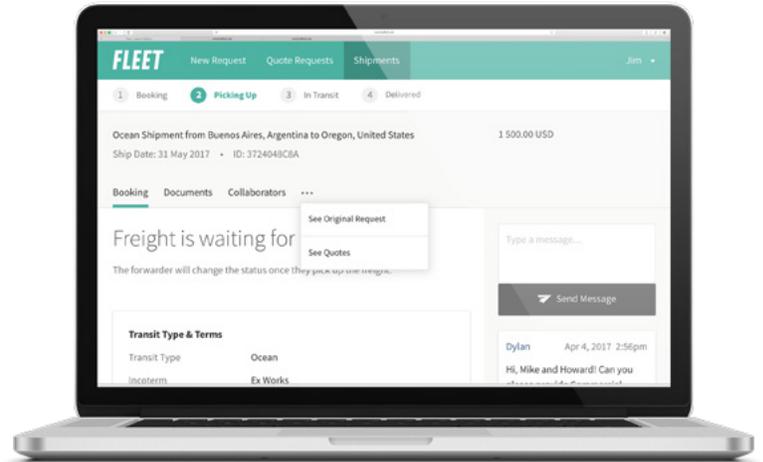
FLEET

How Fleet transformed the way Kratos manages its freight

Fleet now allows Kratos to manage the company's shipping with ease. By utilizing Fleet's ability to manage multiple provider rates online with real-time rate quotes, Kratos benefits from "best rate" status for every shipment every time, with no hidden fees.

Additionally, Fleet's proactive communication and online messaging platform keeps Kratos' COO informed. He can now track the shipment status via Fleet's tech driven interface and manage the necessary documents for each shipment--organized and shared on the platform. What's more, because of the collaborative nature of the Fleet platform, Kratos' preferred customs broker also joined Fleet and is notified about shipping documents automatically.

Fleet has saved Kratos hundreds of hours and thousands of dollars annually. We can help you, too.



Fleet is an online global distribution system that connects logistics providers with businesses like Kratos.

Saving over \$25,000 and almost 800 working hours

By reducing the time spent on researching freight forwarders, setting up accounts with different forwarders, handling paperwork, and calling the forwarders to check on shipment status, Fleet helped Kratos save:

\$25,800+
in annual shipping savings

780 hours
or 19.5 business weeks

230+
on-time deliveries

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