

## Case Study

**Overview:** ITT Corporation is a Fortune 500 company that serves as **the world's largest supplier of pumps and systems to transport, treat and control water and other fluids.** With over 40,000 employees in 60 countries, the \$10.9 billion company ships their products worldwide to customers.

**Challenge:** All ITT locations had their own decision making ability to choose their own transportation provider. In 2009, there were over 400 freight forwarders used worldwide for ocean and air shipments.

**Solution:** ITT's Global Transportation Team implemented a centralized program to utilize 9 freight forwarders on a global scale. In order to provide its offices each forwarder's rates, ITT reached out to Catapult International to combine all of its service providers' rates into one web-based system. All offices could enter their origin and the destination of the customer and the lowest cost provider would appear as well as other choices.

Catapult also provides ITT with several reports to manage and track their costs.

**Results:**

- Centralized Transportation Pricing (Volume Driven)
- Web-access for all offices to see their best cost provider
- A projected cost savings over 30% for 2010

To find out how Catapult International can help your organization achieve similar cost savings, contact [growth@gocatapult.com](mailto:growth@gocatapult.com)