



## Tactical Excellence + Strategic Insight

Tactical excellence in our best in class parcel audit and invoice payment services provide the foundation for delivering ongoing strategic insight for our clients through advanced analytics, network optimization, visibility solutions, and strategic project and contract management support. GMC's business model is to strategically partner with the mega volume parcel shipper (greater than 4 million parcel shipments annually) by becoming an extension of their existing resources, learning their business, and working weekly to deliver value within a sustainable parcel spend management solution. We bring our clients a view of the market, proprietary analytical tools, expertise, and a bandwidth they would not or could not reasonably possess on their own. We charge a fee per shipment for our services and our clients keep 100% of the savings we help them realize. Contact us today by going to our website at [www.GreenMountainConsulting.com](http://www.GreenMountainConsulting.com) and clicking on Contact Us.

### PRODUCTS / SERVICES:

#### Contract Management Support

- Reduce Costs / Improve Service
- RFP Process Management
- Pricing Rationalization / Strength of Contract
- Unparalleled Analytics give the complete picture to make the right decision

#### Network Optimization and Analytics

- Mode Selection • Contract Analysis
- Network Efficiency / Modeling
- Waste Identification • Billing Issues
- Best Practices • Advanced spend analytics

#### Freight Audit / Payment

- Proprietary billing systems re-bill each shipment for an exact audit; storing the correct invoice amount as a

foundation for accurate analytics

- Automate the freight payables & GL coding processes
- Independently measure carrier service
- "Closed loop" audit process presents corrected invoice prior to payment

### CLIENTS INCLUDE:

- AT&T • Barnes & Noble • General Motors
- Costco • Kohls • Boston Scientific • Toyota
- Grainger • Abercrombie & Fitch • Toys R Us
- Johnson & Johnson (GMC services 8 of the top 10 pharmaceutical companies)

### INDUSTRIES SERVED:

Any vertical in which companies have significant parcel spend (greater than \$20 Million)

### TESTIMONIALS:

"We originally signed up with GMC back in 2005 because we were having serious reconciliation issues with UPS and FedEx from our provider at the time. We have been very happy with their performance. Our ROI is much higher than we expected and they are extremely knowledgeable company. They do not just process your bill. They will provide insight on how you can reduce spend. They are a great partner with Barnes & Noble as well as our small parcel providers. We highly recommend them."

> VP Logistics - Barnes & Noble

"While they are a higher cost provider than their competitor(s), it has been my experience over the 6 years I have been involved in this relationship, that GMC provides the highest quality service to the account, the most accurate and detailed reports, both "canned" and ad hoc, as well as decreasing pricing over time as volume of transactions increase. In addition to the auditing specialty of GMC, I have used their consulting services over a period of time that resulted in \$10M+ in savings in a relatively short period of time (< 2 years)."

> Sr. Director Logistics - AT&T

## CONTACT INFO:

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# HOT

## COMPANIES

# 2013