



# SitOnIt

## Company Profile—SitOnIt

SitOnIt Seating, Inc., a mid-tier office seating manufacturer, couldn't consolidate its customers' orders for shipping or consistently choose the best mode of transportation. It was experiencing increasing freight costs but couldn't obtain meaningful data to discern what the freight cost drivers were.

The company, which ships more than 600,000 chairs annually across North America, wasn't about to sit idly by with these shipping issues. It wanted to move quickly to solve them. The HighJump Transportation Management system (TMS)<sup>1</sup> was selected in the second quarter of the year; in the third quarter a logistics team was hired; and in October the TMS went live following a 30-day implementation.

"The benefits have been significant," said Kevin Haugen, director of MIS at SitOnIt. "Even with rising fuel costs we believe we can shave another 100 basis points off costs if we continue to optimize more using the HighJump TMS."

"We've improved our shipping practices and accounts payable processes, and the cost savings resulted in our recouping the TMS investment within two to three months."

—Kevin Haugen,  
director of MIS SitOnIt Seating, Inc.

## Results

### Improved shipping practices

- Order consolidation
- Mode shift
- Carrier bid portal

### Improved payables process

- Paperless carrier invoicing
- Match and pay

### Reduced logistics cost

- Freight savings in excess of 100 basis points
- Labor savings in accounts payable in excess of 90 percent

<sup>1</sup> HighJump Transportation Management is the rebranded product name for the MercuryGate transportation management solution. This customer has implemented the Mercury Gate transportation management solution to achieve the results cited in this case study.