



Dot Transportation keeps operations lean across multiple locations

During 12 years of growth and expansion, Dot Transportation has relied on AmeriQuest to help them reduce costs and maintain operational consistency.

SUPPORTING SUSTAINABLE GROWTH

By focusing on trusted values, innovative solutions, and shared growth, Dot Transportation has become the nation's largest food redistributor. It's a proud accomplishment for a company that was founded with little more than a station wagon, two rented trucks, and a big dream. But it also means that Dot Transportation is always seeking ways to manage the challenges that come with growth and expansion.

As a multi-location enterprise that receives, consolidates, and resells products in less-than-truckload (quantities, Dot Transportation manages a complex supply chain that stretches from coast to coast. For an organization of this size, simplifying operations and keeping costs down are essential to success. And since 2002, AmeriQuest has helped Dot Transportation achieve both aims, with a range of services that supports the unique needs of their

organization as it evolves and grows.

SAVING COSTS WITH 3 TAILORED SOLUTIONS

AmeriQuest's flexible, "menu-driven" service model enabled Dot Transportation to select three service areas that delivered maximum value and impact: product selection, strategic supplier management, and financial process automation.

Product selection. For large organizations, something as simple as the cost of a tire can make a big difference in overall profitability, with seemingly minor savings per unit adding up significantly when multiplied by thousands. In fact, Dot Transportation maintains a full-time, dedicated staff to manage tire purchases because it's such a high-cost area.

In 2002, the company began looking at ways to improve their purchasing strategy, and chose AmeriQuest to help them optimize the

return on their investment in tires and other business essentials. By looking at the lifetime value of these materials and selecting top-tier products in cases where the overall cost of ownership made them a wiser choice, AmeriQuest was able to save Dot Transportation money on a range of goods,

CUSTOMER

Dot Transportation

INDUSTRY

Transportation

AMERIQUEST SOLUTIONS

- **Procurement**
- **Spend management**
- **Financial process automation**

including tires and retreads, hardware, truck parts and supplies, batteries, cleaners and solvents, and forklift wheels and tires.

Kevin Buss, Director of Fleet Maintenance for Dot Transportation, says the value was immediately clear. In spite of their strong supplier networks, AmeriQuest gave them better options on a number of key products and offerings. *"In a lot of cases it's not huge per part or per product,"* he says. *"But when you look at the volume that we do, it starts adding up."*

Strategic supplier management. In addition to finding the best products at the best prices, AmeriQuest also gave Dot Transportation access to greater negotiating power. With the pooled resources of 2,000 organizations, AmeriQuest can leverage stronger buying power to realize greater savings for each member organization. AmeriQuest also manages scorecarding, price contracts, and other high-intensity activities involved in the supplier-management process.

"AmeriQuest helps us as a group to increase our buying power and ability to negotiate with vendors," says Buss.

Financial process automation. The third component of Dot Transportation's cost-saving strategy was the implementation of an efficient, centralized, paperless e-commerce billing and workflow solution. As an organization with multiple locations spread out across the continent, Dot

Transportation needed to ensure process efficiency that could scale as they continue to grow. AmeriQuest's streamlined, automated system helps Dot Transportation ensure every location is complying with the purchasing program and buying the right products at the right price.

"Improved consistency in purchasing and pricing across multiple locations is a big deal for us," says Buss. *"Now we have this one source that everyone can access. It gives us consistent products, consistent pricing, consistent invoicing, billing, and purchase prices at every location."*

PREPARING FOR FUTURE GROWTH

Keeping costs manageable and operations at optimal efficiency is paving the way for continued growth and success for Dot Transportation.

"We're soon adding our 10th location from around the country, and this has certainly helped us out," says Buss, who points to AmeriQuest's centralized invoicing and billing as one of the key factors in managing multiple locations more efficiently.

Beyond operational efficiencies, the long-term partnership with AmeriQuest has also helped Dot Transportation set the bar higher—for themselves and the vendors and service partners they work with.

"Working with AmeriQuest has changed our level of expectations. For example, we now scorecard out equipment

suppliers and offer a Vendor of the Year Award. We figure out who our best supplier is and that sets the expectation that we want the others to meet."

"Improved consistency in purchasing and pricing across multiple locations is a big deal for us."

ABOUT DOT TRANSPORTATION

Dot Transportation, Inc. is the transportation arm of the largest food redistribution company in the United States. Dot Foods offers more than 105,500 products which are primarily delivered by Dot Transportation in less-than-truckload, or LTL, quantities to distributors in all 50 states. Dot Transportation manages a complex supply chain that stretches from coast to coast. For an organization of its size, simplifying operations and keeping costs down are essential to success. Since 2002, we have helped Dot Transportation achieve both with a range of solutions that support the unique needs of their organization as it evolves and grows.

How does Dot Transportation describe the AmeriQuest advantage?

"Easy. Simple. Accurate."



About AmeriQuest Business Services

AmeriQuest is a technology-enabled provider of financial process automation, procurement, and asset management solutions. AmeriQuest enables companies to simplify and streamline their complex business processes through a combination of technology, expertise, and process efficiencies, and gives them the operational leverage they need to grow their business. For more information, visit ameriquestcorp.com.