

# Caribbean Shipping will use savings to invest in growth

**CLIENT:** Caribbean Shipping  
**SECTOR:** Shipping  
**FOCUS:** Telecommunications

Financing comes in part from savings in telecom and insurance

## WHAT WOULD YOU DO WITH EXTRA FUNDS?

To get the most value from our services, Consultants with Expense Reduction Analysts (ERA) ask clients to consider the impact the saved dollars can make on their business.

Caribbean Shipping immediately knew the answer. The company wanted to help fund a move to a new headquarters building in Jacksonville, FL, and invest in new refrigeration technology. As a third-party logistics provider and the largest refrigerated transporter servicing the Caribbean market, the company is using hidden funds to help it grow.

## TELECOMMUNICATION COSTS CUT IN HALF

ERA experts cut the company's telecommunications expenses by 52%. Their recommendations included eliminating unused telephone lines, using voice-over-internet protocol (VoIP) technology and changing rate plans. Consultants also advised Caribbean Shipping on ways to back up data and expand data capacity; and recommended installing a landline for emergencies such as hurricanes.

## INSURANCE COMPONENTS CONSOLIDATED

Caribbean Shipping's five companies were working with four insurance agencies with 18 separate policies and nine different renewal dates. ERA insurance experts worked with Caribbean Shipping to select a single broker to oversee all insurance programs and address risk management programs.

ERA Consultants also recommended an improved rating basis for trucking liability policies that led to further savings with a second incumbent broker.



Caribbean Shipping has trucking, ocean and warehousing capabilities and manages over one million pounds of product per day.

## PROJECT INFORMATION

<b>Expense:</b>	Telecommunications
<b>Suppliers:</b>	Incumbent & New
<b>Client ROI:</b>	\$3,200 an hour
<b>Savings:</b>	52%

<b>Expense:</b>	Insurance
	P/C & Risk Management
<b>Brokers:</b>	Incumbents
<b>Client ROI:</b>	\$3,700 an hour
<b>Savings:</b>	17%

<b>AVERAGE SAVINGS:</b>	<b>26%</b>
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