



SHOWCASE

MAXIM



AGISTIX

With the Agistix on-demand, carrier-neutral global logistics management solution, Maxim Integrated Products gained control and visibility of its global freight shipments, resulting in an immediate cost reduction.

With 2005 net revenues of more than \$1.6 billion, Maxim Integrated Products is a multinational leader in the design, development and manufacture of linear and mixed-signal integrated circuits. The company is headquartered in Sunnyvale,

California and has 8,000 employees across its global facilities.

Business Challenge

With facilities around the globe, Maxim found it extremely challenging to control shipping and distribution practices or to maintain any consistency in vendor quality and pricing.

Maxim sought a solution provider that could meet four primary goals to address its global shipping cost management challenge:

- (1) Centralize the decision-making process for how goods are shipped and with what carrier;
- (2) Enforce strict parameters on shipping methods and vendor selection;
- (3) Reduce overall costs of shipping and distribution; and
- (4) Simplify management of huge volumes of weekly invoices from multiple vendors.

Solution

Maxim discovered the means to achieve its goals through on-demand solutions developed by Agistix, Inc.

Agistix has developed the first on-demand, carrier-neutral global logistics management solutions that enable companies to centralize and automate their enterprise-wide shipment processing while gaining control and visibility.

One of the unique features of the Agistix solutions is a simple, "live" bidding process that provides customers with direct access to the hidden spot market for freight capacity. This ground-breaking feature allows Maxim access to dozens of pre-qualified carriers with daily excess capacity and willing to offer deep, one-time discounts in order to optimize the fulfillment of their excess capacity.

OVERVIEW

Company Name

Maxim Integrated Products

Solution Provider

Agistix, Inc.

Business Challenge

Diverse geographic locations made it extremely challenging for Maxim to enforce shipping and distribution controls or to maintain any consistency in vendor quality and pricing.

Solution

Maxim deployed the web-based, carrier-neutral Heavy Freight and Small Package solutions from Agistix to manage all shipment processing through a single centralized platform. Maxim also took advantage of the comprehensive Agistix service that consolidates all company invoices into one standardized, electronic invoice on a weekly basis.

Value Achieved

With better control and visibility over shipment processing and vendor selection, Maxim is able to reduce shipping costs by more than 28 percent within the first year.

“Agistix enabled our company to dramatically reduce shipping costs in less than three months.”
 – Sam Berman, Senior Manager of Global Logistics, Maxim Integrated Products

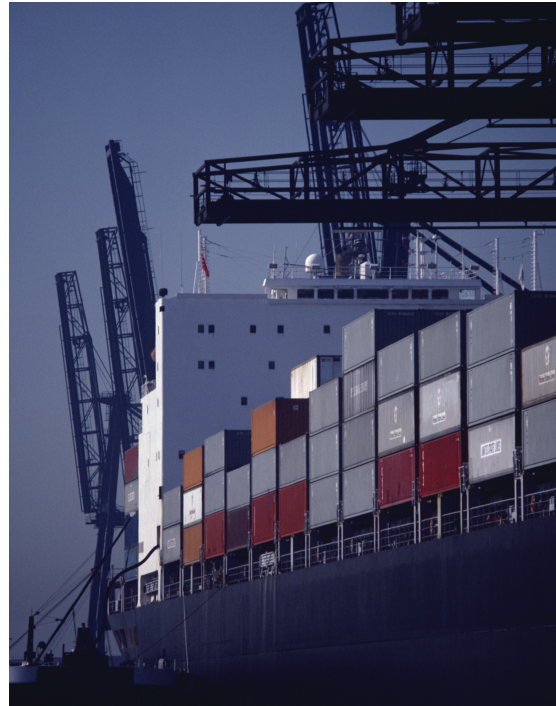
Agistix initially introduced its robust web-based solution at Maxim’s headquarters in Sunnyvale, California, centralizing decision-making control at a single point while giving users worldwide access to Agistix Heavy Freight and Small Package solutions via standard desktop browsers.

Maxim also took advantage of the Agistix Invoice Consolidation service to consolidate all of the company’s transportation invoices into one standardized, electronic invoice on a weekly basis.

Results

From the very first day, the company began using the Agistix solutions, Maxim was able to enforce shipping methods and vendor selection. Within the first year of use, thanks to increased pricing visibility for small parcel shipments and dynamic bidding that leveraged the spot quote market for heavy freight, Maxim reduced shipping costs by more than 28 percent.

With the Agistix solutions, instead of processing up to 2500 shipping invoices each week, Maxim now receives a single electronic invoice. This change alone has cut accounts payable processing time from 70 hours per week to five minutes, generating savings of up to \$5000 a week.



Conclusion

Today, Maxim employees conducting freight or parcel shipping at Maxim locations around the world use Agistix’s on-demand technology to automate the process. Using Agistix, they gain the ability to execute shipments electronically while also gaining the guidance to make cost-cutting decisions that benefit the company.

The consolidation of multi-carrier invoice processing from thousands of invoices every week down to one invoice from Agistix adds to Maxim’s savings and relieves the company’s Accounts Payable employees from many hours of work.

The web-based Agistix technology also provides Maxim with detailed reporting to further its ability to strategize preferred methods of shipping and carrier negotiations.

Ultimately, with the support of Agistix, Maxim achieved its initial cost management goals for global shipping while gaining the data intelligence to continually analyze and respond to business trends. 🏆

Before

- No central control
- Lack of visibility
- Difficult to enforce shipping methods and vendor selection
- Difficult to do ad hoc shipments
- Invoices from different vendors

After

- One single user sign on experience, regardless of carrier, mode, origin, or destination
- One centralized data repository enables real-time report creation for business and trend analysis.
- Using a common framework to enforce all users throughout the company to adhere to the corporate routing guide
- Unique dynamic bidding process that provides “live” quotes vs. pre-established quotes reduced shipping costs
- One single uniform electronic invoice