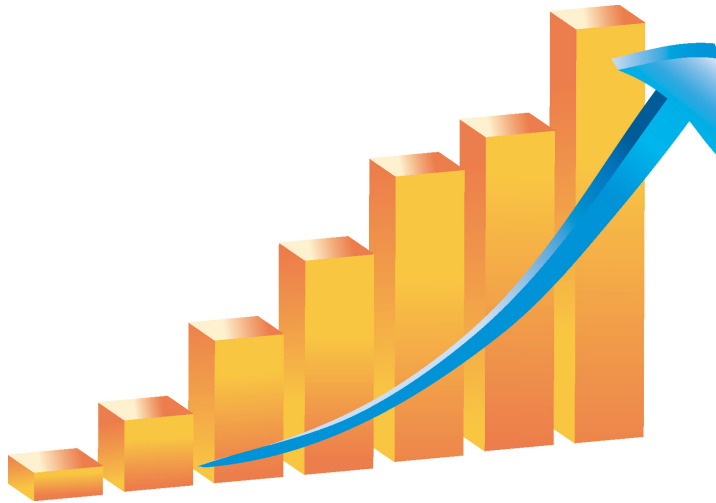


Strategic Supply Chain Management Helps You Grow Sales



UTS delivers a better supply chain experience by improving every link in your supply chain operation.

3 Ways Strategic Supply Chain Management Helps Grow Sales

1

Increase customer retention

2

Support cross-selling and up-selling strategies

3

Provide a competitive advantage for new sales opportunities

A Tale of Two Suppliers

Suppose you're a purchasing or operations manager with a supplier that does not provide visibility of material in transit. You have to call for updates, and even then you're occasionally disrupted by a shipment that unexpectedly fails to deliver on time.

Another supplier sends you an email message ahead of each shipment. The email hyperlinks to real-time status information for your shipment.

In addition, this supplier gives you access to its online supply chain management hub, where you can review current and historical shipment activity. This supplier always notifies you proactively when a transit issue pops up. And come to think of it, shipments from this supplier have a higher rate of on-time delivery.

Which of these suppliers do you trust more?

Which supplier has a better chance to cross-sell or up-sell to you?

Which supplier has a competitive differentiator it can promote?





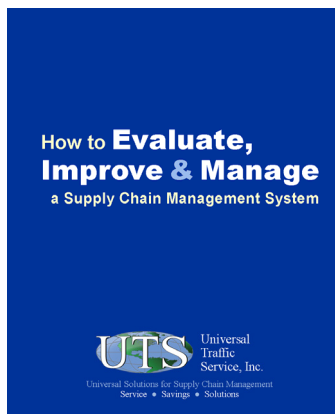
The Power of Strategic Supply Chain Management

Strategic supply chain management goes beyond the transactional level of transportation and strengthens your relationships with business partners – your suppliers, customers, internal customers, and future customers.

And that's good for sales.



info



How to Evaluate, Improve & Manage a Supply Chain Management System

A guide to making smart decisions about supply chain management.

[Read the white paper](#)

ABOUT UNIVERSAL TRAFFIC SERVICE

Manufacturers, distributors, and importers partner with UTS for strategic supply chain management. Clients get the highest total value from their supply chain while reinforcing relationships with suppliers and customers. These benefits come at no cost and with a net savings on the direct freight spend. A supply chain partnership with UTS provides:

- Cost savings
- Reliable service
- Business intelligence
- Process efficiencies for every department in your organization
- Strategic services that benefit your suppliers and customers

TOPICS THAT MAY INTEREST YOU

[Supply Chain Management Challenges & Solutions](#)

[Overview of UTS Strategic Supply Chain Services](#)

[Work More Effectively With Suppliers & Customers](#)

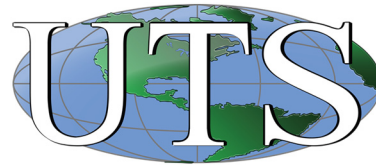
[How Strategic Supply Chain Management Benefits Every Department in Your Company](#)

[View a Demo of UTS Online Supply Chain Management Tools](#)

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