



# KDL helps leading medical supply company deliver more efficiently, even during pandemic



**Cost savings**

Upgraded system and support lead to improved performance



**System Integration**

## CHALLENGE

AliMed is an industry leader in medical and ergonomic supplies who partnered successfully for years with TABS for audit and billing support. However, AliMed didn't have effective systems or controls in place to manage shipping costs, vendor compliance or to offset freight charges.



**Improved Margins**

## SOLUTION

When TABS was acquired by KDL Logistics, AliMed gave KDL the opportunity to do an assessment of their entire approach to transportation logistics. KDL demonstrated how AliMed could reduce freight costs, but also how the KDLConnect TMS could provide better visibility and controls to help manage vendor relationships. Importantly, KDL delivered a seamless and systematic process for managing freight mark-ups and provided continuous system and software training. Ongoing monthly review meetings now enable the team to make regular adjustments and maintain peak performance.

## RESULTS

AliMed saw an immediate and continued reduction in freight spending plus increased revenue from embedded freight mark-ups, both contributing to improved profit margins. They now have a more systematic logistics control process in place, which has greatly improved vendor compliance and relationships.



**KDL is an excellent partner and has taken us to another level of performance. They put us in a position where, even during pandemic challenges, we save on freight costs while shipping at a high-performance level. We never have trouble with deliveries or getting trucks when needed."**

— Christopher Kaye  
SVP Operations

**People Drive Logistics**

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