



A case study with:



Marcus Technologies

How Marcus Technologies realized immediate ROI with Shipwell partnership



Marcus Technologies: Advancing the protein trading industry

Learn how Shipwell enabled Marcus Technologies to reduce food waste while scaling their business

Marcus Technologies: A disruptor with a cause

Marcus Technologies is a leader in the advanced protein trading and logistics space who uses their platform to connect protein vendors, buyers, and traders. Their mission is to use technology to push the boundaries in a traditionally slow-paced industry while also creating efficiencies to help reduce food waste and spoilage.

Benefits

- ✓ Consistent shipping savings
- ✓ Enhanced customer service
- ✓ Reduced touchpoints

“Shipwell has helped us scale in a way we didn’t think possible.”

– Billy Marcus, CEO

Eliminating supply chain friction

Marcus Technologies manages the transportation of protein, a highly perishable commodity, and was relying on a manual process to book their customer’s freight. They needed a reliable logistics partner to help them drive efficiencies and scale, while reducing food waste.

“I used to spend the majority of my day writing emails and on the phone with vendors but now Shipwell has allowed me to focus on higher level projects. It’s been a life changer.”

— Abiel Venezuela, Logistics Manager

Trusted logistics partner

Shipwell is a cloud-based Transportation Management System (TMS) that gives businesses like Marcus Technologies real-time visibility on their shipments and a platform to manage their entire supply chain. We do this by connecting to over 800,000 drivers in the Shipwell network, through APIs, ELDs, and native mobile apps, which allows us to provide real-time quoting, booking, and tracking of freight shipments with either our carrier relationships or yours.



Shipwell supply chain transformation

By consolidating their freight into Shipwell's platform for quoting, booking, and tracking, Marcus Technologies was able to automate a previously manual process. The Shipwell platform and partnership helped Marcus Technologies realize consistent savings, deliver a better customer service experience, and ultimately reduce their number of claims in half.

Significant ROI impact in 6 months

Previously, Marcus Technologies used a manual process to manage freight and lacked visibility and real-time tracking of their supply chain. Through a partnership with Shipwell they were able to reduce shipping costs by 16.4% in 6 months, scale their growing business, and reduce food waste through optimizing their supply chain.



Optimize and scale

Through the Shipwell partnership, Marcus Technologies scaled their business, using fewer employees to manage day-to-day fulfillment and logistics. They were able to shift resources typically earmarked for manual booking processes over to more impactful projects, which was critical in helping them scale.

Partnership impact

16% shipping savings in 6 months

50% reduction in claims

Efficiency and ROI

The access to analytics on the Shipwell platform allowed Marcus Technologies to compare transactional and market data with real-time visibility on the differentials. These insights allowed Marcus Technologies to unlock efficiency and drive consistent savings week-over week.