



Cost Savings Rx: How We Optimized Mobility Costs for a Pharma Giant

Our client, a global pharmaceutical leader, put its employee mobility program out for bid, facing mounting pressure from procurement to deliver specific, measurable cost savings. As their incumbent RMC, we knew our global network of preferred partners had already generated significant savings through best-value solutions and volume discounts.

The challenge? Clearly demonstrating how our strategies aligned with procurement's ambitious goal of 15% year-over-year savings.

To meet this lofty target, we needed to spotlight cost efficiencies and demonstrate their impact in a way that resonated with procurement.

"For three years, we successfully managed this client's mobility supply chain and built a dynamic, trusted partnership. Their internal mobility team was invested in maintaining our partnership, so **demonstrating clear cost avoidance to procurement** was key to ensuring they could continue working with a partner who consistently delivers for their mobile talent."

-Susan Ehrens, SVP Client Relations

We Saved What?

In hot pursuit of this goal, Weichert's client service team implemented a multi-faceted strategy focusing on several key verticals within the client's supply chain. Among the measures we took:

Domestic Household Goods Shipments:

- We negotiated the highest possible discounts with van lines, ensuring our client always got the best deal.
- By analyzing the client's annual spend on domestic shipments, **we demonstrated an annual cost avoidance of approximately \$250,000.**



International Household Goods Shipments:

- Through our two-bid process for international shipments, we ensured that the client always received the **lowest possible cost** from vetted van lines within our network.
- With 22 international shipments annually, **we saved our client \$100,000.**

Destination Services:

- We leveraged our **bulk purchasing power** to secure lower rates for destination services such as settling-in and home-finding services.
- By comparing the costs -the client would incur if they purchased these services independently, **we identified a 25% savings worth \$46,000.**

Corporate Housing and Home Sale:

- Weichert Corporate Housing's two-bid process allowed our client's employees to choose between cost-effective options, **resulting in a total savings of \$176,950.**

Through these targeted measures, we met procurement's ambitious cost savings goals and reinforced their confidence in choosing us as their mobility partner. Our strategic approach demonstrated tangible cost avoidance while proving that innovative supply chain management can go hand in hand with high-quality service and stress-free moves for their valued mobile talent.



The Bottom Line

At Weichert, we drive real savings by securing top rates, streamlining services, and eliminating surprise costs. Our smart supply chain management keeps mobility programs efficient and cost-effective—maximizing value without compromising the employee experience.