

## Challenges

- Carvana needed immediate cost savings
- A recent parcel negotiation netted zero savings, Carvana needed a way to verify the data provided by carriers
- Carvana's CFO wanted to maintain the incumbent carrier but the value needed to be determined
- POC wanted help to validate offers and ensure the best pricing

## Results

- TransImpact used Carvana's willingness to negotiate to secure improved pricing
- Despite the incumbent's final offer, TransImpact was able to find additional cost savings
- TransImpact's strategy and tools focused on Carvana's volume, changes in the parcel market, and on additional offers

## Coupa Advantage provided a key supplier for Carvana

Annual parcel spend: 7.2M  
Target savings: 2.850M per year (39.3%)  
Actual savings: 2.840M /year (39.1%)  
7 weeks to complete the project

*"Coupa's seamless integration and automation capabilities have revolutionized our procurement processes. The insights and efficiencies gained from these solutions have been game-changers for Carvana."*

**Head of Procurement, Carvana**