Pacejet Enterprise Shipping for Ryonet

Pacejet demonstrates ROI in one month, improving operations

Ryonet started from a punk rock band's need for tour money, and grew into one of the largest eCommerce screen printing supply companies. They were searching for a cloud-based shipping solution that would help them streamline their systems and improve efficiency.

The company achieved instant ROI, reduced shipping costs over 20%, and improved their operations by using Pacejet with their NetSuite ERP solution.

"We achieved return on investment day three when our UPS rep showed up to renegotiate our rates. I paid for my full year of Pacejet in month one." **Mark Needham,** Director of Operations, Ryonet

Business situation

Built out of a need for T-shirt's to support his band, Ryan Moor created Ryonet in 2004. He wanted to create a company that was the ecommerce solution to screen printing equipment and supplies. From the sale of their first press, they've worked to bridge the gap between learning and doing by believing that passion can take you anywhere with the right tools.

Ryonet exists to bring these tools and supplies to passion project screen printers, as well as big shops. Surprisingly, the competitive landscape for Ryonet isn't other ecommerce screen printing supply stores, it's actually brick and mortars.

How Ryonet competes

The only way that Ryonet can stay competitive against local brick and mortar stores is to be able to make shipping quick and efficient. Shipping is Ryonet's number two cost center, so they needed a way to maximize on savings while delivering shipments across the U.S.

Our solution

Ryonet was on the hunt for a shipping solution that would help them lower their monthly costs for shipping. They wanted a cloud-based solution that would help them streamline their systems and improve efficiency. With Pacejet, Ryonet realized they could lower their carrier pricing by negotiating their UPS rates. Having the ability to rate shop helped Ryonet see the potential in carrier savings.

Pacejet provides the fast delivery solution that Ryonet was looking for at the lowest cost.

More than just pricing

Another way that Pacejet helps Ryonet is by allowing them visibility to their delivery times. Pacejet shares the estimated delivery time when you are in the quoting process, making it easy to confirm.

The outcome

Through their NetSuite ERP, Pacejet's integration helped Ryonet achieve shipment savings in the first month of implementation. Once Pacejet was up and running, Ryonet was able to rate shop, view delivery time confirmations, consolidate the pick, pack and ship fulfillment line, as well as confirm with carriers when certain features were required, like a lift gate. Even just by letting their freight carriers know about a residential address with a need for a lift gate saved them money because they weren't getting billed by the carrier afterwards with a surcharge.

The value added solution

Pacejet's integration through the NetSuite ERP allows Ryonet to audit the cost of shipments, include additional fees up front for shipments, track delivery dates, assist in the pick, pack, and ship process, —and this gives Ryonet all of the data needed to make better business decisions.

Ryonet

Company Snapshot

Company: Ryonet

Location: Vancouver, WA

pacejet

Partner Name: Pacejet

Location: Columbus, OH