

Company Profile: Building and Dwelling Services

Industry: Pest Control Services

Locations: 615+



## Rollins Case Study

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### Overview

Rollins was struggling to obtain the resources to manage their fleet of hundreds of postal machines in their field locations and the capacity to monitor costs with their vendor. They have been our client since 2019. Postal Advocate does much of the day-to-day management of the mailing spends.

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### Approach

When Postal Advocate started working with Rollins the current mail fleet needed rightsizing including coordinating changes with the field locations. We were able to manage enterprise postage solutions across locations. Next, they needed first line responders for any locations that need support with online postage and that is something that we provide. Postal Advocate transitioned locations from meters to the enterprise PC postage solution that supports multi-carrier and stamp printing. Finally, we coordinate vendor open items, such as handling billing issues, equipment returns, and new installations.



“The Postal Advocate personnel has been an extension of procurement arms regarding fulfilling the needs of our field locations and guiding the organization through reduced costs by implementing SendPro enterprise and thereby eliminating postage equipment.”

- George Tuggle (Manager of Supplier Relationships)

## Results that Speak Volumes



Completed **426** transactions.



Our account management process saved approximately **\$4,500** in fees.



Reduced their equipment costs by **61%**.

In the end, Postal Advocate helped Rollins with reducing postage equipment through the implementation of digital postage and providing crucial industry knowledge. At Postal Advocate we act as subject matter experts on all postal related issues. Our services gives our client the opportunity to effectively manage the postage space. We generate year-over-year savings for Rollins, which insures that they receive a generous ROI.

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### Conclusion

Since we started the program, we have helped drive over \$600,000 in cost reductions with a **67%** gross savings through renewals, vendor credits, and USPS refunds. The changes Postal Advocate made allowed for effective account management. Additional benefits included credits from billing errors and efficient management of postage.