

Company Profile: Specialty Construction Trade Contractors

Industry: Construction

Locations: 80+



CentiMark Corporation Case Study

Overview

CentiMark Corporation was struggling with their vendor and had many account and pieces of equipment in their locations. The client wanted to slim down their program and save money because the billing was confusing and costs were high. They have been our client since 2018. Postal Advocate does much of the day-to-day management of the mailing spends.

Approach

When Postal Advocate started working with CentiMark Corporation the current mail fleet needed rightsizing including coordinating changes with the field locations. Postal Advocate transitioned locations from meters to the enterprise online postage solution that supports stamp printing. Finally, we coordinate vendor open items, such as handling billing issues, equipment returns, and new installations. We made the transition seamless for our client and quickly answered any questions or concerns they had during the process.



“If you want a cohesive and streamlined method to consolidate, organize, & save money in your postage program use Postal Advocate. They handle it all and have the customer service to back it up.”

- Anna Billick (Corporate Office Manager)



Results that Speak Volumes



Completed **47**
transactions.



Managed over **\$15,000**
in total spend.



Reduced their equipment
costs by **66%**.

In the end, Postal Advocate helped CentiMark Corporation with took control of their vendor account and we were able to organize all of the account and lease end dates. This allowed us to get rid of equipment and accounts that were no longer useful. At Postal Advocate we act as subject matter experts on all postal related issues, which gives the client piece of mind and reduced their stress related to this category.

Conclusion

Since we started the program, we have helped drive over \$70,000 in cost reductions with a **94%** gross savings through renewals, vendor credits, and USPS® refunds. The changes Postal Advocate made allowed for effective account management. An additional benefit included organization in their new useful postage program.