

# The UniGroup Answer: Saving the Fortune 500 Time and Money on Every Move

Every day, major corporations around the world struggle with the same issue: how to do more with less. What's the best way to save time and money on some of the most essential services that organizations must invest in, without diminishing quality?

For example, consider the large sums of money that global corporations spend relocating employees, transporting products and managing logistics. Is there a better way to control these costs, while upholding the highest quality standards possible? After all, we're talking about some of the most valuable assets a corporation has: its people and its products. Is it possible to lower cost and maintain or even raise quality at the same time?

For 400 of the prestigious Fortune 500 companies, the answer is yes. And UniGroup has the answer.

## Breaking the Code

In the past multinational companies have sought to better control the cost and quality of relocation, transportation and logistics in two ways: 1) outsourcing select services to third parties, and 2) limiting the number of these relationships to have greater leverage over suppliers.

Outsourcing these services is certainly not a new idea, and corporations around the world continue to do it every day. The concept of outsourcing isn't in question; it's how these services are currently being outsourced: separately.

These services all have one important thing in common: to be both cost efficient and of high quality.

What if this common ground could be exploited to create new efficiencies that lower cost, without cutting quality? After years of experience working with the Fortune 500, UniGroup has the right answer today. And it's changing the way

multinational companies think about and manage some of their largest expenses.

## Managing Relocation, Transportation and Logistics – Together

We begin by looking at cost and quality in a new way. Instead of managing employee relocation, transportation and logistics needs separately, The UniGroup Answer manages them together. Leveraging the full resources of a global service network, The UniGroup Answer creates new efficiencies that translate into significant savings in time and money, while maintaining the high quality standards that companies seek.

Whether organizations are interesting in saving time and money by combining relocation, transportation and logistics – or just want to focus on one area at a time – The UniGroup Answer is fast becoming the *preferred* answer.

So how can The UniGroup Answer save organizations time and money, without cutting quality? Can a single outsourced solution provide it all? For the answer we need only take a closer look at UniGroup itself.

## The UniGroup Answer: A \$7 Billion Global Service Network

UniGroup is the parent company of many of the world's best-known brands in the relocation, transportation and logistics industries. Not only does the UniGroup family include United Van Lines and Mayflower Transit, but also UniGroup Worldwide UTS and global specialists in relocation, move management and logistics.

With The UniGroup Answer, you'll have direct access to 50,000 highly motivated staff members at 1,500 service providers on six continents, representing more than \$7 billion in annual revenues. Here's a closer look at each company that creates The UniGroup Answer:

- **United Van Lines:** the No. 1 corporate van line in America.
- **Mayflower Transit:** America's best-known mover.
- **UniGroup Worldwide UTS:** the most popular transportation brand in Europe.
- **Primacy Relocation:** dedicated exclusively to global relocation.

**Figure 1** The UniGroup Answer brings together the best-known brands in the business to provide the answers you seek.



■ **Allegiant Move Management:** where technology and expertise make it simple to manage the transportation of household goods.

While these companies may operate independently, they are all joined together at the point of sale – by the agent who serves multinational corporations at the local level. This unique sales and service approach provides an added advantage that no other company can claim.

### The Benefit of Agent Ownership

UniGroup is an agent-owned company. So customers receive something extra that they quite frankly won't find anywhere else: the added commitment that only a local business owner can provide. You receive the level of service and attention to detail you expect from a local business, with the strength and resources of a \$7 billion company. With The UniGroup Answer, customers get the best of both worlds: global scale plus local commitment.

While it is true that other companies offer relocation, transportation and logistics services, none have the agent-owner advantage of The UniGroup Answer. Is it any wonder that UniGroup is the preferred choice of the Fortune 500? Or that our client satisfaction levels are so high? For example, 99 percent of UniGroup Worldwide UTS customers affirm that they would do business with us again.

### How The UniGroup Answer Works

The UniGroup Answer is fast becoming the strategy of choice for chief financial officers who want more control over how efficiently their company's financial resources are allocated. Given their objective to be more productive with limited financial resources, the CFOs of multinational corporations know that one key to success is consolidation of third-party relationships. (In other words, do more with less.)

Although relocation, transportation and logistics services have generally been

outsourced individually in the past, CFOs are now considering best practices approaches for how to combine the outsourcing of these services to reduce total cost. And The UniGroup Answer is a clear choice for more and more multinationals.

So how does The UniGroup Answer work? After presenting the concept to a CFO, we meet with the company's respective heads of employee relocation, transportation and logistics/project management. During those meetings, we work to understand the individual operational and quality concerns of each. (After all, we are a quality-first organization ourselves and want to be certain that every recommendation maintains the balance between cost and quality issues.)

Then we summarize our findings and present them to the CFO. The result is a specific approach that showcases new efficiencies, projected savings and a clear action plan for getting there.

### Making it Easy

The plan includes the exact mix of UniGroup Answer resources that we'll assemble to achieve these efficiencies and savings. Best of all, there's a single point of contact for having direct access to all of these resources. Whether you're taking advantage of a single UniGroup company or several, you'll have one representative to take care of it all.

### The Answer Is Here

Whether you're relocating employees, transporting products or managing logistics, now you have a single source for saving time and money – while maintaining the highest quality standards. Thousands of dedicated professionals stand ready to assist you like no other partner can, leveraging the best technology in the world. That's The UniGroup Answer at work for you: faster, easier and more cost-effective.

Find out more about The UniGroup Answer today. You'll see why it's the choice of the Fortune 500 for maintaining the critical balance between cost and quality. ■

The  
**UniGroup**<sup>®</sup>  
Answer

### About UniGroup

UniGroup is the parent company of many of the world's best-known brands in relocation, transportation and logistics. The UniGroup family includes United Van Lines, Mayflower Transit, UniGroup Worldwide UTS, Allegiant Move Management and Privacy Relocation.

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