

CASE STUDY

San Diego Zoo

Cost Savings Identified in San Diego Zoo Animal Move

Allows More Money for Mission of Saving Species

Challenge

More than just a regional attraction, the San Diego Zoo is a non-profit organization that has been committed to saving species worldwide for over 100 years. By uniting its expertise in animal care with a dedication to inspiring passion for nature, the Zoo continues to enthrall generations of children and adults alike from all over the world. The Zoo's shipping needs are as diverse as the animals that call it home. Products from its e-commerce store, park tickets, and blood and urine samples for veterinary and research purposes are just a few of the items the Zoo regularly ships.



Solution

As a non-profit organization, every penny the Zoo can save is one it can put toward furthering its mission of saving the world's species. With this in mind, Reveel implemented our Contract Analysis & Negotiation services to identify exactly where the Zoo was missing out in their shipping agreement with FedEx. In addition to the impressive savings they were able to realize by renegotiating their FedEx contract, the Zoo also benefitted greatly from Reveel's Invoice Auditing service, which was able to uncover a veritable "elephant in the room" on one shipping invoice in particular.

Results

With insights from our Contract Analysis & Negotiation services, San Diego Zoo saved more than 20% on their rates with FedEx. Our Invoice Auditing services have resulted in measurable returns for the organization as well. In one particular instance, the Zoo brought an animal to New York to be featured on a nationally televised morning show. As it happened, FedEx missed their committed arrival time by a few minutes. Because FedEx failed to make good on their delivery time, the Zoo was refunded the fee—\$13,000 in total. Without our services, this critical error may have gone unnoticed. Thanks to Reveel, the Zoo was able to put that much-needed money back into the programs that further its important mission.

"Because FedEx failed to make good on their delivery time, the Zoo was refunded the fee—\$13,000 in total. Thanks to Reveel, the Zoo was able to put that money back into programs that further its mission."

(877) 421-4994
info@reveelgroup.com
www.reveelgroup.com

ABOUT THE SAN DIEGO ZOO

San Diego Zoo is a not-for-profit organization founded in 1916. The 100-acre Zoo is home to more than 3,500 rare and endangered animals, as well as a prominent botanical collection with more than 700,000 exotic plants. San Diego Zoo Global is the largest zoological membership association in the world, with more than 250,000 member households and 130,000 child memberships.

