Since 1993 United Exchange Corporation (UEC) has specialized in the sales and distribution of private-labeled health and beauty aid products to small and large retailers worldwide. The company is dedicated to delivering quality-driven, value-priced products with exceptional customer service.

“Pacejet was the perfect match for our shipping needs.”

Tom Blaylock, Director, United Exchange Corporation
Challenges
• Spending too much on shipping due pulled rate quotes from multiple websites
• Spent too much on freight
• Shipping info stored in multiple places
• Needed integration with ERP

Solution
Pacejet Enterprise Shipping for NetSuite

Results
• Saved 15-20 minutes per shipment
• Automated freight quotes saved time
• More carrier options
• Reduction in freight costs
• Seamless ERP integration
• Reduced manual errors

Familiar Shipping Challenges
The logistics staff at UEC assembled rate quotes on every shipment by visiting each carrier’s website, calling or emailing each carrier directly. These manual steps prevented the company from getting more shipments out the door. Shipping and order information was stored in multiple places, making it difficult to get answers quickly to customers when they asked about their order. Frustrated with the amount of time, money and staff spent on these processes, UEC needed a shipping solution that could rate quote quickly, track and manage shipment through one interface, while integrating with its NetSuite ERP.

All-In-One Solution
UEC selected Pacejet as its all-in-one cloud shipping solution which seamlessly integrated with the NetSuite ERP system. Pacejet connected them directly to a network of carriers via the cloud, providing a complete set of shipping services and real-time rates without having to visit multiple websites or software apps. UEC could generate freight quotes quickly while managing order and shipment information in place with Pacejet.
**Effective Results**

By automating its shipping process with Pacejet, UEC has experienced a tremendous boost in staff efficiencies, cost and time savings. The company saved an average of 15-20 minutes per shipment by reducing manual data entry, excess paperwork and human errors experienced prior to using Pacejet. The real-time freight quoting gave them leverage and had carriers competing for their business since UEC had visibility into carrier rates across the board. Since important shipping information like rate quotes, tracking numbers, and more can be stored within Pacejet, UEC could easily track, manage and access this data through one interface, without expensive software to buy or maintain.

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**Company Snapshot**

**Company:** United Exchange Corporation  
**Location:** Cerritos, Calif.  
**Industry:** Health & Beauty Aid Products  
**ERP:** NetSuite

**Partner Name:** Pacejet  
**Location:** Columbus, OH

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Pacejet Enterprise Shipping for NetSuite is a cloud shipping platform and carrier network, connecting a real-time network of LTL, Parcel, 3PL carriers directly within NetSuite to deliver a complete, enterprise-class multi-carrier shipping solution. NetSuite users run Pacejet to quote, rate-shop, pack, ship, track, bill, and automate shipping with reduced costs, improved service, and increased efficiency.