



How to Get the Most Value from Your Relocation Moving Spend: BluePrint from northAmerican Van Lines

If you relocate employees based on a contract with a moving services provider, how can you be sure you are truly getting a good value for your moving spend? Here's why it pays to pay attention to your moving spend, and a solution to help you do just that – quickly and simply.

Why Pay Attention to Moving Costs? Because Moving Quotes Aren't Created Equal.

“Discounts” don't necessarily mean better value. Many movers provide a “discount” factor in their quote without providing the actual base rate. If you are selecting vendors solely based on the discount they are offering – without knowing the base price – you're making a big mistake.

Pricing “transparency” is a challenge. There is no singular base tariff for moving, which means every mover you ask for a quote could be using different tariffs. That's why simply comparing vendors based on discounts doesn't work.

Analysis during, and after, the contracting period is imperative. Most professionals do their best to complete some kind of cost comparison during the vendor quotation process. But what about post-move analysis? Is your company comparing actual moving costs to the cost quoted? Probably not because doing so takes too much time and effort.

Introducing The BluePrint Cost Comparison Tool from northAmerican.



BluePrint is a pricing transparency tool for domestic and international moving that lets mobility professionals quickly and easily evaluate moving vendors to ensure they are getting the best value for their moving spend. BluePrint offers the following key benefits to mobility professionals:

1. Pricing Transparency.

With BluePrint, all your competing vendors provide you with their pricing and the tool simply and quickly compares those quotes side by side..

2. Apples to Apples Comparison.

Once you have the cost from each vendor, it's easy to determine which vendor is offering the best value without relying on discount levels.

3. Simple and quick.

The BluePrint tool is a simple spreadsheet-based program that is easy for your vendors to complete and easy for you to use as an analysis tool. With BluePrint, cost analysis that may have taken weeks or months can be done in minutes, drastically reducing administrative time and expense.

4. Accurate.

The spreadsheet model on which BluePrint is based offers cost analysis accuracy you can count on. No worries of calculation errors; all BluePrint tool calculations are done automatically, as part of the program.

5. Easy Analysis to Help You Make Informed Decisions.

Not only is BluePrint an invaluable tool during the vendor evaluation process, it can be used as a post-program tool to determine whether the amount your company actually paid matches your expected expenditures. But what if your program uses vendors that weren't selected using the BluePrint tool? No problem. You can use the tool after any move and with any vendor to ensure your program vendors delivered the value they promised.

Finally, BluePrint is completely free to use – there is no cost to you or your company to use this valuable pricing comparison and transparency tool. Simply contact your northAmerican agent for details on how you can use BluePrint to ensure you're getting the best value.

For more information visit: northamerican.com

