



GSC LOGISTICS
DELIVERING CERTAINTY

& ITequality

- **Location** - Oakland, California
- **Industry** - Transportation
- **Solution** - CPQ Implementation

01

Building the right way the first time.



“(ITequality) has done a phenomenal job understanding our needs and executing accordingly. It’s been a long scope to get to this point, but we feel comfortable with what we’ve built.”

- Jerome Musni, Senior Strategy Manager at GSC Logistics



02

The Challenge

At the time, GSC was doing complicated shipping route calculations in google sheets. They had to account for a variety of different attributes such as length of the truck, what kind of load is on the truck, if there are any tolls etc.

This was a manual process and required very specialized people to get the calculations done correctly.

Key Players:

- ◇ **Justin Taylor**, COO & EVP
- ◇ **Frank Del Gaizo**, VP Human Resources
- ◇ **Jerome Musni**, Strategy Manager

03

The Solution

Financial Flexibility - Meeting the customers needs on their terms

Your Pace

We leveraged a multi phase engagement, to **deliver critical needs first** and nice to have items second.

Joint Effort

We **worked together** with the in house team to help keep cost down

6 months

The total time taken to complete the implementation, due to customer **budget constraints**.

04

The Results

Accuracy & Success - The specific needs for GSC included several advanced calculations and a complex network of pricing variables.

On Budget

The project stayed on budget.

On Time

Phase 1 & 2 were finished on time.

Empowered

In working together for this project, the in house team was **able to take over** the system by the end of the project.

ITequality

- Founded in 2017
- 140+ Projects Completed
- Ridge Tier Consulting Partner

Diverse Supplier

- Certified LGBT-BE
- Woman Owned Business
- Economically Disadvantaged Business
- Small Business

We Specialize in: Revenue, Sales & Experience Cloud:

- Implementations
- Managed Services
- Enhancements

We are your trusted partner for:

- Flexible terms
- Year over year managed services
- Turning Around Red Accounts



Thank you!



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