

VÉRYABLE

Case Study

Ecommerce:
Warehouse,
Distribution,
and
Fulfillment





The Client

EcommerceCo

- Direct-to-consumer company with a national footprint
- Distributes many different product lines of consumer goods throughout the year

The Problem

Profits suffered during demand spikes

- Overtime costs and temp staffing costs increased COGS
- Profits impacted due to unscalable labor costs

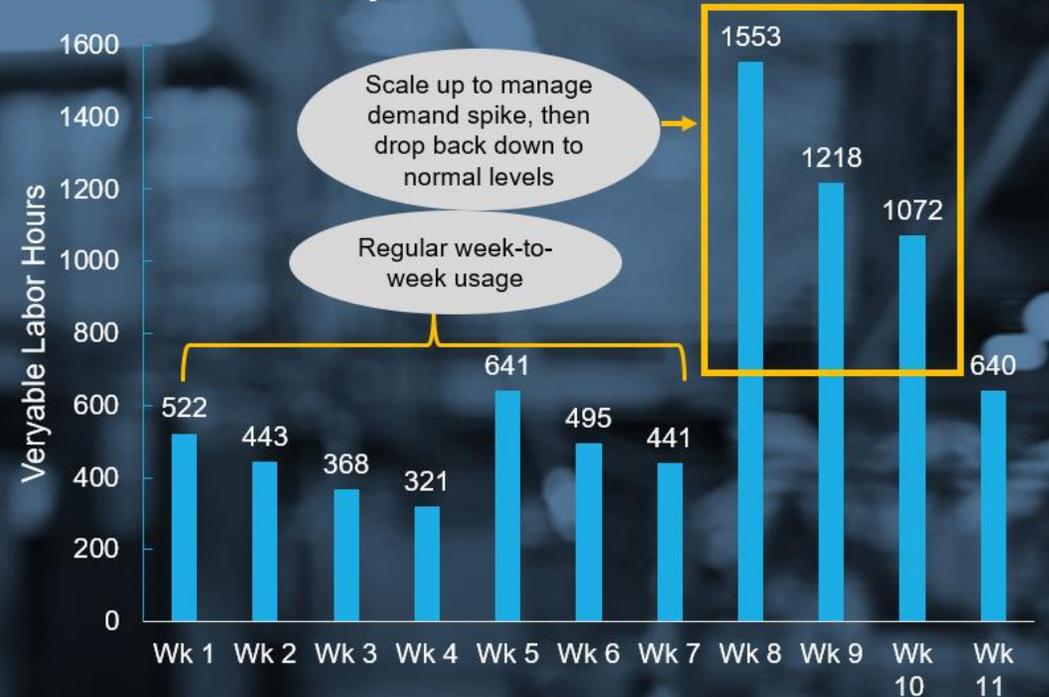


Our Solution

Build a labor pool of on-demand workers

EcommerceCo used Veryable to find workers on-demand. They added the workers they liked to a shortlist, forming a labor pool they could quickly invite to work when order volumes grew. As they pulled more good workers into their labor pool, they were able to quickly respond to any demand increases with confidence.

Veryable platform allows E-CommerceCo to scale in conjunction with business demand





Our Solution

Year One

EcommerceCo built a labor pool of 40+ operators in Q1 so that when the business had a big sale at the end of the quarter, they were able to scale up seamlessly during the three-week push.

The business built their labor pool across work areas (pick, pack, and ship, forklift, lumpers, etc.) so they were covered across their operation.





The Results

Year One

EcommerceCo **saved 67% on labor costs** for the same project work as previous years.





Our Solution

Year Two

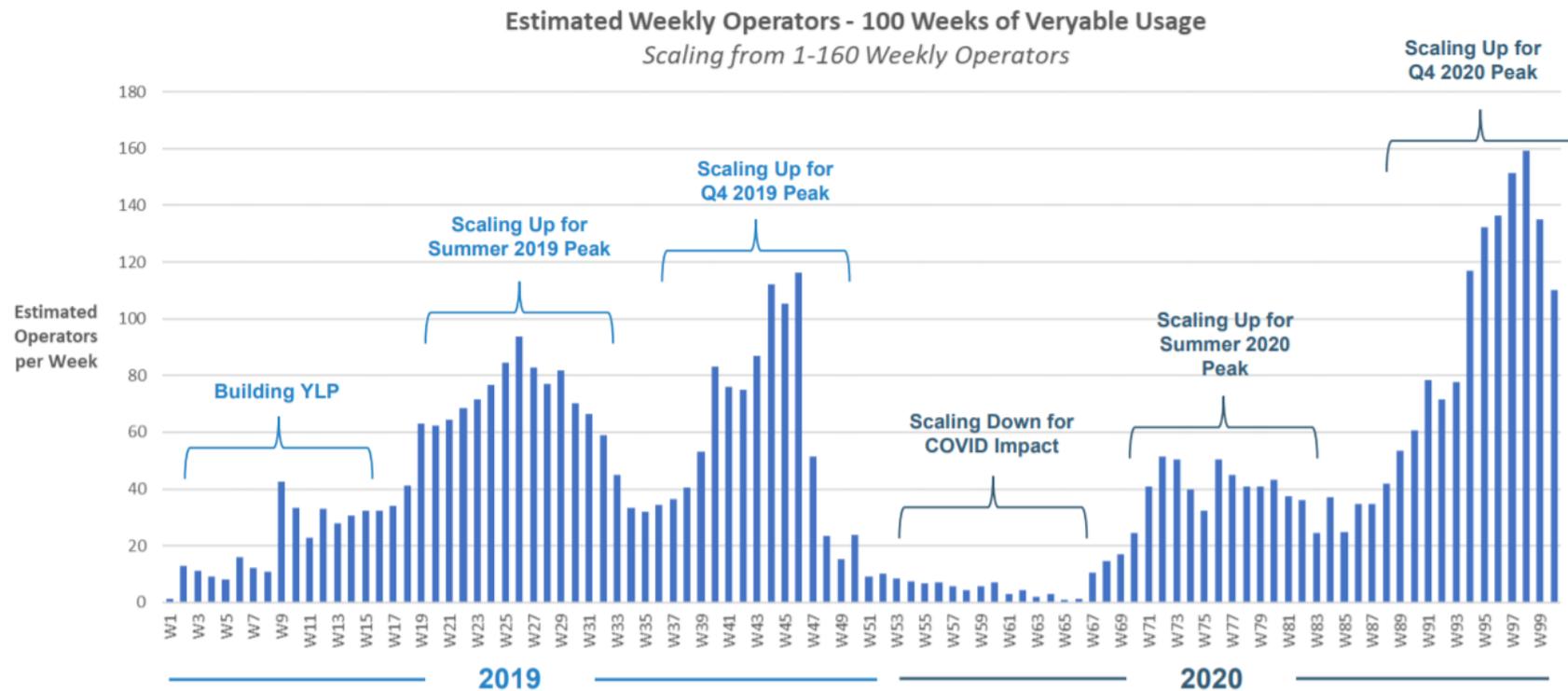
During the COVID-19 crisis, the company scaled down its usage of its labor pool. When demand rose again in the summer, EcommerceCo quickly brought in workers using Veryable.

Then, the company brought in even more workers using Veryable in Q4 of 2020 to meet peak demand.

In 2020, EcommerceCo expanded its labor pool to 175 workers.



Our Solution Year Two





The Results

Year Two

EcommerceCo enabled **\$3M+ value creation** using Veryable for week-to-week labor agility.





“We couldn’t have managed our uptick in sales volume without the help of scaling up with Veryable operators. Since then, **we eliminated all staffing firms and halted direct hiring**, as we’ve now increased our reliance on variable labor.”

Director of Fulfillment, EcommerceCo

