

CASE STUDY

Global Logistics Management

A Global Logistics and Goods Company Aims to Align Snow Removal Bids



The Challenge

Contractors competing to offer seasonal snow removal services rely on disparate sets of weather data to calculate the expenses associated with snow and ice removal. This variance in data leads to a significant range of estimates, introducing uncertainty and prolong the selection process.



The Solution

The company has opted to mandate that all bidders vying for snow removal contracts utilize a standardized, reliable data source. After careful consideration, WeatherWorks was selected as the provider of climatology data due to its industry-leading reputation for offering high-quality, meteorologist-quality controlled proprietary data.



The Outcome

The adoption of a shared data source by both parties has resulted in a reduction of variability in bid extremes and has enhanced the trustworthiness of bids. Consequently, the selection of contractors has become more streamlined and seamless for the organization.



CASE STUDY

Verify and Save Millions

Publicly available snow data may be significantly skewed and lead to misleading conclusions



The Challenge

Managers of national bank chains face challenges in verifying snow removal bills on a per-location basis due to a knowledge gap in reconciling and certifying snowfall totals provided by invoices from snow plowing contractors.



The Solution

Bridge the knowledge gap by offering post-storm snowfall verification services to both local bank managers and headquarters analysts, ensuring transparency throughout the process. Being forthright in informing its service providers that it will reconcile invoices using data from WeatherWorks further enhances transparency and trust in the billing process.



The Outcome

Empowering local managers with quality-controlled, certified data has led to increased accountability in supporting snow removal bills at their respective locations. This approach also enables them to furnish supported dispute documentation when necessary, ultimately resulting in cost savings on snow removal expenses.



CASE STUDY

Managing Many National Locations

A national chain requires centralized weather data for risk assessment and timely action initiation



The Challenge

During threatening or high-impact weather events, a rapidly expanding gas and food chain is committed to upholding its company mission of being "last to close, first to open" to guarantee ongoing high-quality customer satisfaction and safety.



The Solution

Through tailored weather solutions, WeatherWorks adopts a regional enterprise approach, pinpointing risks to both supply chain continuity and local store operations. These risks encompass various weather phenomena including blizzards, high wind events, temperature extremes, and hurricanes.



The Outcome

Implementing a consolidated approach to weather threat management across their one thousand-plus locations enables a tiered strategy tailored to individuals' roles within the organization.



CASE STUDY

Optimizing Staff Resources

An insurance company aims to monitor potential damage without expending staff resources.



The Challenge

The insurance company requires a method to identify properties in the Southeastern US that will be within the forecast cone of a Category 2 hurricane within 48 hours, without relying on personnel to track and monitor weather parameters. Meeting these conditions is essential for insured properties to be eligible for damage compensation.



The Solution

WeatherWorks has created a proprietary alert system that automatically identifies properties when specific thresholds are met. It then generates a report to both the insurance company and the insured, providing confirmation of the property's status.



The Outcome

In the event of damage occurrence or absence thereof, this report serves to substantiate a damages claim and fosters transparency between insurer and insured, thereby upholding a trustworthy working relationship.



CASE STUDY

Mitigating Risk to Save Budget

A big box retailer aims to minimize the risk of budget overruns due to unexpected severe weather events.



The Challenge

The potential of exceeding its entire year's snow removal budget as a consequence of one particularly severe month of snowfall. This scenario poses a significant financial risk, necessitating proactive measures to effectively manage the budget, mitigate potential overspending and swiftly identify any anomalies in regional and divisional spending levels.



The Solution

By isolating monthly snow metrics and creating an RFP that evaluates each month based on climatological data, the company has improved its ability to anticipate and adapt to fluctuating snowfall patterns. Additionally, establishing weekly metrics for different regions and divisions enables more targeted monitoring and adjustment of spending levels.



The Outcome

With monthly analysis in place, the company can now pinpoint isolated or regional areas within its enterprise where properties may be at risk of exceeding their annual budgets.



CASE STUDY

Navigating Weather Extremes

A big box retailer aims to mitigate the financial risk during extreme seasons.



The Challenge

The big box retailer seeks to minimize financial exposure and costs stemming from extreme winter seasons while effectively managing additional expenses or bonuses in cases where snowfall at specific stores surpasses normal expectations.



The Solution

WeatherWorks supported the 3rd party by compiling historical event-based climatologies for more than 700 stores, precisely identifying extreme weather values and other relevant meteorological metrics. Additionally, WeatherWorks offered consultation services on establishing acceptable thresholds to optimize the success rate of seasonal contracts.



The Outcome

The overall success rate across the enterprise likely experienced a notable improvement, particularly concerning snow-related events.

