

# Engineering Leader Viasat Leverages Echo Global Logistics' Dedicated Account Team and Advanced Technology to Streamline Shipping

Echo handles shipping through its state-of-the-art Transportation Management System to keep freight moving while providing insights to support Viasat's continuous growth.

## Challenge

Create and organize a support system for Viasat's extensive team to leverage specific solutions for inventory movement.

## Solution

Utilize Echo's Transportation Management System (TMS) to develop a single point of contact for a seamless shipping experience.

## Result

A streamlined transportation system that simplifies invoicing and communication and allows for scalability through data visibility.

Communications technology leader Viasat needed a trusted partner to handle ground shipping. Given the company's extensive scope, having a reliable logistics manager is essential to distributing its large and often specialized shipments. Prior to Echo, Viasat's transportation process was less structured and time-consuming, requiring many representatives to set up shipments. With Echo's help, Viasat was able to not only leverage customizable shipping strategies, but also access visibility reports to enable continuous growth and improvement.

**“Echo doesn't cut corners. Strong relationships make a big difference when pricing is the same at other organizations, and having Echo on my side provides peace of mind. I know if an issue arises, they'll handle it immediately.”**

-Courtne Gonzalez, Senior Director, Global Logistics and Transportation, Viasat

Founded in 1986, Viasat supplies technology for four primary verticals: aviation, government, space, and residential. Viasat's instruments are used for commercial flights, to support the U.S. military, and to help rural locations across the country access satellite internet. Transporting these essential products requires a committed transportation management team. That's where Echo comes in.

With Echo, Viasat can access:

- A single point of contact for a simplified shipping experience
- Strong relationships with dedicated representatives
- 24/7 available communication support
- An easy-to-use TMS with insightful reporting for continuous advancement
- Specialized solutions with unmatched capacity
- Direct account managers who go above and beyond for their client

Viasat has achieved significant optimization in its transportation process through Echo's technology and service. Echo's committed account team has developed lasting relationships with Viasat, ensuring every shipment is handled with trust and expertise. Additionally, by being readily available in the event of shipping obstacles, Viasat can focus on business worry free while Echo handles everything.

**“With Echo, we’ve been able to organize our transportation management process to better optimize shipping and enable growth. Their team is reliable, and their systems are easy to use, making it easy for us to apply their technology to new operations. Without Echo, it would be much more complex to scale our business.”**

**—Courtne Gonzalez, Senior Director, Global Logistics and Transportation, Viasat**

#### **Built on Technology**

Echo's robust TMS, coupled with the guidance of a dedicated and reliable expert, enables our clients to optimize shipping and meet or exceed performance goals. The TMS is easy to use, enabling client teams to be quickly trained and allowing Echo's technology to be seamlessly integrated into an existing system. Echo's advanced client portal works by leveraging the latest in AI, machine learning, and API/EDI integrations, providing the insight to maximize shipping processes.

**Ready to simplify your transportation management?  
Contact Echo today at 800.354.7993 or [info@echo.com](mailto:info@echo.com).**