



Thomas Andersen

Partner, Vice President of Supply Chain Services

Thomas Andersen has more than 15 years of transportation and revenue management experience. Since the early 2000s, he has focused exclusively on small parcel contracts. Mr. Andersen has negotiated thousands of parcel agreements as the Senior Pricing Manager at DHL Express, and thousands more on behalf of clients with UPS, FedEx, OnTrac, GSO, Eastern Connection, LSO, and others.

He joined LJM Group in March 2014 as Partner/VP of Supply Chain and Logistics Services, serving on the company's executive board, overseeing the Parcel Contract Negotiation and Management Services division. He's actively negotiating new parcel contracts daily, on behalf of LJM's clients. He contributes regularly to industry publications and conferences as a leading subject matter expert to the parcel industry.

Previously, Mr. Andersen had joined DHL Express in 2003, managing an annual revenue budget of more than \$2.5 billion/year. As Senior Pricing Manager, he managed various groups within the pricing department and contributed extensively to the development of the internal activity-based cost model, gaining invaluable insight into the costing and revenue drivers that carriers continue to apply today. He was the lead negotiator for many of DHL's largest contractual customers, negotiating optimal pricing and making decisions on many of the most complex pricing requests. He was responsible for managing large groups of Pricing Analysts that were accountable for reviewing and approving pricing requests for DHL products and services for prospective and existing customers. He has played an instrumental role advancing established pricing guidelines based on industry practice and contributed extensively to developing tools for profitability analysis, as well as developing strategic direction for DHL Express.

Mr. Andersen left DHL Express in 2007 to start-up and run Logica Corporation's consulting and contract negotiation divisions. As VP of Logistics & Supply Chain Services, he served on Logica's executive board, overseeing all aspects of parcel contract negotiations services. He played an instrumental part in Logica's 93% 3-year

Call for your
FREE consultation
at 631-844-9500



LJM Group is the premier carrier invoice auditing company in the parcel industry, servicing over 1,100 clients and tracking over 300 million packages per year. We also review hundreds of carrier contracts annually and help negotiate countless agreements yearly. This experience gives us immeasurable insight to carrier pricing structures and negotiation practices, making us uniquely qualified to understand the intricacies of carrier agreements.

myLJM.com • info@myLJM.com • 631-844-9500

312 CONKLIN STREET, FARMINGDALE, NY 11735

Thomas Andersen

Partner, Vice President of Supply Chain Services

growth through 2012, including reaching the Inc. 5000 list in 2010, 2011, and 2012. During his 5-year tenure, he built the consulting division to account for two thirds of the company's revenue in 2012. Logica was acquired by AFS in October 2012, when Mr. Andersen was asked to take an executive role within the organization, heading up Revenue Management and all Parcel Contract Management services.

Mr. Andersen was named VP of Revenue Management and head of all Parcel Contract Negotiation Services for AFS, which managed more than \$10.6 billion in annual shipping spend. He oversaw all aspects of parcel contract negotiations and had responsibility for all parcel optimization related matters, including carrier contract negotiations, carrier benchmarking, tools development, and project-related cost management activities with small parcel, regional, and mail carriers. He also contributed to conferences and publications on a regular basis.

Mr. Andersen is a sought-after thought leader for the supply-chain industry, contributing to magazines such as the Journal of Commerce, Purchasing Magazine, Parcel Magazine, and several additional publications. He is a frequent speaker at conferences that include Parcel Forum, the NCOF, and others. He attended University of Florida and Florida Atlantic University, receiving his Bachelor of Science in International Business in 1996 and his MBA in 1998.

"Thomas is a visionary and an invaluable leader for the team."

- Ken Wood, LJM Group, President & Founder

Call for your
FREE consultation
at 631-844-9500



LJM Group is the premier carrier invoice auditing company in the parcel industry, servicing over 1,100 clients and tracking over 300 million packages per year. We also review hundreds of carrier contracts annually and help negotiate countless agreements yearly. This experience gives us immeasurable insight to carrier pricing structures and negotiation practices, making us uniquely qualified to understand the intricacies of carrier agreements.

myLJM.com • info@myLJM.com • 631-844-9500

312 CONKLIN STREET, FARMINGDALE, NY 11735