

Case Study: Rail Security Program ROI

Challenge:

A major Overhaul customer transporting high-value industrial materials from overseas to the Port of Long Beach, and then by rail to inland U.S. destinations, was experiencing significant losses due to cargo theft at vulnerable rail yards. Traditional security methods, such as highly visible locks, were inadvertently drawing attention to sensitive shipments, and response efforts were hampered by limited real-time visibility and jurisdictional delays.

Solution:

The customer implemented Overhaul's comprehensive Cargo Security Program, investing in a full deployment of Overhaul's risk mitigation platform. The solution included:

- Discreet, accurate sensors to detect intrusions and pinpoint exact location in real-time.
- 24/7 monitoring and response coordination across jurisdictional boundaries.
- Post-theft investigative support leveraging Overhaul's data-driven intelligence.

Results:

Project Phase Success

- The customer began a 90 day project to evaluate Overhaul's Cargo Security Program.
- The project scope included:
 - Shipments with embedded GPS devices, imported through the Port of Long Beach, which would transit via rail to cities within the US.
 - Shipment monitoring provided by Overhaul's Global Security Operations Center (GSOC).
 - Overhaul's LE Connect team to coordinate with multiple response agencies, in the event of a theft.
- Within the first 30 days of the start of the project, a rail theft was attempted of the customer's cargo. **Overhaul's intervention provided an immediate 170% ROI on the cost of the project.**
- This success of the initial project demonstrated a clear return on investment and prompted the customer to expand to a full-scale security program.

Full Program Rollout

- In just the first six months of the full program implementation, Overhaul's supply chain risk management and visibility program executed theft interventions while the cargo was on the rail. **These interventions provided 127% ROI on the program.**
- Overhaul's advanced location intelligence and investigative capabilities enabled a follow-up operation that uncovered several hundred stolen pallets, including inventory linked to the customer's previously unsolved thefts. Additionally, this led to the recovery of stolen cargo valued at over \$4 million outside the customer's supply chain, and the exposure of a major organized crime network, delivering a significant win for both the customer and law enforcement.
- Overhaul's investigative support and multi-jurisdictional coordination are unmatched in the industry.