

7 WAYS TO ACCELERATE ROI

WITH PROSHIP
SHIPPING SOFTWARE

Everything about retail is accelerating, it's an instant-everything world and customers want their deliveries ASAP! If you've lost customers due to delivery speed or cost, it's time to make a change.

It's easy to set revenue goals. But keeping more of what you make is the critical number. When you're searching for ways to improve margins, remember that shipping software is the smart way to start saving more—instantly.

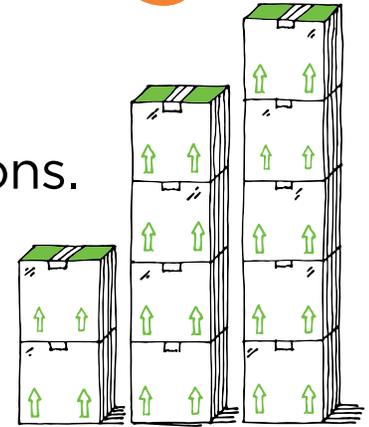
Multi-carrier shipping software automatically selects the best carrier and provides the fastest delivery—all while saving money on every shipment. Plus a shipping software platform scales as your needs grow and e-commerce technology changes, allowing you to continuously exceed the wants and expectations of your customers.

HERE ARE 7 WAYS investing in the right multi-carrier shipping software will accelerate your growth and pay your company dividends.

#1 Automated Rate Shopping

30%
REDUCTION IN SHIPPING COSTS
IS COMMON
WITH ADDITIONAL
CARRIER OPTIONS

Today's customers want fast and flexible shipping and delivery options. Providing these options without accruing high shipping costs can be a struggle. ProShip saves you money by giving you the ability to rate shop between parcel, rail, freight forwarders, LTL and even hyperlocal.



SAVE MONEY AND DELIVER GREAT EXPERIENCES WITH ADVANCED DATE SHOPPING*

Utilizing “advanced date shopping” during peak shipping season ensures orders are delivered on time, and consumers avoid expensive next-day or overnight shipping services. When you properly account for weekends, carrier holidays and last trailer pulls, you can meet or exceed your customer’s delivery promise while saving on shipping costs. More important, you ensure satisfaction during the busiest time of the year.

Use Advanced Date Shopping to ensure a December 24th delivery by allowing ground services to be used for a five-day shipment from New York to California.



*Patent Pending

#1 Automated Rate Shopping

AUTOMATED RATE SHOPPING REDUCES SHIPPING EXPENSES



ANNUAL PARCEL SPEND:
\$5 MILLION



MINIMUM SAVINGS
OF 6%+



\$300,000 REDUCTION
IN SHIPPING EXPENSES

PARCEL GROWTH
WILL RISE **17% TO 28%**
ANNUALLY THROUGH 2021

Utilize multi-carrier rate shopping
to always hit your promised
delivery dates at the lowest cost

Our multiple criteria and advanced algorithms for rate shopping ensure your needs are met cost effectively and your shipments hit their promised delivery dates. Regional parcel carriers are offered as well which improves service at a competitive price. Essentially, you gain the best value with every shipment along with the ability to leverage multiple carriers while simplifying and streamlining your transportation decisions.

CHECKOUT

#2 Faster Shipment Processing

Today there is enormous pressure for next-day or same-day delivery. Keeping up with these demands is crucial to staying competitive, but expensive if you're not well-equipped to do so. ProShip's industry leading processing speed will save all branches time and money without incurring additional costs. You'll be able to easily produce carrier-compliant labels, documents and manifests to reduce manual processes.

31% 
COMPANIES EXPERIENCED
WAREHOUSE EFFICIENCIES
WITH MULTI-CARRIER
SHIPPING SOFTWARE

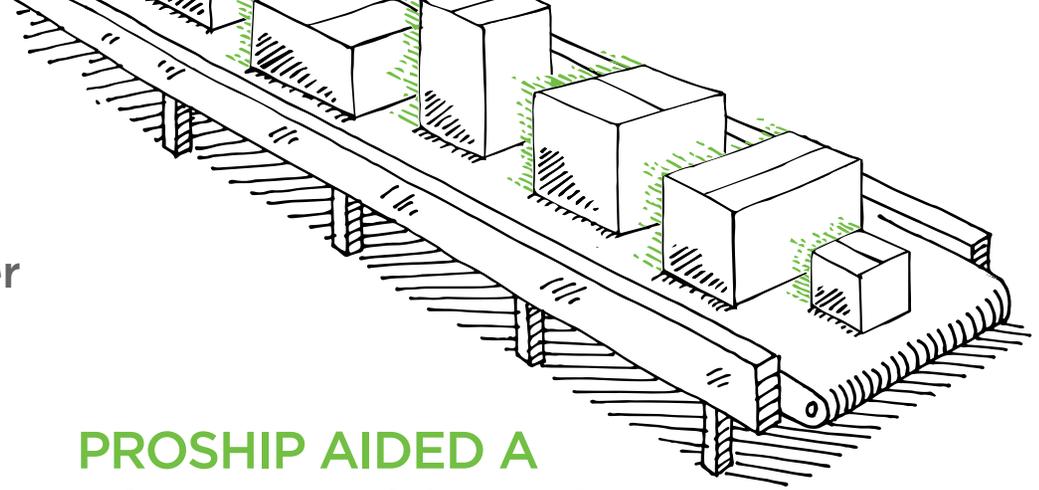
BY 2020,
SAME-DAY DELIVERY WILL DRIVE UP
LOGISTICS COSTS AS A PERCENTAGE
OF REVENUE BY 50%



#2 Faster Shipment Processing

With the fastest and most well-built carrier engines in the industry, ProShip enables you to get your products on the truck faster 24/7/365. ProShip can handle:

- Multiple warehouses and distribution centers
- Complex shipping methods and procedures
- Custom business rules



PROSHIP AIDED A
FORTUNE 500 RETAIL
CUSTOMER IN SHIPPING

**1 MILLION ORDERS
FIVE DAYS IN-A-ROW
DURING 2017'S PEAK SEASON**

Automated Shipping
Software saves time, which
ultimately increases ROI.

5,000
PACKAGES
SHIPPED
EACH DAY

5 SECONDS LESS
PER PACKAGE
WITH AUTOMATED
SOFTWARE

6.9 HOUR
REDUCTION IN
STAFF PER DAY
@ \$24/HOUR

\$43,000
SAVINGS
ANNUALLY



Days



Optimize your transportation
processes by leveraging
LTL routes with Automated
Shipping Software.

35 LTLs
PER DAY

15 MINUTES LESS
PER PACKAGE
WITH AUTOMATED
SOFTWARE

8.75 HOUR
REDUCTION IN
STAFF PER DAY
@ \$24/HOUR

\$54,600
SAVINGS
ANNUALLY

#3 Order Visibility

**LIVE PACKAGE
VISIBILITY
LEADS TO**

40%

**LESS CALLS TO
CUSTOMER SERVICE**



Consumers have been trained to expect information on demand. That makes tracking a key component of an effective shipping strategy. ProShip allows complete order visibility within the enterprise and instant tracking once packages leave your facility. This visibility empowers customers to track their own packages while never leaving your website, which in turn can save time for your shipping and customer service department.



Retailers that employ a shipment tracking interface automatically present real-time visibility on package status, delivery updates and e-notifications to consumers while also monitoring productivity reports or any other type of reporting feature required globally.



View live package exceptions before they are problems



Real-time shipping data improves customer service

**97% OF CUSTOMERS WANT TO TRACK ORDERS
AND RECEIVE COMMUNICATION THROUGHOUT THE SHIPPING PROCESS.***

*Source: A.T. Kearney

#3 Order Visibility

67% 

CUSTOMERS EXPERIENCED

CUSTOMER SATISFACTION IMPROVEMENTS WITH MULTI-CARRIER SHIPPING SOFTWARE

Self-serve order tracking saves you money.

Even if you only get 30 calls a day—at five minutes per call—**you win.**



AN
EMPLOYEE AT
\$24/HOUR



30 CALLS
X 5 MINUTES CALL
= 2.5 HOURS
SAVED DAILY



Days

2.5 HOURS
SAVED DAILY
X 260 WORKING
DAYS/YEAR =

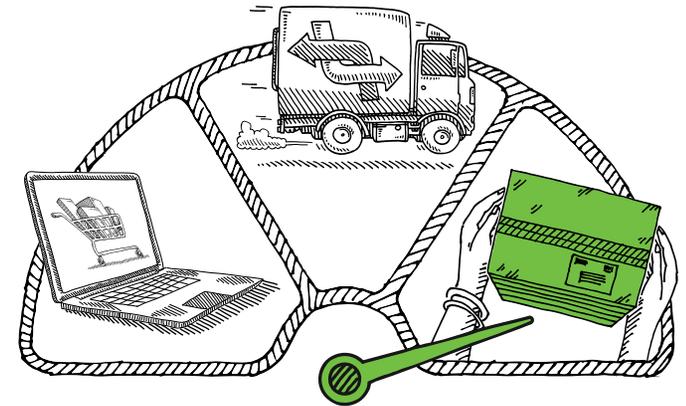


**\$15,600
SAVINGS
PER WORKER
PER YEAR**

#4 Accuracy and Performance

Every mis-picked, mis-packed, mis-labeled or mis-shipped customer order results in an additional cost per shipment or delay in the fulfillment process. That can cost a sale and a lifetime customer.

It's mission critical to have a shipping software solution that verifies addresses worldwide before a label is even generated. Custom address validation modules within our shipping software will reduce or eliminate carrier charges for address corrections, allowing you to improve on-time delivery to your customers.



23%

**COMPANIES
EXPERIENCED**

**CASH FLOW IMPROVEMENTS
WITH MULTI-CARRIER
SHIPPING SOFTWARE**



#4 Accuracy and Performance



2018 UPS AND FEDEX RATE INCREASES

CALLED FOR AN INCREASE IN ADDRESS VALIDATION AND CORRECTION CHARGES

UPS

INCREASED CHARGES BY

18.7%

FEDEX

INCREASED CHARGES BY

7.1%

ProShip shipping software also allows you to run multiple instances and services simultaneously without bringing the system down for maintenance. This ensures uninterrupted shipping, increasing the productivity of your shipping operation.

#5 Capture the Cart

Today's online shoppers choose when and how their orders are delivered. Without shipping options at checkout, 50 percent of consumers abandoned their carts. Increasing the number of shipping options at checkout elevates the customer experience, builds brand loyalty, increases sales and turns customers into loyal advocates.

WITH THE ADDITION OF MORE SHIPPING OPTIONS, RETAILERS SEE:



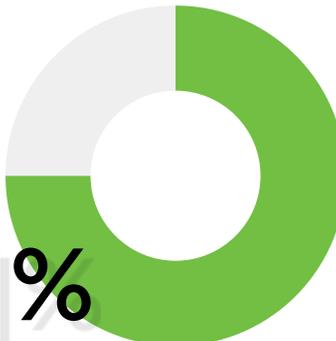
33%
REDUCTION IN CART
ABANDONMENT



17%
INCREASE IN THE
AVERAGE ORDER VALUE

90%

**OF CUSTOMERS
CLAIM FREE
SHIPPING** IS THE
LEADING INCENTIVE FOR
ONLINE SHOPPING



74% **OF
CONSUMERS
BUY AGAIN**

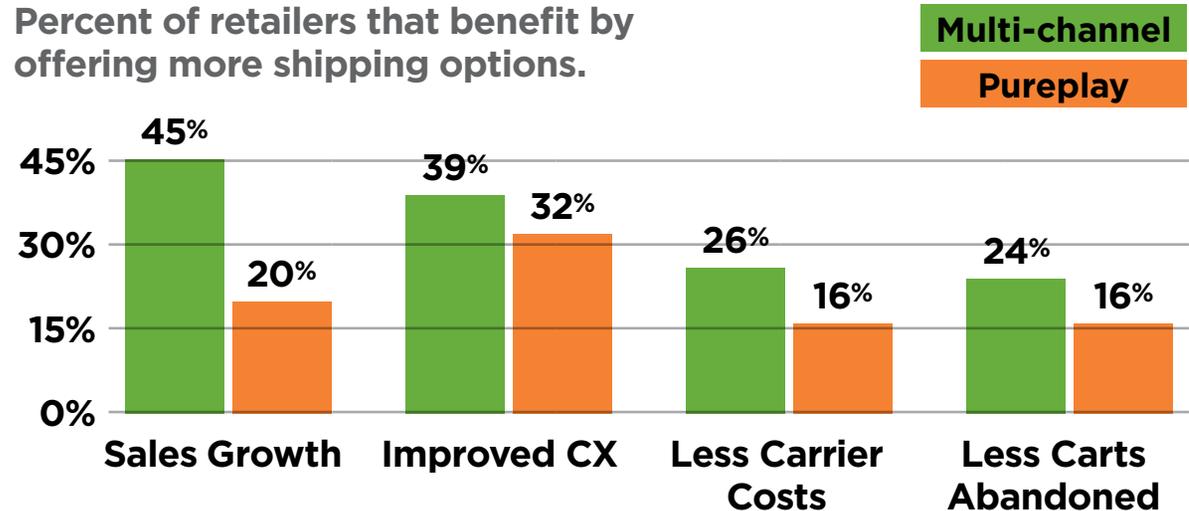
WHEN SHIPPING
EXPERIENCES ARE
ENJOYABLE

#5 Capture the Cart

Retailers Benefit from Great Shipping

Investing in better shipping pays back big. It's a sustainable marketing tactic that helps improve customer experiences, increases sales, and reduces carrier costs.

Percent of retailers that benefit by offering more shipping options.



REDUCING CART ABANDONMENT INCREASES REVENUE



\$100 MILLION IN GMV ANNUALLY



0.5% REDUCTION IN CART ABANDONMENT



1%+ INCREASE IN SALES



\$1 MILLION REVENUE INCREASE ANNUALLY

#6 Expand the Marketplace

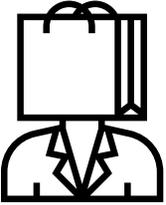
Consumers are demanding international access to the goods they desire. With global e-commerce escalating, shipping software helps reduce cross-border shipping costs while expanding your retail marketplace worldwide. Rate-shopping the most competitive shipping rates and ensuring international compliance mandates are key to global business growth. Retailers find automated shipping and manifesting software makes international commerce easier, more cost effective and reliable.

 **7.8%**
GLOBAL PARCEL
GROWTH

THE RIGHT
SHIPPING FEATURES
CAN INTRODUCE A

30% REDUCTION IN
CROSS-BORDER
SHIPPING EXPENSES

A CROSS-BORDER
INITIATIVE CAN OPEN
UP YOUR MARKET TO

+50 
MILLION
RETAIL UK
CONSUMERS

29% INCREASE IN UK
CART CONVERSIONS

WHEN DUTIES AND TAXES ARE
ACCOUNTED FOR DURING CHECKOUT

#7 Additional Bonus Benefits

86%

OF RETAILERS SAY
**SHIPPING OPTIONS
INCREASE SALES**

Besides saving you money, ProShip shipping software offers many other benefits including:

- Customized and compliant labeling that can reduce charge backs for non-compliance issues and reduce the overall amount spent on freight
- An overall customer experience that will keep customers coming back, allowing you to build a loyal customer base
- The last shipping software platform you will ever purchase or need because it scales as your needs grow

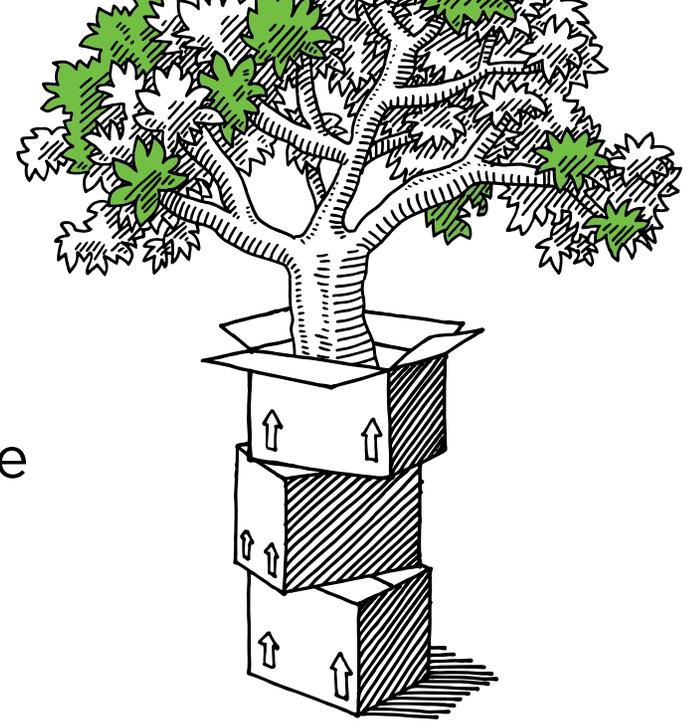
27%

OF COMPANIES ACQUIRED

**NEW DELIVERY CAPABILITIES
WITH MULTI-CARRIER SHIPPING SOFTWARE**

ProShip ROI

HOW IT ALL ADDS UP



What happens when retailers save a minimum of 6% with multi-carrier shipping software while some save 30% or more?

Everybody wins.



Plus access to millions of international customers.

Delivering cost-effectively and on-time—while meeting carrier compliance—is critical. In today's retail environment, every shipment counts. To outperform your competition, grow sales in international markets and create lifetime customers, there's no better way to success than ProShip multi-carrier shipping software. To accelerate growth and see real results year-over-year, it all adds up to ProShip.

Here are just some of the leading retail brands that are **winning e-commerce with a ProShip shipping software solution.**

TREK BICYCLES

“ This is a high-quality system. We looked at the cost versus return on investment and soon found that the ROI was less than one year. If Trek sees a return on investment in less than one year, we’re going to do it. ”

— Loyal Reiersen, Midwest Distribution Center Manager, Trek Bicycles [SEE HOW TREK WON.](#)

MASON COMPANIES

“ I would certainly recommend ProShip® to any company of any size shipping anything. They’ve been a good partner of ours and they were able to do all the things we needed. ”

— Pat Sullivan, Distribution Center Manager at Mason Companies

BARRETT DISTRIBUTION CENTERS

“ We would not have been able to grow as quickly as we have without the support of ProShip. I would recommend ProShip® without hesitation to my peers. ”

— Art Barrett, President of Barrett Distribution Centers



Conclusion

Shipping is the lifeblood of e-commerce retailers, and optimized shipping can change everything including transforming your shipping function from a cost center into a profit center. The ProShip shipping platform ensures customer packages are delivered on time to the right destination, as cost effectively as possible. It's an investment with huge return.



About ProShip, Inc.

ProShip, Inc., a Neopost company, is a global provider of logistics software and product solutions, including enterprise-wide, multi-carrier shipping and manifesting software, automated packing solutions and intelligent parcel lockers.

ProShipinc.com

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