

# 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.

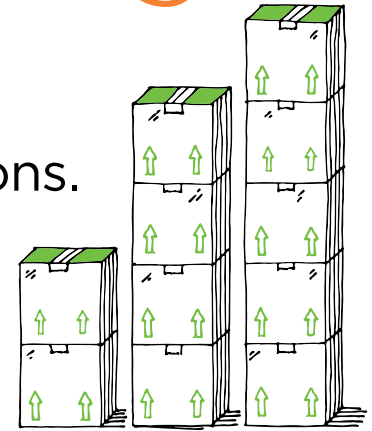
Multi-carrier shipping software automatically selects the best carrier and provides the fastest delivery—all while saving money on every shipment. Plus a shipping software platform scales as your needs grow and e-commerce technology changes, allowing you to continuously exceed the wants and expectations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

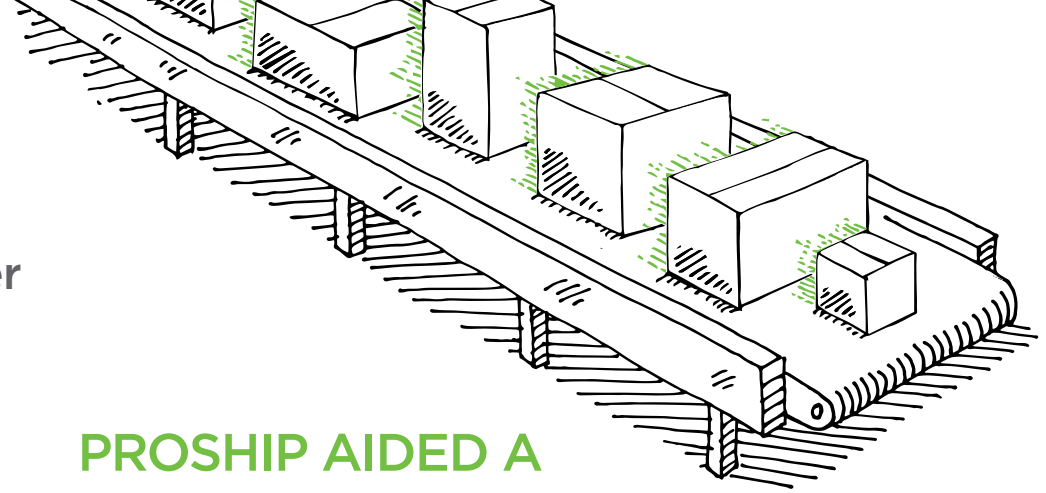
**BY 2020,**  
SAME-DAY DELIVERY WILL DRIVE UP  
LOGISTICS COSTS AS A PERCENTAGE  
**OF REVENUE BY 50%**



## #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 =



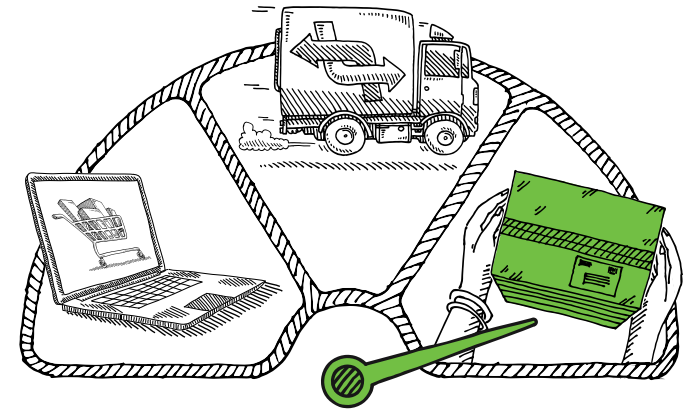
**\$15,600  
SAVINGS  
PER WORKER  
PER YEAR**



# #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

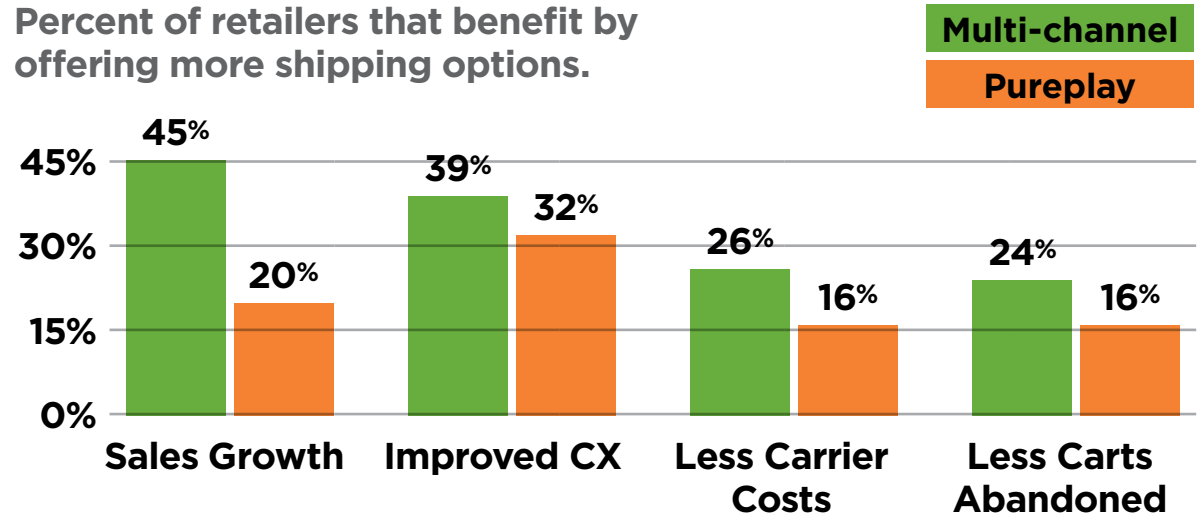


## #5 Capture the Cart

### 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.



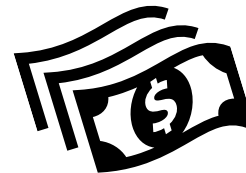
## REDUCING CART ABANDONMENT INCREASES REVENUE



\$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.

**29%** INCREASE IN UK  
CART CONVERSIONS  
WHEN DUTIES AND TAXES ARE  
ACCOUNTED FOR DURING CHECKOUT

 **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

# #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

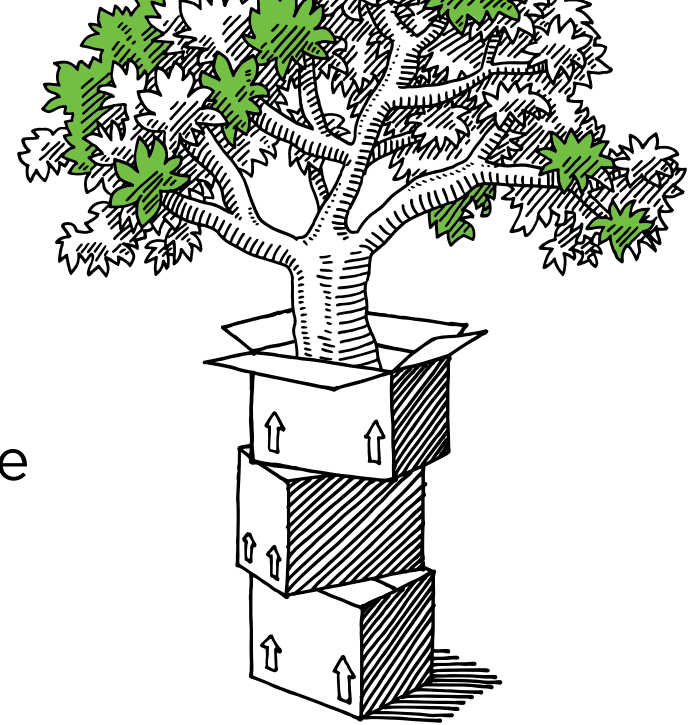
# 27%

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 Reierson, 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.

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