

The logo for Integrated Shipping Solutions (ISS) is located in the upper left corner. It consists of the letters 'ISS' in a bold, red, sans-serif font, with a white shadow effect behind the letters, giving it a 3D appearance as if it's a sticker or a sign.

ISS

The background of the entire slide is a photograph of a warehouse or shipping facility. A grey metal roller conveyor is the central focus, with a brown cardboard box resting on it. The box has a white label with the word 'URGENT' printed in large, black, bold, sans-serif capital letters. In the background, there are wooden pallet racks. One of the racks has a black label that reads 'HANDLE WITH CARE' above a 'FRAGILE' symbol (a wine glass) and the word 'FRAGILE' in bold, black, sans-serif capital letters. The lighting is bright and even, typical of an industrial setting.

Integrated Shipping Solutions

Small Parcel Consulting

Derrick Olson

President – Founder

www.integratedshipping.com



Who is Integrated Shipping Solutions?

- Small parcel consulting firm founded by two former UPS business development executives in 2005 in Brookfield, WI
- Currently saving over 250 clients tens of millions of dollars on their small parcel shipping expenses
- ISS has over one hundred years of transportation experience in our knowledge network at our clients disposal
- ISS reviews hundreds of UPS and FedEx agreements every year



Why Do You Need A Parcel Consultant?

- The constantly changing climate in the small parcel industry, with respect to competitiveness, pricing, accessorials, etc
- As a shipper, you inherently lack the frame of reference for what a competitive parcel agreement actually looks like.
- You and your people do not have the time, not to mention the expertise, required to properly
 - Manage the bidding process
 - Manage the process on an ongoing basis to ensure compliance by your people and the carriers
 - Ensure the agreement is always optimized given the current market and your current characteristics



Why Do You Need A Parcel Consultant?

- Prenuptial agreement – Hire a Lawyer
 - Leaky pipes or plumbing emergency – Hire a Plumber
 - Build a house – Hire a Contractor
 - Negotiate your Parcel Agreement – Hire ISS
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- You can do all of the above on your own.....you just shouldn't!
 - Hire an expert that specializes in the field. You do it in other aspects of your life and business; your parcel shipping should not be any different, as it is a Top 10 expense item for your business



ISS & CAFA



- ISS has already reduced the small parcel expenses of 2 CAFA board members by increasing their effective discounts by a relative 50%, resulting in over a 10% gross reduction in parcel charges with their incumbent carriers
- Typical results are 10-24% reduction in parcel charges with incumbent carriers
- ISS is paid a percentage of ACTUAL ADDITIONAL savings we are able to achieve for our clients, as they realize those savings (No upfront fees or estimations)
- Typical gainshare fee % is 50%, CAFA members pay only 35% of additional savings for a guaranteed 185% ROI
- 98% of the people in this room need my help, the other 2 are already ISS clients



How The ISS Team Works With Your Company



- The analytical team at ISS analyzes your carrier invoices and manifest information to determine that there is opportunity for savings
- Your company contracts ISS to utilize our knowledge and experience in the industry to negotiate with UPS & FedEx on your behalf.
- ISS issues a formal and comprehensive RFP for your parcel business to both carriers
- ISS collects proposals from both carriers
- ISS presents final proposals (after some revisions & fine tuning) and recommendations to you. You make final carrier selection
- ISS monitors your invoices for the duration of the agreement to ensure compliance and contract optimization