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EXPEDITE SHIPPING PROCESSES & SAVE: THE BUSINESS EDGE WITH SHIPENGINE by Dennis Cowhey

Are you spending time on multiple carrier web portals searching to be sure you deliver your products cost-effectively and with valid labels? If you are, you are not alone. Computer Insights, Inc. has partnered with ShipEngine to help expedite the processes related to shipping your products by creating a seamless integration in The Business Edge.™ This connection means you no longer need a specific computer to process shipments. Anyone can process a shipment from within The Business Edge™ as part of their typical workflow.



Multiple Shipping Carriers

The Business Edge™ with ShipEngine can now connect directly to FedEx, UPS, and the United States Post Office for instant access to rates, shipping options, and package sizes.

Your Rates or Better

View real-time rates based on what you have negotiated with each carrier. Enter information only once to check all carriers, significantly reducing data entry time. Information on your screen while you enter orders allows you to choose what is best at the moment based on shipping cost, time of delivery, carrier capabilities, and more. This streamlined process will save you time and money.

With ShipEngine's built-in savings of up to 40% off USPS postage and up to 29% off FedEx, you could get better rates than you already have. You can also charge a flat fee per package or a percentage markup to the freight cost when shipping "Prepaid and Add."

Your frequently used carton sizes can be added to expedite data entry further and increase the accuracy of rate quotes. You can declare a value when you want to insure the package.

Tracking Packages

Carrier tracking information is populated in The Business Edge™ when shipping labels are created. You will know where your package is, when it will arrive, and when it has arrived with one-click hyperlinks in inquiry screens and PDF documents. When your customer calls about a delivery, the answer is only a click away.

The ShipEngine connection eliminates all manual data collection processes that leave room for errors. UPS packages are considered pre-scanned and picked up without requiring the UPS End-of-Day report; drivers know everything they need from what is printed on the label.

Shipping Labels

The Business Edge™ uses ShipEngine and Zebra printers to create durable shipping labels. The labels are written in the native Zebra Printer Language(ZPL) for high-speed and accurate printing. Zebra's thermal transfer printing process creates labels that won't fade or smudge to ensure everything you ship arrives at the appropriate destination.

Print from any workstation to any Zebra printer, and never leave The Business Edge™ to visit a carrier's web portal.

You can consolidate shipments by processing multiple pre-paid or collect orders as one shipment; all labels print directly from The Business Edge.™

International Shipments

Shipping international packages is just as easy as domestic shipments, with all necessary invoices and customs forms created for you automatically. The documents are created and printed without additional interaction; you never have to worry about forgetting what is required. The Business Edge™ allows you to store a tariff classification in your product file; people taking orders do not have to look them up or remember them. The tariff codes are used to complete required customs and country-specific documentation correctly.

Address Validation

Live address validation prevents mistakes before your product leaves your building. ShipEngine cross-references multiple databases to validate addresses and identify potential deliverability issues. ShipEngine supports address validation for virtually every country on Earth, including the United States, Canada, Great



Britain, Australia, Germany, France, Norway, Spain, Sweden, Israel, Italy, and over 160 others. The Business Edge™ uses these features to validate addresses as they are entered and validates existing addresses as they are used.

The Business Edge™ will also validate addresses when creating new customer records and when new addresses are entered during the order entry process. Addresses only need to be validated once; advanced validation speeds up the shipment process.

Your Current Processes

You may leave the invoicing for your accounting team, but at this point, the packages are shipped, and it is more efficient to have the invoice automatically created once the shipment has been processed. You can create the invoices immediately or postpone the activity for someone other than the person printing labels and shipping packages.

Return On Investment

- The efficiency of the shipping process results in labor cost savings.
- Increased customer satisfaction with immediate availability of tracking information.
- Shipping will be a part of the order fulfillment workflow instead of a detour to offline processes.



The Business Edge

Simple · Focused · Effective

The simple solution with a proven step-by-step method for unlocking your fastener company's potential



GET CONNECTED WITH FSCN™

{ SHIPENGINE

The Business Edge ShipEngine Features:

- ❁ Compare rates across different service levels and across different parcel carriers
- ❁ Create and print shipping labels for parcel carriers directly from The Business Edge
- ❁ USPS shipments receive commercial plus pricing, the lowest rate offered by USPS
- ❁ FedEx and UPS will be your negotiated rate or standard rates
- ❁ Discount setup with FedEx; below regular rates UPS and
- ❁ FedEx Technology Dollars may apply for acquiring new printers
- ❁ Address Validation & Residential Address Detection

Return On Investment Continued...

- Anyone with access to The Business Edge™ can access ShipEngine features, eliminating the need for a dedicated shipping PC.
- USPS shipments receive Commercial-Plus pricing (The lowest rate offered).
- Discounts with FedEx below regular rates.
- Eliminate costly address correction and returned shipment fees.
- Qualify for additional discounts if you ship over 5,000 packages monthly.

What People Are Saying...

“The Business Edge™ ShipEngine Integration has streamlined the way we process and ship orders since we don’t have to jump between multiple pieces of (clunky) software. ShipEngine saves time and reduces errors. The Ship Engine Integration simplifies things on the IT side because we don’t have to maintain and update UPS and FedEx software, including the virtualization software needed to run their Windows-only clients on our Mac computers.”

❁ **Ralph Keepers, Director of Operations, Spencer Aircraft Supply**

“The ShipEngine features in The Business Edge™ have been a huge time saver for FedEx ground shipments, and I know we won’t be getting any address or dimension correction fees from UPS anymore.”

❁ **Kelly Blasy, Administration Manager, Mechanical Power, Inc.**

“The Business Edge™ ShipEngine integration streamlines BRF’s shipping processes; this saves time and money while eliminating mistakes.”

❁ **Robert Nathan, Investor & Advisor, Blue Ribbon Fastener Co.**

“I’m very pleased that The Business Edge™ now has ShipEngine integration. It keeps our shipping processes more streamlined and eliminates the need to jump back and forth to carrier software.”

❁ **Steve Parham, Operations Project Manager, Lindfast Solutions Group**

“AMPG’s integration with ShipEngine took place almost three years ago. It has streamlined our shipping process and reduced manual errors while saving us processing time. A wide range of carriers to compare rates has also saved money and transportation time. ShipEngine’s solutions have supported our business growth without adding additional resources.”

❁ **Linda Thompson, VP of Operations & Finance, AMPG**

More Information

For more information about ShipEngine, visit them online at www.ShipEngine.com.

For more about The Business Edge™ contact Dennis Cowhey, President, at *Computer Insights, Inc.*, Tel: (800) 539-1233, email: sales@ci-inc.com or www.ci-inc.com. 