

7

QUESTIONS

to ask yourself before buying

SHIPPING SOFTWARE

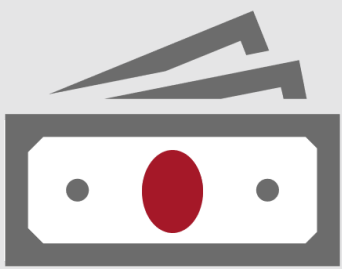
for your
IBM
system



1

MANUAL EFFORT

Are we doing too many things manually? If you are using separate, carrier-supplied systems and website look-ups to find the best rates, the answer is a resounding "yes."



2

COSTS

Are our shipping costs accurate? If you are not auditing your shipping invoices to ensure they match your contract rates, you are overpaying. Auditing can also identify costly internal errors that can be addressed with training.



3

VISIBILITY

Do we have good visibility of shipments once they leave our facility? Carrier integrations offer real-time status updates for you and your customers.



4

HUMAN CAPITAL

Do we have too many people allocated to shipping? Today's labor-constrained warehouses can replace inefficient carrier-provided systems with a single, fully integrated system that works seamlessly with all carriers and your ERP or WMS.



5

SCALABILITY

Can we scale up or down as needed? Modular software allows you to start with the basics to automate carrier selection and find the best rates. As your business grows, add features like auditing, pick/pack integration and customs filings.



6

DATA ACCESS

How accessible is our shipping data? Transactional and historical data is essential for negotiating the best rates for your company. Look for a system that allows you to easily view and/or export your data.



7

TIME TO ROI

How quickly will our investment pay off? Most Varsity customers recoup 5-15% in overcharges, and realize an ROI in just a few months.

For more information on how you can reduce shipping costs with an IBM-native shipping solution, contact Varsity Logistics at sales@varsitynet.com or call (650) 392-7979.

