

Point&Ship

Enterprise 2.0 Shipping Expense Management Overview

June 20, 2007

About Point&Ship

- Point&Ship is the leading provider of Shipping Expense Management Software (SEMS) and services
- Our clients are Fortune 500 and middle-market corporations in the Retail, Pharmaceuticals, Technology, Education, Legal and Financial industries
- Our management team leaders have an average of 25 years of experience in corporate expense management technology and services
- Point&Ship is privately held, profitable, and based in the San Francisco Bay Area
 - Founded in 1994
 - \$35 million annual sales
 - 13 years of experience, 300+ clients



Our Clients



GYMBOREE

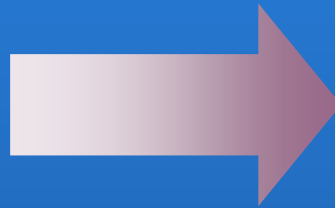
P I X A R



The Problem We Solve

Large Clients

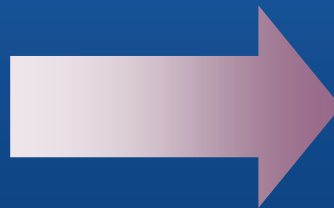
(greater than 5,000 employees & 100 sites)



- Managing multiple shipping providers and invoice reconciliation
- Centralized service type and usage policy not enforceable
- Lack of cost center-based accountability for shipping costs

Mid-Size Clients

(greater than 500 employees & 10 sites)



- “Expense Leakage” optimal rates not accessible to shippers
- Decentralized selection of shipping providers



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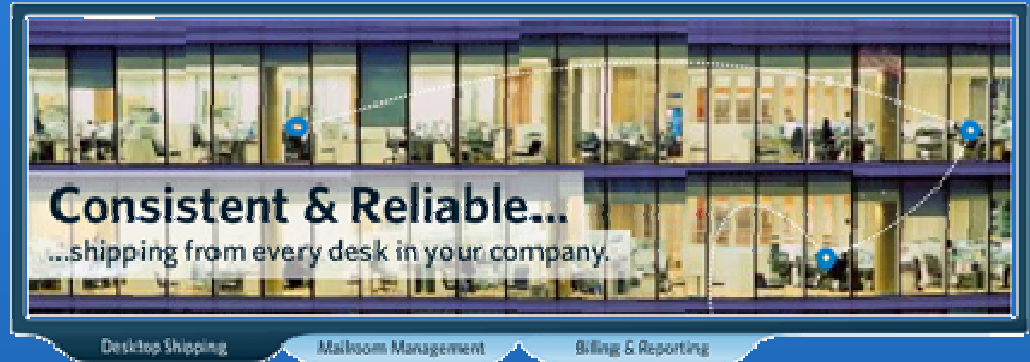
What clients used to do ...

- Once-a-year analysis of overnight carrier spending at time of contract (Too Little, Too Late)
- CFO “cut spending” emails and directives (Frustrates employees, rarely effective)
- Frequent changes of carriers in search of only slightly better rates (Disruptive, marginal benefits)
- Contract with Contingency-Based Bill Auditors (They keep your money...)
- Satisfied with Carrier-Provided Web Reporting on usage and trends (Fox in the Henhouse)



Solving the Corporate Shipping Puzzle

Point&Ship gives you complete control over your company's shipping expenses and improves operational efficiencies



- Reduce cost of current corporate shipping
- Expense Management: reporting on all users, locations, departments
- Accountability by cost center with consolidated invoice
- One interface for real-time access to multiple carriers domestically & internationally (DHL, FedEx, UPS, USPS)
- Web-based, fast & seamless implementation
- Immediate, accountable cost reductions

From the Mail Room to the Board Room

- Our software solution offers critical capabilities for:
 - Desktop Shipping
 - Inbound Tracking
 - Billing & Reporting

pointandship, inc. - Desktop Shipping Solution - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address https://www.pointandship.com/DSS/dss_home.asp

pointandship Desktop Shipping Solution | from your desktop to your destination

Create Airbills Track Shipments Manage Contacts Sign Off

Create Airbills

Receiver Information [View Address Book](#)

Mail Stop:

Country:

Name:

Company:

Address 1:

Address 2:

City:

State:

Zip:

Phone:

Email:

Add to Address book

Sender Information

Country: United States

Name: Shabnum Norling

Company: pointandship, software, inc

Address 1: 2200 POWELL STREET SUITE #1080

Address 2:

City: EMERVILLE

State: CA

Zip: 94608

Phone: (510)450-1000

Email: shabm@pointandship.com

Service Information

Service Type: BSO

Ship Date: Ship Time: Sat. Delivery No sig.

Done

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One Simple Solution



The Results – Gymboree Case Study

Children's clothing retailer with 500+ stores
in 24 countries and 3000+ employees

Challenges:

- Lack of cost control
- Carrier Management
- Inefficient Billing
- Package Tracking
- Vulnerabilities and Misuse
- Annual carrier spending was approximately \$18MM

Point&Ship Solution

- Improved efficiencies with Desktop Shipping
- Reduced costs in excess of 10%
- Saved \$120,000 per year in labor costs



Questions?



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