

DYMO

Endicia

Optimize your Shipping Mix



- Choosing a Shipping Carrier
 - Private Carriers
 - The USPS Sweet Spot
 - Rate shopping
- Choosing a Rate Class
 - FCM, PM, EM, International, flat rate
 - Zone rate vs. flat rate -> Price Change
- Choosing a DYMO Endicia Service
 - Service Overview
 - Other Features and Options
- Q&A session

Choosing a Shipping Carrier



When to Ship With A Private Carrier?

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- Overnight mail classes
- Heavy weight items
- Tracking
- Negotiated discounts for certain weights/zones

USPS® Sweet Spots

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- Save with USPS Price Advantages
 - Priority Mail, 1-5lb residential,
 - Free packaging
 - Flat rate boxes
 - Priority Mail International, Express Mail International
 - Flat rate envelopes & boxes
 - First Class parcels
 - No hidden charges, such as:
 - Residential, rural (extended area), address correction
 - Fuel surcharge
- Unmatched B2C Delivery Network
 - Free carrier pickup & weekend delivery

No Surcharges!



1lb Package, 8 Zones	UPS Ground	Priority Mail® Commercial Base
<i>Base Rate</i>	\$5.77	\$5.44
<i>Residential Surcharge</i>	\$2.20	\$0.00
<i>Fuel Surcharge (4%)</i>	\$0.23	\$0.00
Total	\$8.20	\$5.44

Rate Shopping



FedEx Ship Manager | v2468 | 790371

File Databases Customize Utilities Integration Inbound fedex.com Help

Ship Track Shipping list Address Book Reports Close fedex.com

Shipment details Options ShipAlert

Recipient information

Ship to group Hold

Recipient ID: 01

Country: US - United States

Contact name: Rick Botti

Company name: Durant Motor Company

Address 1: 247 High Street

Address 2:

Postal code: 94301-1041 State/Province: CA

City: Palo Alto

Telephone: () - Ext: Location #:

This is a residential address A2-H1

Save in/update my address book

Sender information

Current sender: PSI Systems
258 High Street
Palo Alto, CA 94301

Change sender: SENDER790371 - Rick Botti

Change return address: Current sender

Clear fields Delete/Modify shipment Repeat shipment Override prefs

Comm Idle

UPS WorldShip

File Edit Activities Tools UPS Web Access Import/Export Data Window Help

Packages Freight History Shipment UPS.com Track Address Refund To UPS Reprint Undo Void End of Day Help

Ship To Ship From Distribution

Customer ID: Update Address Book Residential

Company or Name: Dymo Endicia

Attention: Rick Botti

Address 1: 385 Sherman Street

Address 2: Address 3:

Country/Territory: United States Postal Code: 94306

City or Town: PALO ALTO State/Province/Country: CA

Telephone: () - [] E-mail Address: rick@endicia.com

UPS Account Number: Tax ID Number:

Shipper: WF4030 Prtfile: UPS

Service Options Detail Reference

Shipment Freight UPS Service: Ground Saturday Delivery

Bill Transportation To: Shipper With Return Services

Weight (lb) Package: 2.0 Shipment: 2.0

Electronic Scale Active

Pkg: [] [] [] [] [] [] Add [] Pkgs

Your invoice may vary from the displayed rates.

Ver: 11.0.16 XOFY

Endicia Platinum Shipper

File Tools Setup Help

Clear Edit Date Buy Intl

Ship From: Use label layout Lookup

Ship To: DYMO ENDICIA
385 SHERMAN AVE
PALO ALTO CA 94306-1864

2 Suggested change to address line 2

Weight: 2 lb 0 oz Dims: x x Zone 1

Mail Class:

Priority Mail	4.90
Priority Flat Rate Large Box	13.95
Priority Flat Rate Box	10.20
Priority Flat Rate Small Box	4.85
Priority Flat Rate Env	4.75
First Class Flats	-

Services: Delivery Confirmation Signature Confirmation
 Registered Mail Return Receipt
 Certified Mail Non Machinable

Insurance: 0 Options total: 0.00

Postage: \$4.90
Savings: \$0.34

Process Shipment

An approved licensed vendor
UNITED STATES POSTAL SERVICE®
PC Postage®

Platinum Subscription Postmark date: 11/08/10

Choosing a Rate Class



Domestic Mail Classes

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Express Mail®

- 1 to 2 days Guaranteed
- Free Pickup
- No Dimensional Weighting
- 365 Day Delivery
- Free Saturday pickup and delivery
- Mailbox access
- Delivery with regular mail
- Online Discounts Available

Priority Mail®

- 1-3 Day Delivery (>90% 1-2 day)
- Delivery to every address in the United States-including PO Boxes and military addresses.
- No Surcharges
- Free Pickup
- Dimensional Weighting only >1 cubic foot
- Flat Rate options
- Online Discounts
- Free Eco-friendly Supplies
- Online Discounts Available

First Class Mail®

- 1-3 Day Delivery
- Delivery to every address in the United States-including PO Boxes and military addresses.
- Free forwarding and return
- Ounce-based pricing
- Presort discounts available
- Delivery and Signature Confirmation
- No hidden surcharges
- Payment Options

Parcel Post®

- 2-7 Day Delivery
- Delivery Confirmation
- Delivery to every address in the United States-including PO Boxes and military addresses.
- Parcel Post packages can weigh up to 70 pounds and measure up to 130 inches in combined length and distance around the thickest part
- Rates are based on weight, distance, and shape.

Domestic Discounts



Price Tiers	Express Mail	Priority Mail	Availability
Retail	Yes	Yes	Everyone who uses the Post Office retail counter, meters and stamps
Commercial Base	Yes Average 5% Discount From Retail	Yes Average 5.7% Discount From Retail	Available to users of approved internet postage providers, IBI Meter, manifest with Parcel Routing Barcode
Commercial Plus	Yes Average 14.5% Discount From Retail	Yes Average 9.6% Discount From Retail	Minimum volume requirements apply and a customer agreement is required. PM Minimum 100k/yr EM Minimum 6k/yr
Cubic (Priority Mail)	No	Yes 5 Tiers based on Cube Max .5 cubic foot/20 lbs	Volume requirements apply and a customer agreement is required PM Minimum 250k/yr
Negotiated Service Agreement	Yes	Yes	A customer contract is required (Minimum \$2M/yr)

International Mail Classes

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- Global Express Guaranteed (GXG) - 1-3 business days
 - Online Postage Discount – 10%
- Express Mail International (EMI) – 3-5 business days
 - Discounts start at 8%
- Priority Mail International (PMI) – 6-10 business days
 - Discounts start at 5%
- First Class International – 1-4 pounds
- Commercial Based Pricing – EMI & PMI
 - Additional discounts through agreements

If It Fits, It Ships!

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- Priority Flat Rate Boxes
 - Small (5-3/8" x 8-5/8" x 1-5/8")
 - Medium (11" X 8.5" X 5.5" or 11-7/8" x 3-3/8" x 13-5/8")
 - Large (12" x 12" x 5 1/2")
 - APO/FPO (12" x 12" x 5-1/2")



- Upcoming changes:
 - Regional rates
 - Flat Rate Padded Envelope available for all Internet Postage customers

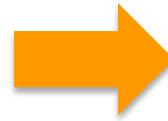
Choosing a DYMO Endicia Service



Office Postage Solutions

DYMO

Endicia



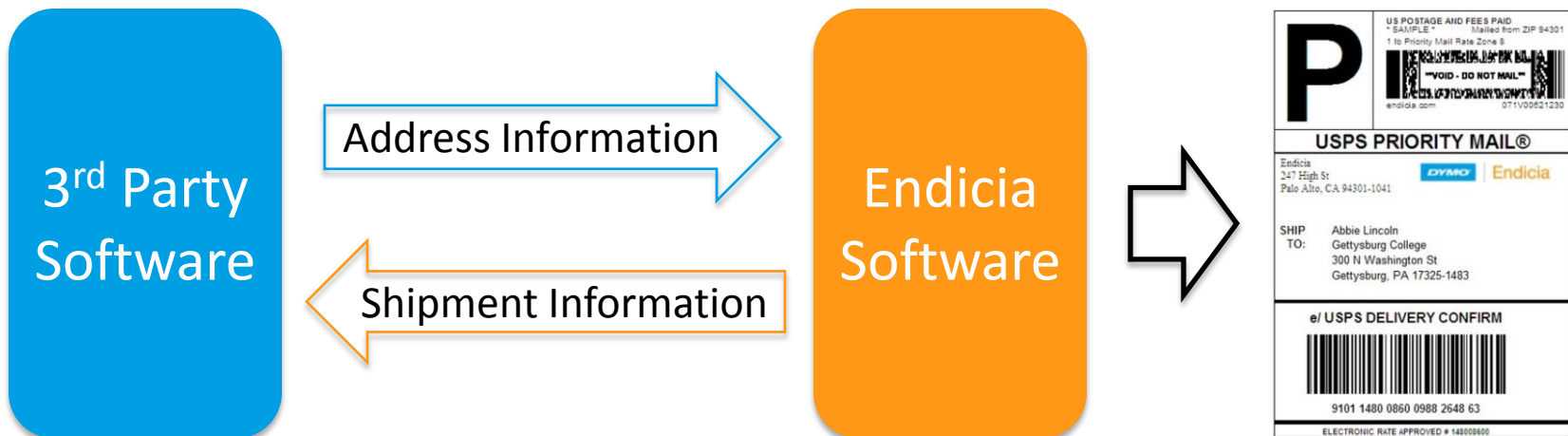
Features	Postage Meter	DYMO Printable Postage/Stamps
Cost	<i>Lease</i>	<i>No contract, no monthly fee</i>
	<i>Extra fees</i>	<i>None</i>
Hardware	<i>Postage meter</i>	<i>Laser/inkjet printer or LabelWriter</i>
	<i>Ink cartridges</i>	<i>Laser toner/ink, none for thermal printers</i>

Integrations

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- XML



- Partners

- Over 130 Integrated Partners
- Details on our [Partners Page](#)

Endicia - Envelope Manager : Manage Accounts

[Enterprise Groups \(Home\)](#) | [Parent \(Newell HQ\)](#) | **Manage Accounts (242)** | [Manage Users \(0\)](#) | [Manage Notes](#) | [Edit Name](#)

Action: [Add Accounts](#)

Enterprise Accounts

Showing 1-10 of 242 ▾

« First | Previous | 1 | 2 | 3 | 4 | 5 | Next | Last »

Account ▲	Subgroup	Contact Name	Physical Address	Status	Purchased	Balance	
500361		Jaime L. Neitzelt	247 HIGH ST PALO ALTO, CA 94301-1041	Active	\$ 1,853,792.52	\$ 1,960.51	<input type="button" value="Remove"/>
500381		Diane H. Schnee	247 HIGH ST PALO ALTO, CA 94301-1041	Active	\$ 4,166.06	\$ 103.78	<input type="button" value="Remove"/>
500588		Steven M. Rifai	247 HIGH ST PALO ALTO, CA 94301-1041	Active	\$ 3,598.54	\$ 39.01	<input type="button" value="Remove"/>
501225		Scott T. Montgomery	11625 PAR AVE LOS ALTOS, CA 94024-6333	Active	\$ 653.90	\$ 0.53	<input type="button" value="Remove"/>
533769		Amine Khechfe	247 HIGH ST PALO ALTO, CA 94301--1041	Active	\$ 5,634.30	\$ 581.24	<input type="button" value="Remove"/>
538709		Harry T. Whitehouse	247 HIGH ST PALO ALTO, CA 94301-1041	Active	\$ 2,347,588.00	\$ 0.62	<input type="button" value="Remove"/>
556628		Martin Runneals	247 HIGH ST PALO ALTO, CA 94301-1041	Active	\$ 10.00	\$ 9.96	<input type="button" value="Remove"/>
558564		Steve Rifai	247 HIGH ST	Active	\$ 100.00	\$ 99.98	<input type="button" value="Remove"/>

- Commercial Pricing
- Discounted Insurance:
 - Up to 67% savings when using Endicia Parcel Insurance over USPS Insurance
- Discounted Services:
 - Delivery Confirmation™ :
 - No charge for Electronic Delivery Confirmation with Priority Mail®
 - \$0.19 on First Class parcels, Parcel Select parcels, and Standard Mail NFM's and parcels
 - Signature Confirmation™ :
 - \$1.95 (electronically available) on First Class parcels, Priority Mail, Package Services parcels and Parcel Select™

Wrap Up



- If you haven't done so already, please take this time to submit questions to our speakers using the Q&A chat window on your console.
- This presentation will soon be available for download at:

<http://www.endicia.com/Support/Webinars/>

- For general or account questions:
 - Email: sales@endicia.com
 - Phone: (800) 576-3279 x140
- For software or printer issues:
 - Email: support@endicia.com
 - Phone: (800) 576-3279 x130
- For anything:
 - Twitter: www.twitter.com/endicia
 - Facebook: www.facebook.com/dymo.endicia

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Thank you!

