

Preparing for the Holiday Shipping Season



Endicia 247 High Street Palo Alto, CA 94301 800-576-3279 x140 sales@endicia.com GoECart
11 Middle Street
Bridgeport, Ct 06604
877-243-3612
sales@GoECart.com

www.endicia.com www.GoECart.com



Ready for the Holiday Season?

With the approaching holiday season bringing more orders and customers to your store/website, are you ready to fulfill these orders in a cost-effective and efficient manner?

Let's explore how using Endicia can save you TIME & MONEY...



USPS Flat Rate Boxes

Have you considered...

Using USPS flat rate boxes

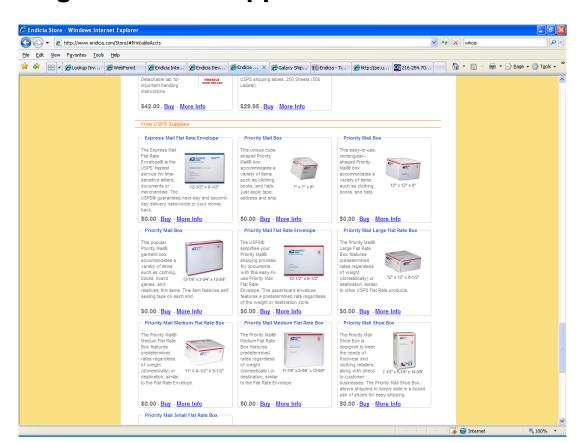
Better to use a	If the package is over
Small Flat Rate Box	1 lb
Medium Flat Rate Box	4 lbs
Large Flat Rate Box	6 lbs



Free USPS Supplies from Endicia

Have you considered...

- Using USPS flat rate boxes
- Ordering free USPS supplies from the Endicia store

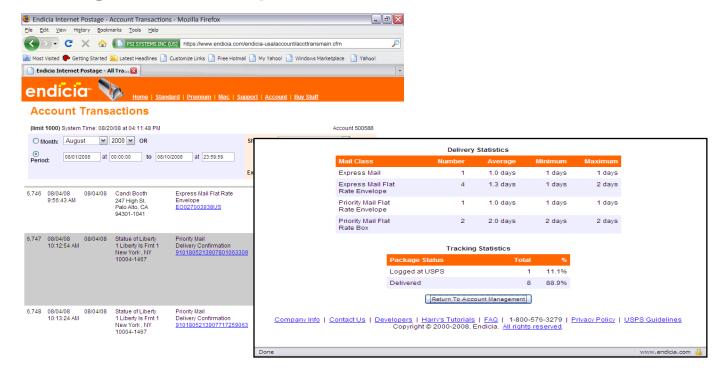




Postage Reports

Have you considered...

- Using USPS flat rate boxes
- Ordering free USPS supplies from the Endicia store
- Getting real-time reports from Endicia.com





Get Organized and Save

Have you considered...

- Using USPS flat rate boxes
- Free USPS supplies from the Endicia store
- Getting real-time reports from Endicia.com
- Installing the Endicia software on multiple stations under one account at the same location
- Printing more labels with fewer errors using Endicia's integrated solutions



Commercial Rates

Here are some ideas...

Get discounted rates offered by the USPS

Mail Class	Discount
Priority Mail (Commercial Base Pricing)	Average 4.7%
Express Mail (Commercial Base Pricing)	5%
Priority Mail International	5%
Express Mail International	8%



USPS Shipping Advantage Illustration

1lb Package	Carrier Ground	USPS Priority Mail
Base Rate (zone averaged)	\$4.65	\$4.80
Residential Surcharge	\$1.95	\$0.00
Delivery Area Surcharge (Residential)	\$2.40	\$0.00
Fuel Surcharge (8.00%)	\$0.38	\$0.00
Address Correction	\$8.00	\$0.00
Total	\$17.38	\$4.80

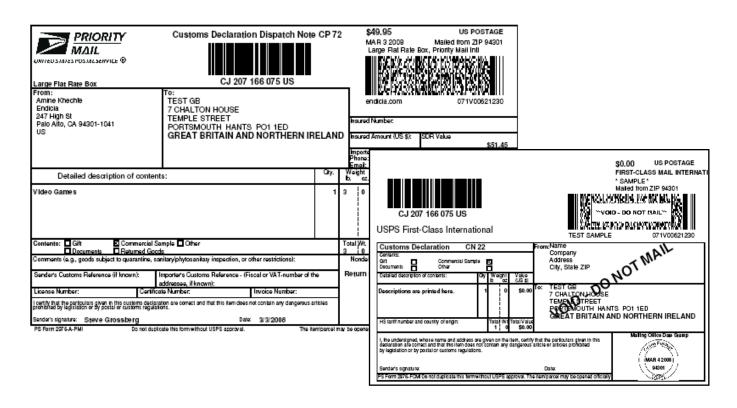
x 3



Global Shipping Tools

Here are some ideas...

- Get discounted rates offered by the USPS
- Integrated customs forms make shipping international easy





Ship More and Save

Here are some ideas...

- Get discounted rates offered by the USPS
- Integrated customs forms make shipping international easy
- Add Endicia Parcel Insurance with ease



Stealth Postage

Ways to make your customers happy...

Stealth postage (hidden postage cost)



Hidden postage amounts:

"US Postage and Fees Paid"

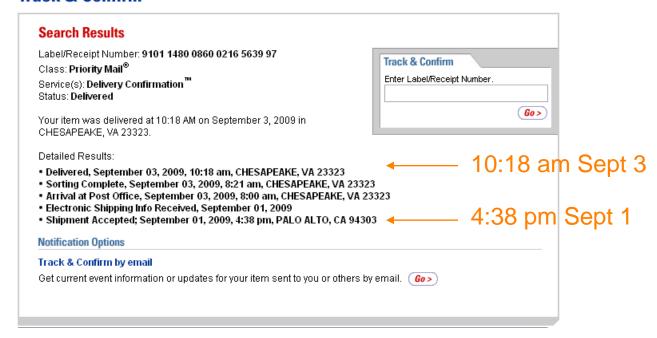


Great Features

Ways to make your customers happy...

- Stealth postage (hidden postage cost)
- Reduce delivery time with Priority Mail
- SCAN & Track package

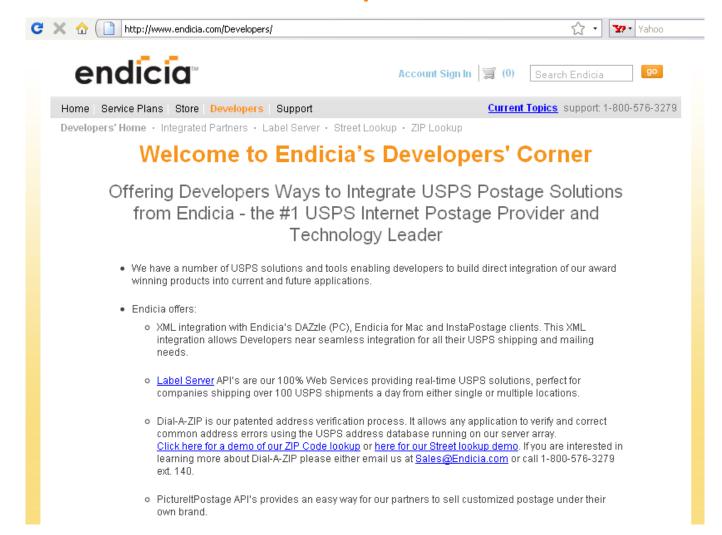
Track & Confirm





Integration with Endicia

www.endicia.com/Developers/

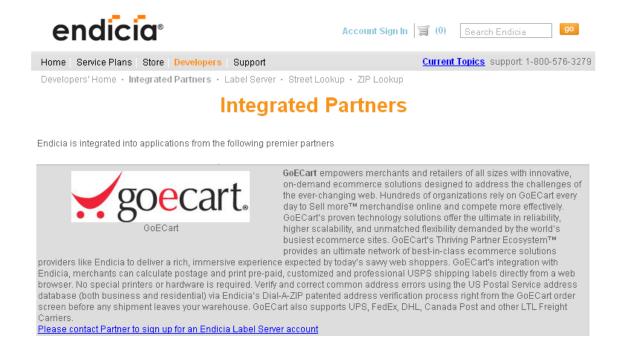




Example: GoECart

Integration overview

- We have a number of USPS solutions and tools enabling developers to build direct integration into your applications
- Over 80 Integrated Partners allows you to manage your business and USPS shipping with ease





Integration with Endicia

Endicia Integrated Partners









































































































Holiday Season Statistics

90% of consumers see free shipping as an enticement into online shopping.

The Conference Board and TNS

61% of customers will continue to spend less even if the economy recovers.

Time Magazine

34% of consumers start shopping before Halloween.

Shop.org



Tips For a Successful Holiday Season

- Encourage shipping upgrades
- Preserve free-shipping programs
- Don't go overboard on shipping promotions
- Match price drops as they happen
- Use product bundling and cross-selling
- Push loyalty programs
- Remember the January clearance sale



GoECart Integrated Solution Partners



























































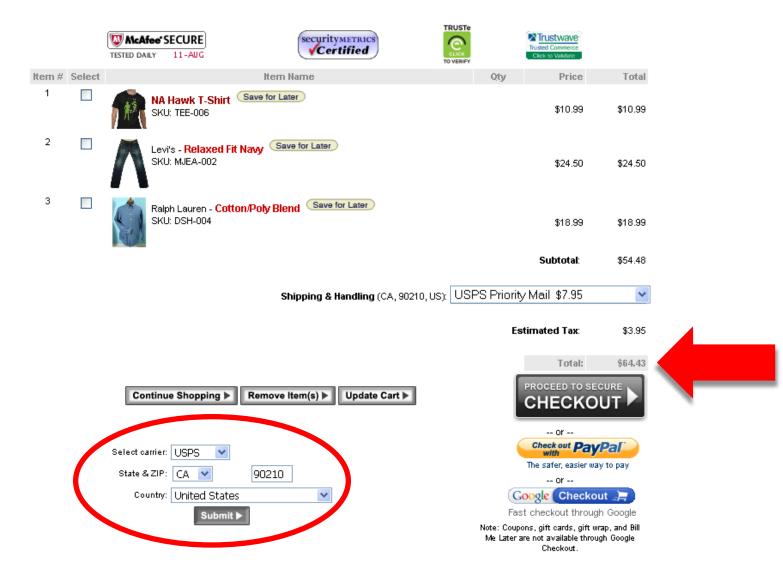
GoECart's Endicia Integration Module

- Service Selection and Rate Calculation
- Address Verification
- Purchasing Postage
- Shipping Options Selection
- Generating/Printing USPS Shipping Labels



Screenshot of Shopping Cart page

SHOPPING BAG



Proceed to Final Step ▶



New user login

NEW CUSTOMER (CREATE ACCOUNT)

PROCEED TO THE NEXT STEP

First Name:	Christie
Last Name:	Cuomo
Company Name:	
Phone Number:	
E-Mail Address (User Name):	rocks@mailinator.com
Enter a Password:	
Confirm Password:	
Add Me To Your Mailing List:	
BILLING ADDRESS	
Street Address:	1600 Pennsylvania St.
Street Address (line2):	
City:	Washington, DC
State & ZIP:	DC 💌 20500
Province & Postal Code:	
Country:	United States
If you are a resident of any US Territory including (country drop-down and complete the Province & Po	Guam, Puerto Rico, and the US Virgin Islands, please select your territory from thostal Code section.
HIPPING ADDRESS	
Use your Billing Address:	
Use a Different Address:	



Suggest Valid Addresses

Edit Shipping Address Be sure to click "Bill And Ship to This Address" when done.							
Verify your shipping address							
Christie Cuomo, there is a problem with the address provided - we have marked our suggestions in red below. Please choose which version of the address you want to use, or click Edit next to the address you want to change.							
Select an address fro	m these alternatives:						
Original Address:	Original Address: O Christie Cuomo, 1600 Pennslyvania St., Washington, DC, 20500						
Suggested Address: • Christie Cuomo, 1600 PENNSYLVANIA AVE NW, WASHINGTON, DC, 20500-0003 Edit							
Ship to this address	Return to address book						
Or enter a new	Or enter a new shipping address						
	First Name:						
	Last Name:						
	Company Name:						
	Phone Number:						
	Street Address:						
	Street Address (line2):						
	City:						
•	State & ZIP:	<u> </u>					
For International Orders ONLY:							
0	Province & Postal Code:						
	Country:	United States					
Bill And Ship to	This Address	Return to Address Book					
Address Accuracy							

If the address is not entered correctly, your package may be returned as undeliverable. Save time and avoid delays by providing the correct address information in the appropriate boxes and double-checking for any

General Address Tips

errors and/or typos . Need help? Click for address tips:



One Page Checkout

Please review and submit your order Review the information below, then click "	Place your order"
	ubtotal: \$54.48 Shipping & Handling: \$6.00 Estimated Tax: \$3.95 ORDER TOTAL: \$64.40
Change ▶ Adam Antium 21 Jump St. Beverly Hills, CA 90210 United States	Billing Address: Adam Antium 21 Jump St. Beverly Hills, CA 90210 United States
Choose a shipping method: USPS USPS Bound Printed Matter - \$5.33 USPS Media Mail - \$5.38 USPS Parcel Post - \$7.90 USPS Priority Mail - \$7.95 USPS Express Mail - \$18.00 Gift Options (optional): Send Gifts in our attractive gift wrap for \$1.50 Per Order. Each gift-wrapped item also includes a gift tag which you may personalize with your own gift Message. Gelect Gift wrap Option: No Gift Personalization Message:	Payment Method: OnLine Credit Card Pay By Credit Card - Visa, MasterCard or AMEX Card Type Card Number Visa



Order Placed

Order Confirmation

Thank You for Your Order!

Your Order Number is 1022

You will be receiving a confirmation e-mail. Please keep the confirmation email as your receipt.

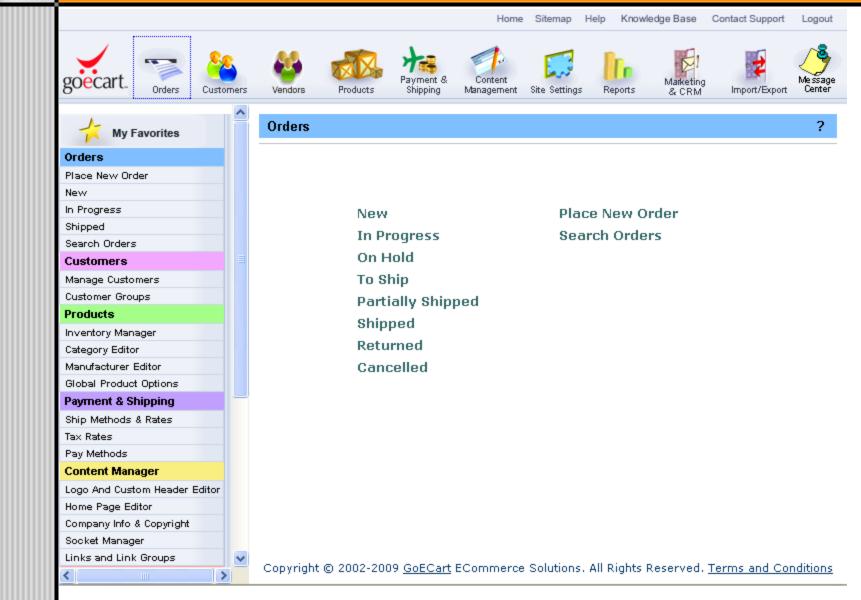
After your order is processed, you will receive an email letting you know that it is being shipped. This will have your tracking number, and you can track your order directly from this site!

Thanks for shopping with us! As a courtesy, get 5% off of your next order by using the code RETURN03945345.

- Apparel & More



Admin Panel





New Orders View

	In							9	Hide Filter Op	tions
ast Nar	me:			E-Mail:		Ord	der Type:	A	١١ ٧	
rder N	umber:			State:	~	Zip	:			
roduct	SKU:			Notes:		Sui	rvey Answer:			
tart Da	ate:	8/16/2009		End Date:	9/16/2009	Dis Dis	count Code:			
mount	Start:			Amount End:		Tra	icking Numbe	r:		
ustom	Order Not	es:All 💌								
hipping	g Option: [All		~		S	earch Re	set		
rders	Per Page:	50 💌			Amazon Order	ÆGoogle C	ırder illi Gif	ft Certifica	te 🅿 Phon	e Order
_ 0	rder #	Date	Customer Na	me Shipping Add	Iress	Total	Status	Label	Actions	
<u> 1</u>	021	Sep 16, 2009	Adam Antium	21 Jump St., E	everly Hills, CA	\$64.43	New	<u>No</u>	Edit Print	<u>Delete</u>
1	020	Sep 16, 2009	David Hannah	1000 Main St.,	Lancaster, PA	\$50.53	New	<u>No</u>	Edit Print	<u>Delete</u>
	019	Sep 11, 2009	Adam Antium	21 Jump St., E	everly Hills, CA	\$791.41	New	<u>No</u>	Edit Print	Delete
1	017									

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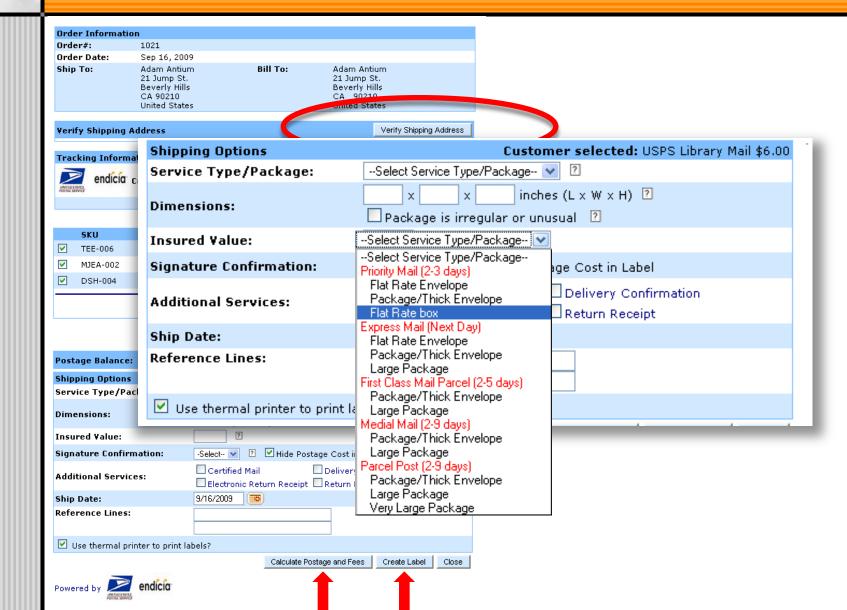


Order Details

Orders > Order Informat	ion	?
Order History : New (4)		
Previous		
Order #:	1021	Update
Order Date:	Sep 16, 2009 5:41:00 PM (GMT-05:00) Eastern Time	Order Statuses
Ship Date:		_
Affiliate Code:		⊙ New
Ship To:	Adam Antium	O In Progress
	21 Jump St.	On Hold
		O To Ship
	Beverly Hills	O Partially Shipped
	CA 90210	O Shipped
	United States	OReturned
Tracking Information:	USPS Library Mail \$6.00 Tracking #:	O Cancelled
Bill To:	Adam Antium	UPS Online Tools
	21 Jump St.	
		Create Shipping Label(s)
	Beverly Hills	ups ups
	CA 90210	View Shipping Label(s)
	United States	Endicia (USPS) Online Tools
Customer Information: Company:		Enalog (cor c) chimic roots
Phone:		Create Shipping Label(s)
E-Mail:	a.antium@mailinator.com	POSTAL MEN'CE
Payment Information:	a.artiumi@maiiiria.cocom	View Shipping Label(s) endicio
Payment Type:	Custom Credit Card	FedEx Online Tools
Card Expiration:	1112 (MMYY)	redex Unline Tools
Card Holder Name:	Adam Antium	Create Shipping Label(s)
Card Number:	*********-1234	FedEx.
Card Type:	VISA Visa	View Shipping Label(s)
Gift Wrap:	No V	Print
•		



Create Label





Shipping Label



US POSTAGE AND FEES PAID

* SAMPLE *

Mailed from ZIP 06604 Priority Mail Medium Flat Rate Box

Commercial Base Pricing

FakeDeviceID

USPS PRIORITY MAIL

Apparel & More 10 Middle St. Bridgeport BRIDGRPORT CT 06604

> SHIP Adam Antium TO: 21 Jump St.

> > BEVERLY HILLS CA 90210

ZIP - e/ USPS DELIVERY CONFIRM



420 06604 9122 1480 0860 0123 4567 81

ELECTRONIC RATE APPROVED #148008600



Return to Order Details

Orders > Order Information

Order History: New (11), Shipped (4), Partially Shipped (1)

Previous

Order #: 1019

Order Date: Sep 17, 2009 5:52:00 PM (GMT-05:00) Eastern Time

Ship Date: Sep 17, 2009 12:00:00 AM

Order Status: Shipped

Christie Cuomo Ship To: Bill To:

1600 Pennsylvania Ave Washington, DC

DC 20500 United States Map

Tracking Information: Tracking #: 9122148008600123456781

Item Shipping Method Tracking#:

USPS Priority Mail Flat Rate box 9122148008600123456781

Customer Information: Christie Cuomo

Phone:

E-Mail: chrisitie_rocks@mailinator.com

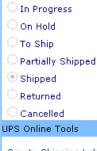
Payment Information: Payment Type: Custom Credit Card

Card Expiration: 1111 (MMYY) Card Holder Name: 3214321432143214 Card Number: **********-1111

Card Type:

Gift Wrap: No.





Edit Order Details

Order Statuses

O New

Edit Customer Details

Create Shipping Label(s)

View Shipping Label(s)

Endicia (USPS) Online Tools

Create Shipping Label(s)





Why Use GoECart?

- Sell More.
- Award-winning GoECart ecommerce platform.
- Hundreds of features.
- Harness the power of social media and web 2.0.
- Leverage our best-in-class partner network.
- Deliver an exceptional user experience.
- Get world class professional services and support.



Summary

- Reduce your shipping costs by using USPS
- Never leave the admin panel to complete an order
- Track order status and shipment tracking directly from your store
- Preemptively verify bad addresses
- Learn more about the GoECart Endicia
 Integration module



Question & Answer Session

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.



Contact Us



Phone

- 800-576-3279
 - Sales Ext. 140
 - Support Ext. 130
 - 7 AM 5 PM PST

Email

- Sales@endicia.com
- Support@endicia.com



Phone

- Sales 877-243-3612
- Support 718-701-2944
 - 8:30 AM 6:30 PM EST

Email

- Sales@GoECart.com
- Support@GoECart.com