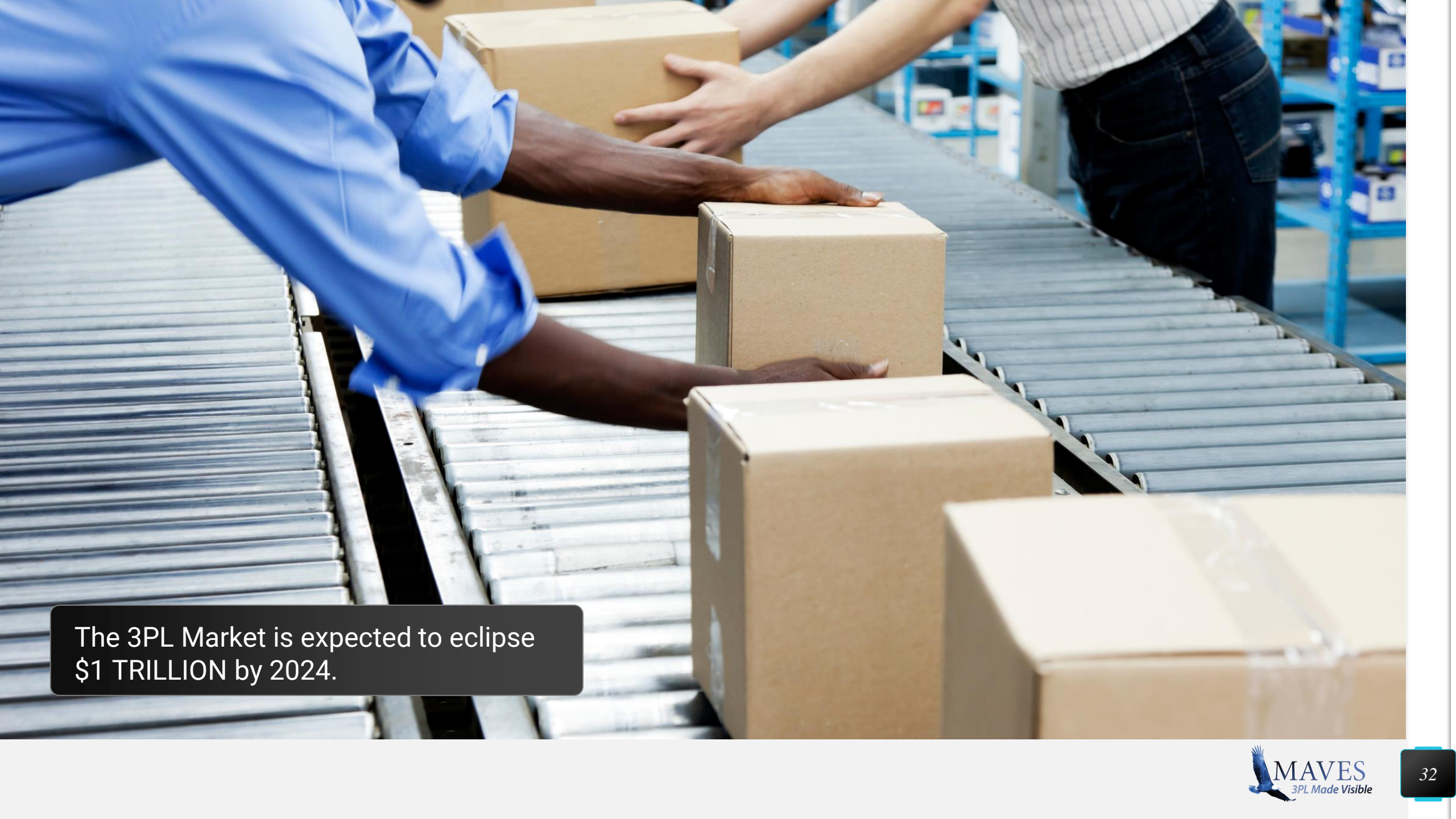




MAVES e-Commerce

September 22, 2020

Presented by Shoeb Mohammed

A photograph showing a close-up of a warehouse conveyor belt. Several cardboard boxes are moving along the belt. Two workers are visible: one in a blue long-sleeved shirt is reaching out to touch a box, and another in a striped shirt and jeans is also working with the boxes. The background shows blue metal shelving units filled with more boxes.

The 3PL Market is expected to eclipse
\$1 TRILLION by 2024.

e-Commerce

The buying and selling of goods or services using the internet, and the transfer of money and data to execute these transactions.

Ecommerce is often used to refer to the sale of physical products online, but it can also describe any kind of commercial transaction that is facilitated through the internet. - Shopify



"Walmart Online sales surged 74% during the pandemic. Net sales increased by 10.5%"

"Amazon sales rise by 20.2% in 2020 as ecommerce / online sales gain momentum"

"Sales **DOUBLED** on Home Depot's digital platform, e-commerce sales double in Q1 and Q2 of 2020"

Benefits of e-Commerce

- Availability
- Speed of Access
- Wide Availability
- Easy Accessibility
- International Reach
- Lower Cost
- Personalization and Product Recommendations



Types of e-Commerce models

- Business to Consumer (B2C)
- Business to Business (B2B)
- Consumer to Consumer (C2C)
- Consumer to Business (C2B)

amazon



CHARACTERISTICS OF B2C ORDERS

- Products are Manufactured Goods
- Orders are for a Small Quantity
- Orders may need to be Packed
- Shipped by Small Parcel Carriers
- Require different Documents (than B2B)
- Daily volumes (# of Orders) may be LARGE

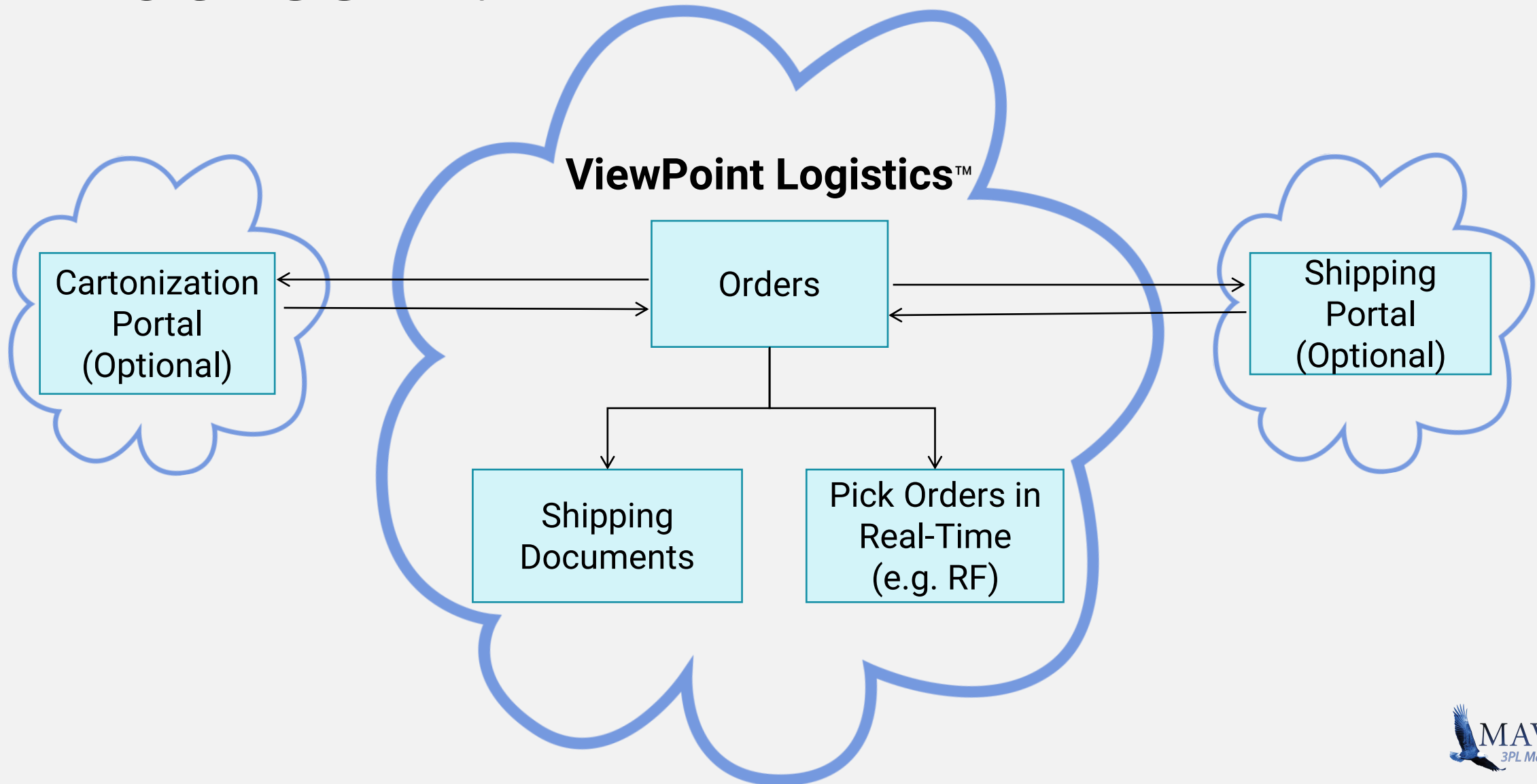


3PL QUESTIONS/TASKS RELATING TO B2C ORDERS

- Do the Orders need to be Packed?
- Who will Transport/Deliver the Orders?
- What Documents are required for Shipping?
- How might the Orders be Picked?



HOW MAY E-COMMERCE ORDERS PROCESSED?





Starting in 2013, small parcel carriers began charging a minimum fee based on the dimensions of a box (DIM Weight). Ensuring you are using the smallest possible box for every shipment is an essential way to keep shipping costs down.

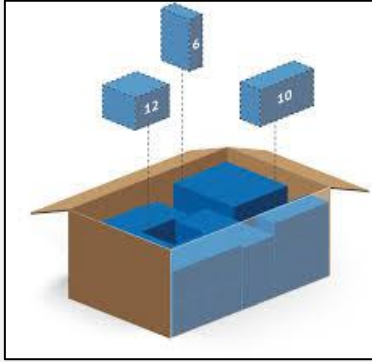


Cartonization Portal

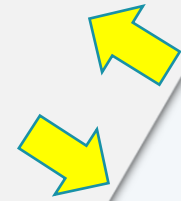
Do orders need to be packed?

Can the System determine how to do this in an optimal way?

1. CARTONIZATION PORTAL



Give: Product Qtys, Wgts, Dims & Cartons
Get: Qty of Cartons Types and Contents



ViewPoint
Logistics™
e-Commerce
Orders

Benefits of Cartonization

- Finding optimal fill for Cartons in real-time
- Items are packed into the correct sized cartons
- Avoids the need for expensive and wasteful filler
- Loads more efficiently
- Systems direct operators to use specific Carton sizes and avoid repacking on floor



FedEx delivers ~14 million packages
per day (Globally)

UPS Delivered ~32million packages a
day during Q4 2019

Canada Post delivered ~320 million
parcels in 2019



Purolator



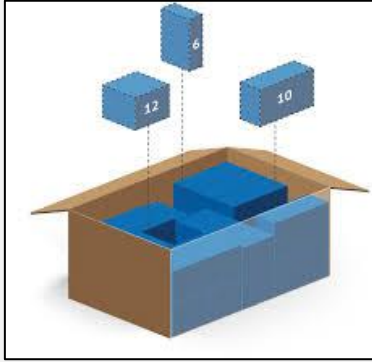
FedEx®

Shipping Portal

Who will ship the orders?

What information do the carriers provide?

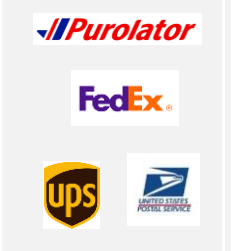
1. CARTONIZATION PORTAL



Give: Product Qtys, Wgts, Dims & Cartons
Get: Qty of Cartons Types and Contents



2. SHIPPING PORTAL



Give: Carton Dims, Wgts and Destination
Get: Carrier, Carton ID & Shipping Label

Benefits of the Shipping Portal

- Integrates with 100+ Carriers with one connection
- Shop for the best rate among carriers
- Avoids integration with multiple carriers
- Purchase freight and print labels in bulk





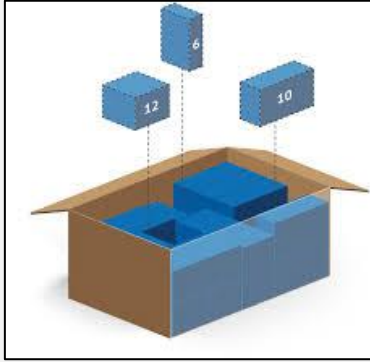
Far from a throwaway piece, the packing slip is another chance for customer engagement in the hyper-competitive ecommerce market.

The background features a collage of hexagonal shapes in various shades of brown and tan. Some hexagons are solid, while others are outlines. A large, tilted hexagon in the center contains a close-up image of a shipping label. The label includes a barcode, the number '1445 8008', and the text 'Box 2 of 3'.

Shipping Documents

What documents are provided by carriers?

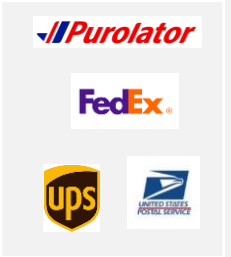
1. CARTONIZATION PORTAL



Give: Product Qtys, Wgts, Dims & Cartons
Get: Qty of Cartons Types and Contents

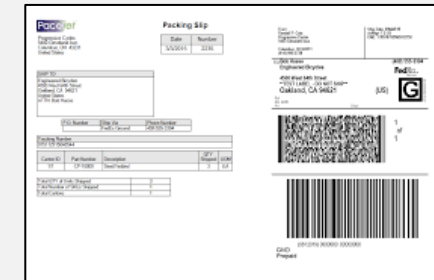


2. SHIPPING PORTAL



Give: Carton Dims, Wgts and Destination
Get: Carrier, Carton ID & Shipping Label

3. SHIPPING DOCUMENTS

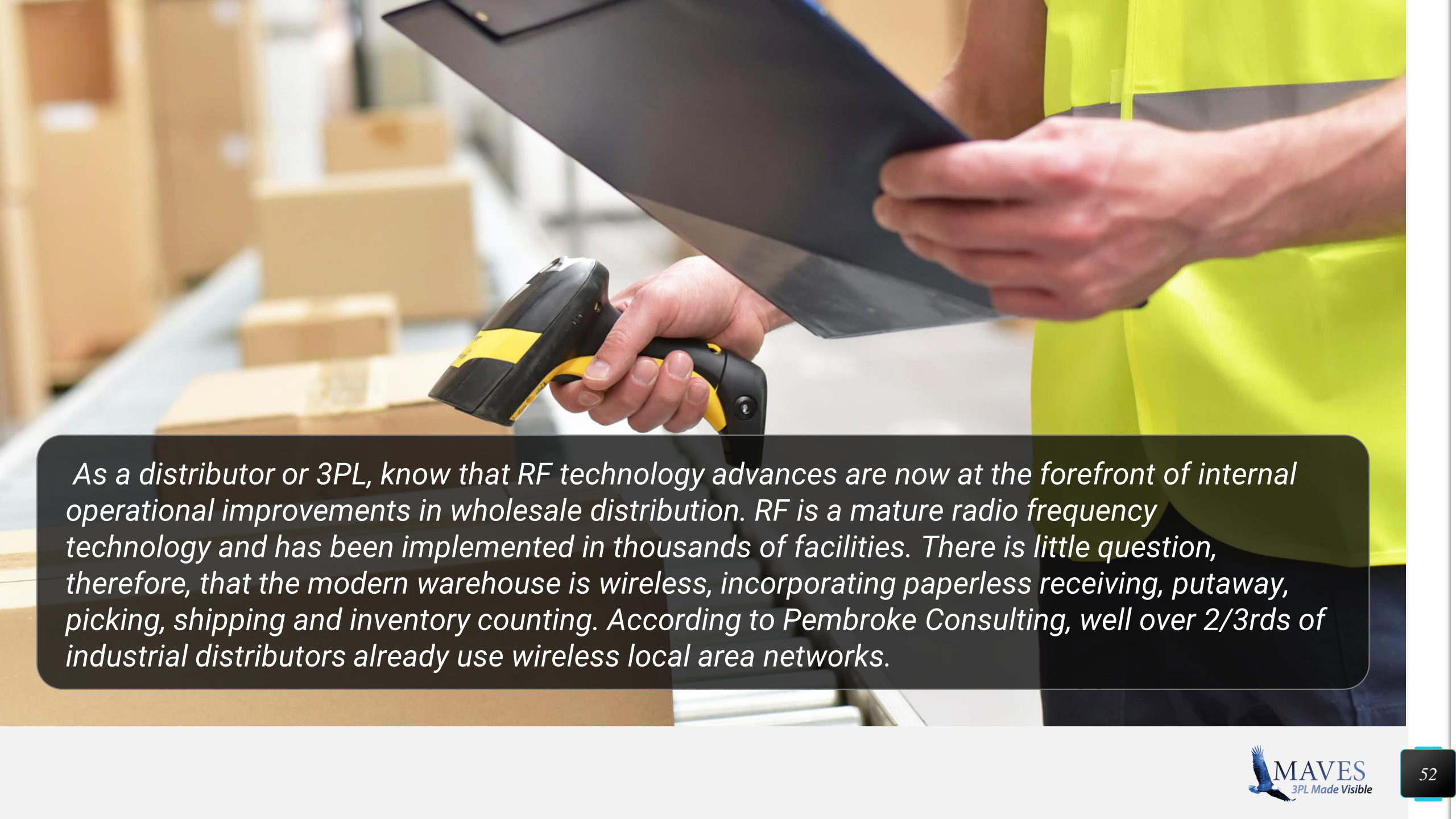


- Shipping Labels
- Packing Slips
- Pick Slips*

Benefits of Shipping Documents

- Shipping Label – 1 per Carton
- Packing Slip – 1 per Order
- Shipping Labels & Packing Slips Sorted by Location
- Pick Slip – per Wave (Optional)



A close-up photograph of a person's hands in a warehouse setting. The person is wearing a bright yellow safety vest. They are holding a black and yellow handheld RF scanner in their right hand, pointing it at a cardboard box. In their left hand, they hold a black clipboard. The background is slightly blurred, showing more cardboard boxes and warehouse shelving.

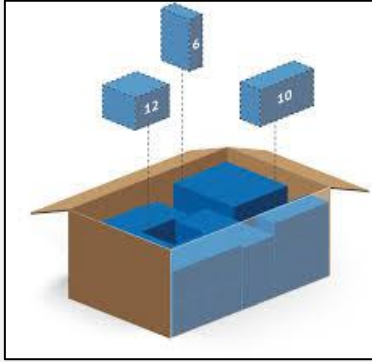
As a distributor or 3PL, know that RF technology advances are now at the forefront of internal operational improvements in wholesale distribution. RF is a mature radio frequency technology and has been implemented in thousands of facilities. There is little question, therefore, that the modern warehouse is wireless, incorporating paperless receiving, putaway, picking, shipping and inventory counting. According to Pembroke Consulting, well over 2/3rds of industrial distributors already use wireless local area networks.



RF Picking

How are the orders picked and packed?

1. CARTONIZATION PORTAL



Give: Product Qtys, Wgts, Dims & Cartons
Get: Qty of Cartons Types and Contents

2. SHIPPING PORTAL



Give: Carton Dims, Wgts and Destination
Get: Carrier, Carton ID & Shipping Label

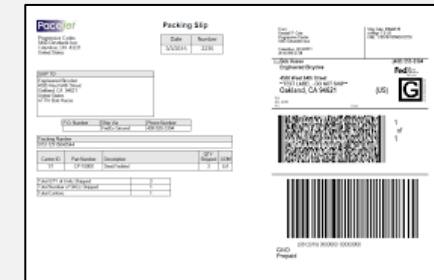
4. RF PICKING



- Waving Orders
- Record Exceptions while picking
- Auto confirmation of picked orders

ViewPoint Logistics™ e-Commerce Orders

3. SHIPPING DOCUMENTS



- Shipping Labels
- Packing Slips
- Wave Pick Slip *

Benefits of Picking

- Reduces Picking Time/Cost
- Ensures Correct Stock is Picked & Packed
- Handles Picking Exceptions
- Performs Automatic Billing (Optional)
- Other



Invest in your digital platform today!

Let MAVES show you how to invest in the right areas of your business. Reach new customers, Increase Sales, Make more Profit!

We have your e-commerce covered!
E-commerce = Online Sales





Thank You

Contact Us Today!

📞 905 882 8300

✉ info@maves.com

🌐 www.maves.com