



**SHIPMENT  
TRACKERS**

SAVE ON SHIPPING. NO SIDE EFFECTS.

# UPS & FedEx Cost Reduction Services

[shipmenttrackers.com](https://shipmenttrackers.com)



**Jordan Matthews**  
*Sales & Business Development*  
717-487-2028  
jordan@shipmenttrackers.com



## **We Help Pharmacies & Medical Supply Partners Find and Recover Shipping Savings**

- Shipping Invoice Audits & Refund Recovery
- Industry-Leading Parcel Insurance
- Carrier Contract Audits & Consultations
- Business Intelligence & Analytics

*Here to help you find out how much you could be saving!*



# SAVINGS IN ACTION: MEET A FEW OF OUR CLIENTS





# SAVINGS IN ACTION: MEET A FEW OF OUR CLIENTS





# ASSOCIATION PARTNERS



Invoice Audits & Refund Recovery

**FedEx**



# **SAVE UP TO 15% ON EXPRESS SHIPPING\***

Get money back to missed refunds, late deliveries, incorrect fees and more.

**IF YOU DON'T SAVE,  
WE DON'T CHARGE**

*Setup is easy –  
no long-term contract.*

\*Savings vary by client.

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# How It Works

- 1 We Connect to Your Online Accounts**  
*It takes just minutes, and your information stays secure.*
- 2 We Immediately Start Looking for Refunds**  
*We identify available refunds and process claims for lost/late/undelivered shipments.*
- 3 You Get Powerful Reports & Analytics**  
*Get FREE reports with carrier performance, invoice detail and address corrections.*
- 4 Refunds Get Credited Back to You**  
*Money comes back directly to you through your carrier account.*

***No long-term commitment, no setup fees and no charge  
unless we recover savings for you!***

# Savings in Action

Snapshots from pharmacy and medical supply client invoices.



6%  
SAVINGS

*Thank you for using UPS.*  
**Summary of Charges**

Page		Charge
	Outbound	
4	UPS Worldship	\$20,970.31
141	Adjustments & Other Charges	\$376.39
148	<b>Service Refund</b>	<b>\$-1,268.30</b>
156	Service Charges	\$19.50
Amount due this period		<b>\$20,097.90</b>

38%  
SAVINGS

*Thank you for using UPS.*  
**Summary of Charges**

Page		Charge
	Outbound	
4	UPS Worldship	\$23,542.58
139	Adjustments & Other Charges	\$72.13
176	<b>Service Refund</b>	<b>\$-9,110.77</b>
215	Service Charges	\$19.50
Amount due this period		<b>\$14,523.44</b>



# Savings in Action

Snapshots from pharmacy and medical supply client invoices.



**19%**  
**SAVINGS**

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## Charge Summary

[View Details](#)

Total express charges	13,391.72
Total ground charges	+0.00
Total other charges	0.00
Total invoice amount	13,391.72
<b>Total payments and credits</b>	<b>-2,496.20</b>
Total balance due	\$10,895.52

**18%**  
**SAVINGS**

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## Charge Summary

[View Details](#)

Total express charges	29,424.46
Total ground charges	+0.00
Total other charges	0.00
Total invoice amount	29,424.46
<b>Total payments and credits</b>	<b>-5,074.63</b>
Total balance due	\$24,349.83



# CUSTOMIZABLE REPORTING & ANALYTICS

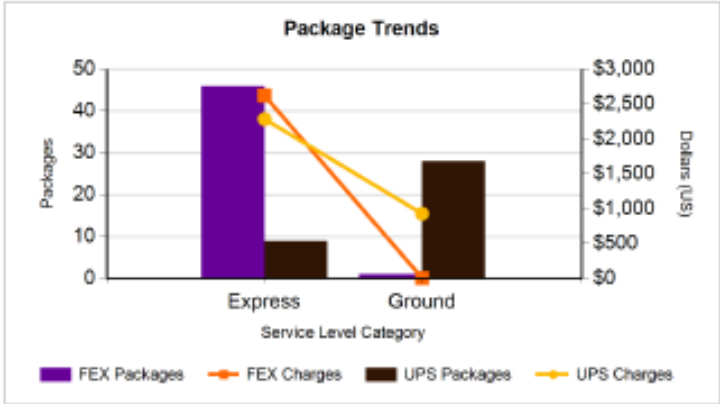
## Summarized Charge Breakdowns for Easy Viewing

Quickly and Easily Identify Shipping Trends & Spot Opportunities

### Package Summary

FEX		UPS	
Packages	Cost	Packages	Cost
47	\$2,632.23	37	\$3,216.73

Top 5 Surcharges	Total Cost	% of Total Surcharges	% of Total Charges
Declared Value	\$277.20	38.30%	5.68%
Addl. Handling weight	\$120.00	13.55%	2.01%
Service Charge	\$93.00	10.50%	1.56%
Early Surcharge	\$30.00	3.39%	0.50%



Carrier	Service Level	Total Package Count	Total Package Cost	Total Actual Weight	Total Billed Weight	Average Package Cost	Billed Weight per Package	Actual Weight per Package
FEX	FedEx 2Day	9	\$576.53	61	137	\$64.06	15.22	6.78
	FedEx Express Saver	5	\$53.98	7	8	\$10.80	1.50	1.30
	FedEx Intl Priority	1	\$217.30	5	11	\$217.30	10.50	4.60
	FedEx Priority Overnight	20	\$1,312.05	109	270	\$65.60	13.48	5.43
	FedEx Standard Overnight	11	\$463.23	168	192	\$42.11	17.45	15.27
	International Ground	1	\$9.14	0	2	\$9.14	2.00	0.00
	Total	47	\$2,632.23	349	619	\$56.00	13.16	7.42
UPS	UPS Ground	28	\$929.99	681	826	\$33.21	29.50	24.33
	UPS Next Day Air	8	\$2,147.22	130	470	\$268.40	58.75	16.28
	UPS Next Day Air Early A.M.	1	\$139.52	9	9	\$139.52	9.00	9.00
	Total	37	\$3,216.73	820	1,305	\$86.94	35.27	22.17



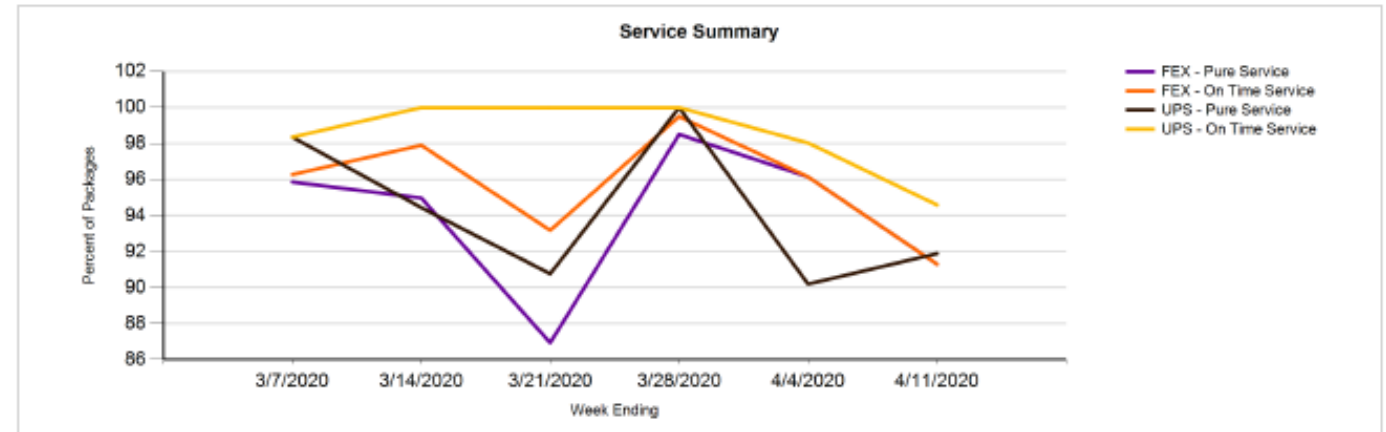
# CUSTOMIZABLE REPORTING & ANALYTICS

## Top-Level Service & Deliverability Summary Data

*Get Direct Detail on Carrier Performance Stats Like Deliverability and Service Failures, Which Can Impact Customer Satisfaction*

**On Time** Packages are on time or late, but have an extenuating circumstance impact such as weather

**Pure** Packages are truly on time when it comes to customer delivery/expectations



Carrier	3/7/2020		3/14/2020		3/21/2020		3/28/2020		4/4/2020		4/11/2020		Average	
	Pure	On Time	Pure	On Time	Pure	On Time	Pure	On Time	Pure	On Time	Pure	On Time	Pure	On Time
FEX	96%	96%	95%	98%	87%	93%	99%	100%	96%	96%	91%	91%	94%	97%
UPS	98%	98%	94%	100%	91%	100%	100%	100%	90%	98%	92%	95%	94%	99%

Carrier	Top Reasons for Late Packages	Packages
FEX	State of Emergency	9
	Weather Delay	7
	Local delivery restriction Delivery not attempted	4
	Future delivery requested	3
UPS	We've corrected the postal code and the package is on it's way to the updated address.	7
	Weather Delay	3
	State of Emergency	3
	Business Closed	2

*According to carriers the difference comes from circumstances outside their control.*



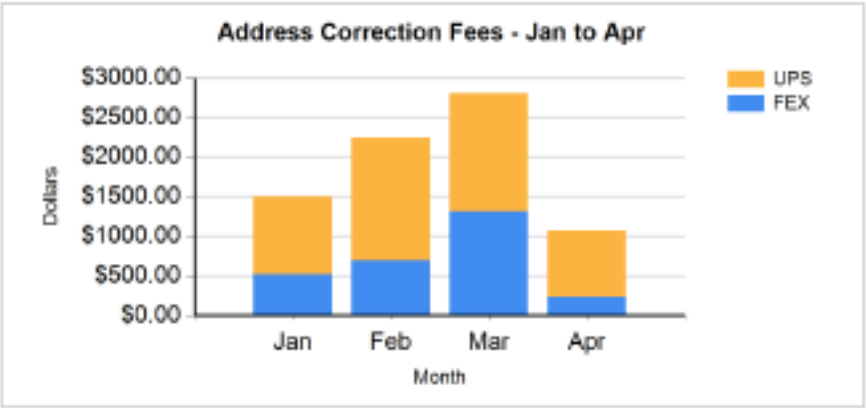
# CUSTOMIZABLE REPORTING & ANALYTICS

## Address Service Fee Data & Corrections

Get Detailed Reports on What  
Addresses Failed and How  
They Were Changed to Avoid  
Future Service Fees

Package Detail - Jan to Apr				
Carrier	Service Level	Avg Package Cost	Avg Package Cost without ADC	% Difference
FEX	FedEx Express Saver	\$46.99	\$29.99	36.18%
	FedEx Intl Economy	\$187.26	\$170.26	9.08%
	FedEx Intl Priority	\$56.13	\$39.13	30.29%
	FedEx Priority Overnight	\$33.81	\$16.81	50.28%
	FedEx Standard Overnight	\$70.08	\$53.08	24.26%
	Ground	\$33.60	\$16.60	50.60%
	Home Delivery	\$27.79	\$10.86	60.94%
	International Ground	\$29.34	\$12.40	57.73%
UPS	Returns UPS Ground	\$35.91	\$19.51	45.68%
		\$17.92	\$4.80	73.23%

Address Correction Detail - 4/12/2020 to 4/18/2020							
Carrier	Invoice Date	Corrected Address	Original Address	Invoice Number	Tracking ID	Reference	Charge Amount
FEX	4/13/2020	Example Corrected Address	Example Original Address	INV5334	TRKNUM7055475		\$17.00
		Example Corrected Address	Example Original Address	INV2896	TRKNUM5795196		\$17.00
		Example Corrected Address	Example Original Address	INV7747	TRKNUM3019480		\$17.00
		Example Corrected Address	Example Original Address	INV7607	TRKNUI		
		Example Corrected Address	Example Original Address	INV7090	TRKNUI		
		Example Corrected Address	Example Original Address	INV4140	TRKNUI		
		Example Corrected Address	Example Original Address	INV7905	TRKNUI		
		Example Corrected Address	Example Original Address	INV9620	TRKNUI		
		Example Corrected Address	Example Original Address	INV562	TRKNUI		
		Example Corrected Address	Example Original Address	INV3640	TRKNUI		
		Example Corrected Address	Example Original Address	INV7671	TRKNUI		
		Example Corrected Address	Example Original Address	INV5925	TRKNUI		
	4/14/2020	Example Corrected Address	Example Original Address	INV2982	TRKNUI		
UPS	4/18/2020	Example Corrected Address	Example Original Address	INV6478	TRKNUI		
		Example Corrected Address	Example Original Address	INV2793	TRKNUI		
		Example Corrected Address	Example Original Address	INV8246	TRKNUI		
		Example Corrected Address	Example Original Address	INV2439	TRKNUI		
					TRKNUI		
					TRKNUI		
					TRKNUI		
					TRKNUI		
					TRKNUI		
					TRKNUI		
		Example Corrected Address	Example Original Address	INV1064	TRKNUI		
		Example Corrected Address	Example Original Address	INV6762	TRKNUM85994146		\$16.40
		Example Corrected Address	Example Original Address	INV456	TRKNUM157039		\$16.40
					TRKNUM5751838		\$16.40
					TRKNUM1000522		\$16.40
					TRKNUM1030226		\$16.40
					TRKNUM7988844		\$16.40
					TRKNUM2844803		\$16.40





## Parcel Insurance

*Protect Your Product & Your Bottom Line*

- *Covers spoilage and extreme temperature events.*
- *Protects against lost shipments, including when an adult signature is required for residential delivery.*
- *Customizable daily or weekly reporting.*

**Rates are Typically 50% Less Versus UPS & FedEx**

*(Average \$0.13 to \$0.16 per hundred)*

*Easy to Secure | Zero Deductible*



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# CARRIER CONTRACT AUDITS & CONSULTATIONS

- 1 **Improved UPS and FedEx rates** through visibility into national data for others in your industry.
- 2 **Contract review** to identify areas of **opportunity for negotiation**.
- 3 **Data modeling** to compare your shipping patterns against the proposed contracts to **identify value drivers**.
- 4 **Invoice auditing** to assess carrier delivery against the contract and the ability to seek **financial** recovery for performance gaps.

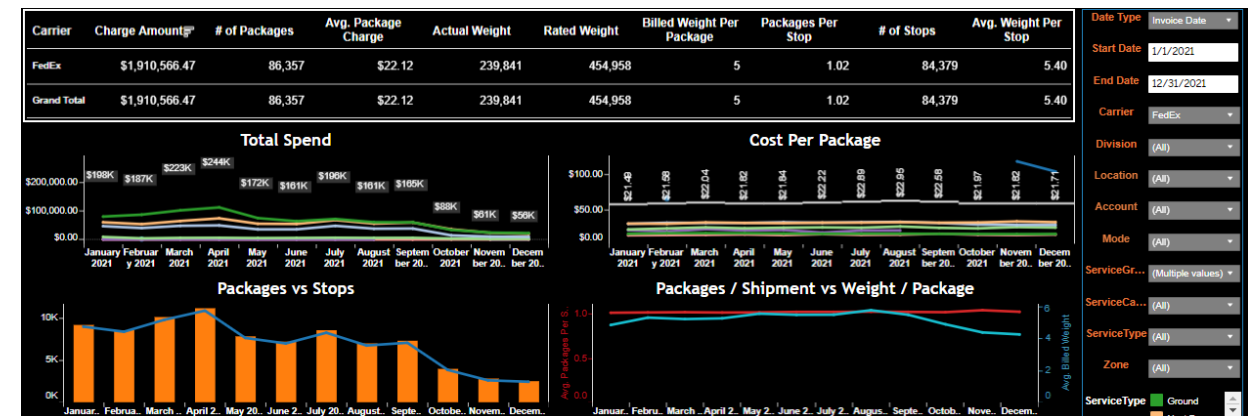
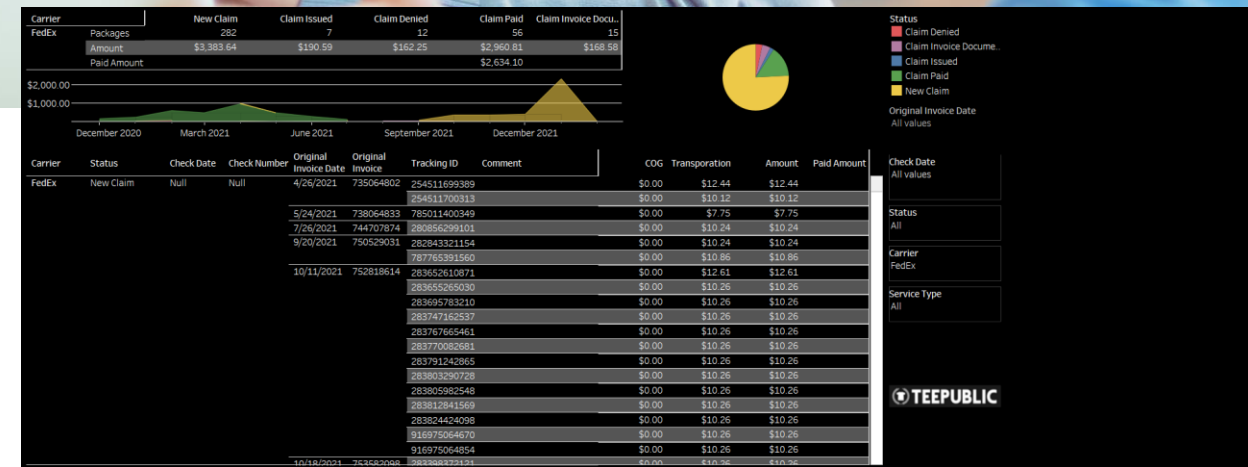




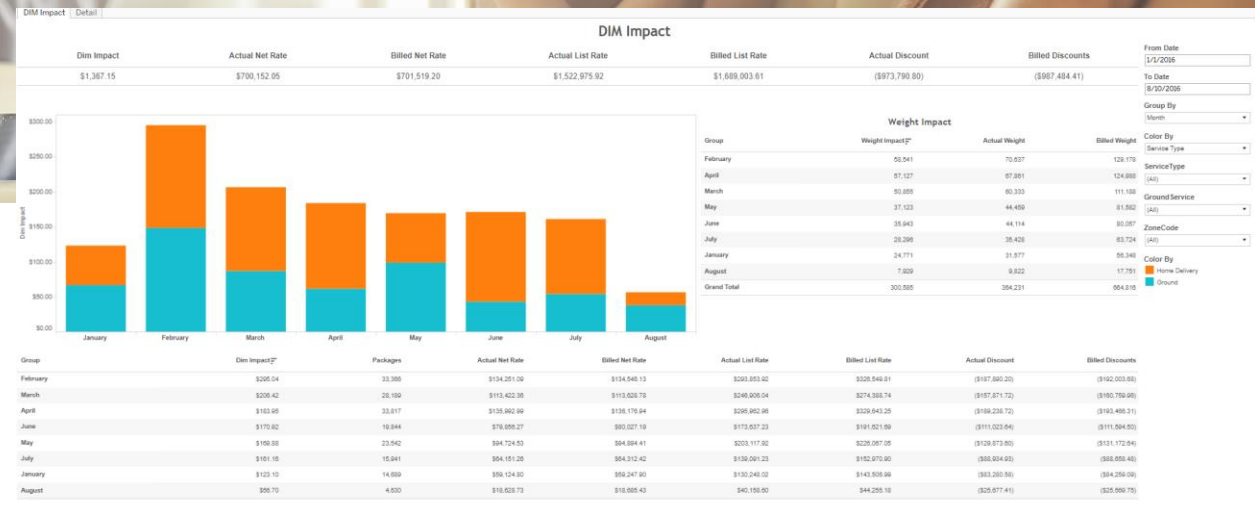
# Business Intelligence & Analytics

Actionable Data At Your Fingertips

- Customizable reporting available via a convenient online dashboard.
- Access to a business intelligence analyst specialized in shipping.







# Business Intelligence & Analytics

*Knowledge is Power*

- Reports delivered to you how you want, when you want.
- Quickly and easily identify trends, opportunities and areas for improvement.





*Shipment Trackers services have been invaluable to us as a company. **Along with providing significant audit/compliance savings, they go above and beyond to work directly with our many different divisions as well as our AP team to develop a consistent and easy cost accounting process.***

*With their visibility reporting metrics, we were also able to easily assess or current operating state and pinpoint areas of improvement for freight. We are very grateful to have them as a partner.*

**DOUG DROMEY**

*Transportation Analyst*



*“I wanted to express my gratitude to the entire Shipment Trackers team for the excellent services you have provided to Curant Health over the last year. Your ability to quickly and easily evaluate our shipments, along with the specific accessorial charges has been a great help during our rapid growth. Your services have been seamless to our business and the reporting capabilities you provide are superb. **Since working with STI, Curant Health has re-evaluated our shipping policies, procedures and partners to add savings to our bottom line.** Thanks again to you and the entire Shipment Trackers team; it is a pleasure to work with true professionals.”*

**SCOTT ZEPP**

*Executive Vice President*



*“Schraft’s 2.0 has been using Shipment Trackers, Inc. for several years. They are honest, reliable, easy to use. Shipment Trackers ability to file claims and provide concise reports is hard to beat in the industry. **Their team is always just a phone call or an email away, and no question or request is too big or too small.**”*

**ANDREW CONROY**

*Patient Experience Manager*



*“The team at Shipment Trackers has been instrumental in cost savings opportunity analysis and overall shipment management. **Most recently, they performed a comparison of FedEx shipping costs on prescription medications between two providers which identified annual cost savings of over \$100,000, representing nearly 9% of our total shipping costs.** We were unable to create that financial comparison ourselves because we just don’t have the detailed knowledge of FedEx shipping charges. We strongly recommend their services to any company that can benefit from shipment quality review and management.”*

**KEVIN FOSTER**

*Financial Planning/ Analytics*



**Jordan Matthews**

*Sales & Business Development*

717-487-2028

jordan@shipmenttrackers.com

**THANK YOU!**

Have Questions? Want to  
Learn More?

*We Look Forward to Helping  
You Save on Shipping!*



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