

The First UPS® Digital Connections Provider with Broadest Range of Integration Options

Solution: Descartes OzLink™ Custom for UPS | **Type:** UPS Digital Connections Provider



Qualifying Questions

- Do you own your own warehouse?
- Do you use Less-than-Truckload (LTL)?
- Do you require connectivity to order management platforms, customer relationship management (CRM) or ecommerce applications, and if so, which ones?
- Do you also require connectivity requirements for home grown systems?
- Can you describe your current warehouse and shipping processes as well as the challenges you face?
- What is your shipment and return volume?
- Can you describe any seasonal peaks you experienced or expect to have?
- Do you have unique any use case scenarios or business rules?
- What type(s) of products do you handle?



Elevator Pitch

- Descartes OzLink Custom for UPS is a UPS Digital Connections approved solution for ecommerce warehouses with high degree of integration requirements, unique business rules, or that require connectivity to internal systems. With over 10,000 joint UPS and Descartes customers, advanced integration to nearly all order management and ecommerce applications, and a solid customer success history, Descartes OzLink Custom for UPS is the premiere choice to address unique requirements or integration scenarios.



Merchant Benefits

- Reduce labor costs and speed operations with automation of UPS fulfillment and shipping
- Minimize IT bandwidth and eliminate data entry errors with advanced integration to the broadest range of order management platforms, ecommerce marketplaces, accounting solutions, ERPs, and CRMs
- Eliminate silos of information and enhance visibility by connecting UPS WorldShip with internal systems via company-specific requirements
- Reduce costs by accessing a broader range of UPS shipment and returns options



Product Features

- Automated rating for domestic and international shipping, handling fees, and drop-ship costs even for complex requirements or unique shipment types
- Real-time integration with internal or external systems
- In-transit status updates, customizable exception notifications, and proof of delivery
- Batch processing of shipments using unique parameters or schedules
- Branded customer email notifications
- Combined pack slip and shipping label functionality
- Leverage all services available within UPS WorldShip®



Key Differentiators

- Descartes OzLink is the first UPS Digital Connections Certified solution provider
- The broadest range of existing integration connections
- The ability to scale-up over time using one provider
- Expert implementation via the most experienced professional services team



Who is Not an Ideal Fit?

- Those companies who have a low shipment volume
- Businesses who do not have their own warehouse
- Companies that have very simple requirements or limited business rules



Customer Testimonials

- Ecommerce & Wholesale Distribution - Robot Zone
 - Reduced 6-7 hours/day using the Descartes OzLink for UPS batch processing capability
 - Increased order accuracy and efficiency through the combined pack slip and shipping label functionality
- Retail & Ecommerce - Lumens Light + Living
 - Cut returns processing time by 96% as compared to previous manual process
 - Reduced costs by accessing a broader range of UPS returns options
- Retail & Ecommerce – Killer Motor Sports
 - Reduced the manpower needed to process drop-ship orders from 2.5 full time employees to one
 - Better able to scale and handle increased order volume with more efficient processing
- Retail & Ecommerce – Doctor's Best
 - Reduced shipping errors by 65%
 - Increased team productivity by 80%
- Retail & Ecommerce – Ovation Hair
 - Reduced costs by \$75K annually by eliminating the need to hire additional employees
 - Used the combined picking and packing slip functionality to consolidate processes



Pricing

- Packages start at \$999
- Ongoing subscriptions start at \$99

Referral Method: Submit leads to info@descartes.com