



## Shopping Cart

- **Choice of article(s)**

- |                   |                            |
|-------------------|----------------------------|
| <i>Size?</i>      | <i>Warehouse address?</i>  |
| <i>Weight?</i>    | <i>Free shipping?</i>      |
| <i>Value €?</i>   | <i>Purchase on demand?</i> |
| <i>Hazardous?</i> | <i>Stock level check?</i>  |
| <i>Breakable?</i> | <i>Stock date check?</i>   |

## Business Logic

- **Shipping rates**
- **Parameters**
- **Rules**
- **Restrictions**
- **Graphical interaction**

## Check Out

- **Delivery @ address**
- **Delivery @ (alternative) address**
  - Choice of day*
  - Choice of time window*
- **Collect @ store**
- **Pickup @ drop off location**
- **Pickup @ safe locker**
- **Delivery on demand**

## Payment

- **SERVICE** experience for consumer by offering options
- **Variable shipping rates** based on choices made in checkout

## Shipping

- **Connected with 350 carriers** world-wide
- **Pre-alert to carrier**
- **Shipping labels**
- **Pick Up request**
- **Track & Trace**

- |                        |                          |
|------------------------|--------------------------|
| <i>Tracking number</i> | <i>Status updates</i>    |
| <i>Tracking e-mail</i> | <i>Proof of Delivery</i> |

# Webshop logistics with **DeliveryMatch**: From Online Barrier & Cost Center towards Sales Engine & Cost Saver

Consumers more and more have higher demands on the logistics of online stores and want more for less! In addition, the 'end result' of the entire sales process is the logistics operation. Of course, there are also aspects such as the price of the products and the quality, but given the large online offer this is no longer the part where the online store is going to make all the difference. The logistics operation is in many ways the 'business card' of the online store: from check out to the deliveryman standing at the door.

## **What do consumers consider to be important?**

- Knowing in advance when the package will be delivered, reliability;
- Being able to choose a delivery time and location, flexibility;
- The lowest possible shipping costs.

## **What do consumers consider to be less important?**

- Fast delivery: 92% is willing to wait 2 tot 7 days when they have delivery options and can be sure the package will be delivered at the chosen option.

## **Dilemma or opportunity?**

How can the online stores meet these requirements without a loss-making logistics operation being the result? It is precisely in the diversity of needs, need for transparency and reliability that is key for online retailers to create an opportunity out of this dilemma. A chance to let the logistics function as a sales engine and as cost saver at the same time. DeliveryMatch offers this opportunity! How? By already steering the logistic process in the checkout of the online store. This can save a lot of costs and generate revenue at the same time through retention.

## **What does DeliveryMatch?**

- It checks if the purchased items are available for shipping;
- It checks if an order, whether or not can be sent at once (consolidated or partial delivery);
- It calculates shipping rates (buy and sell) based on real time order data in the checkout;
- It calculates which delivery days, times and locations are possible;
- It lets consumers choose from the possible delivery days, times and locations;
- It takes control of the logistics process, thus it is reliable;
- It executes demand management by offering the consumer price differentiation in shipping rates in order to stimulate consumers making choices that are optimal for the warehousing and distribution, thereby lowering the costs for warehousing and delivery sharply;
- It reduces the number of orders that cannot be delivered to the consumers at the first drop attempt, thereby lowering the costs for delivery sharply;
- It provides a fully automated handling of shipping activities;
- It provides shipping notifications to carriers, shipping labels, track & trace information and proof of delivery.

DeliveryMatch stands for quality, reliability, flexibility and transparency of the logistics processes of online stores. Choose DeliveryMatch, consumers will reward you for it!



## **DeliveryMatch**

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