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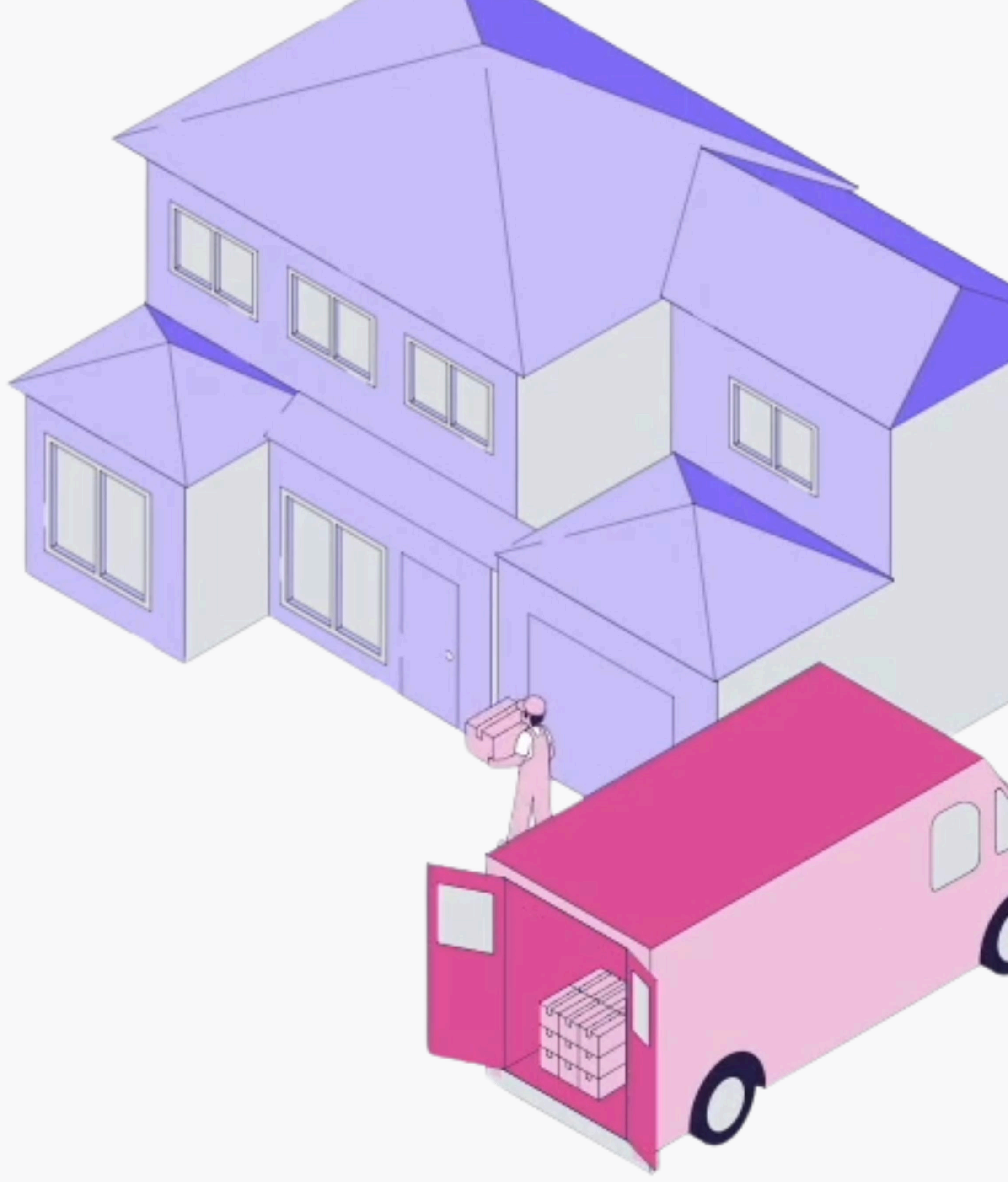


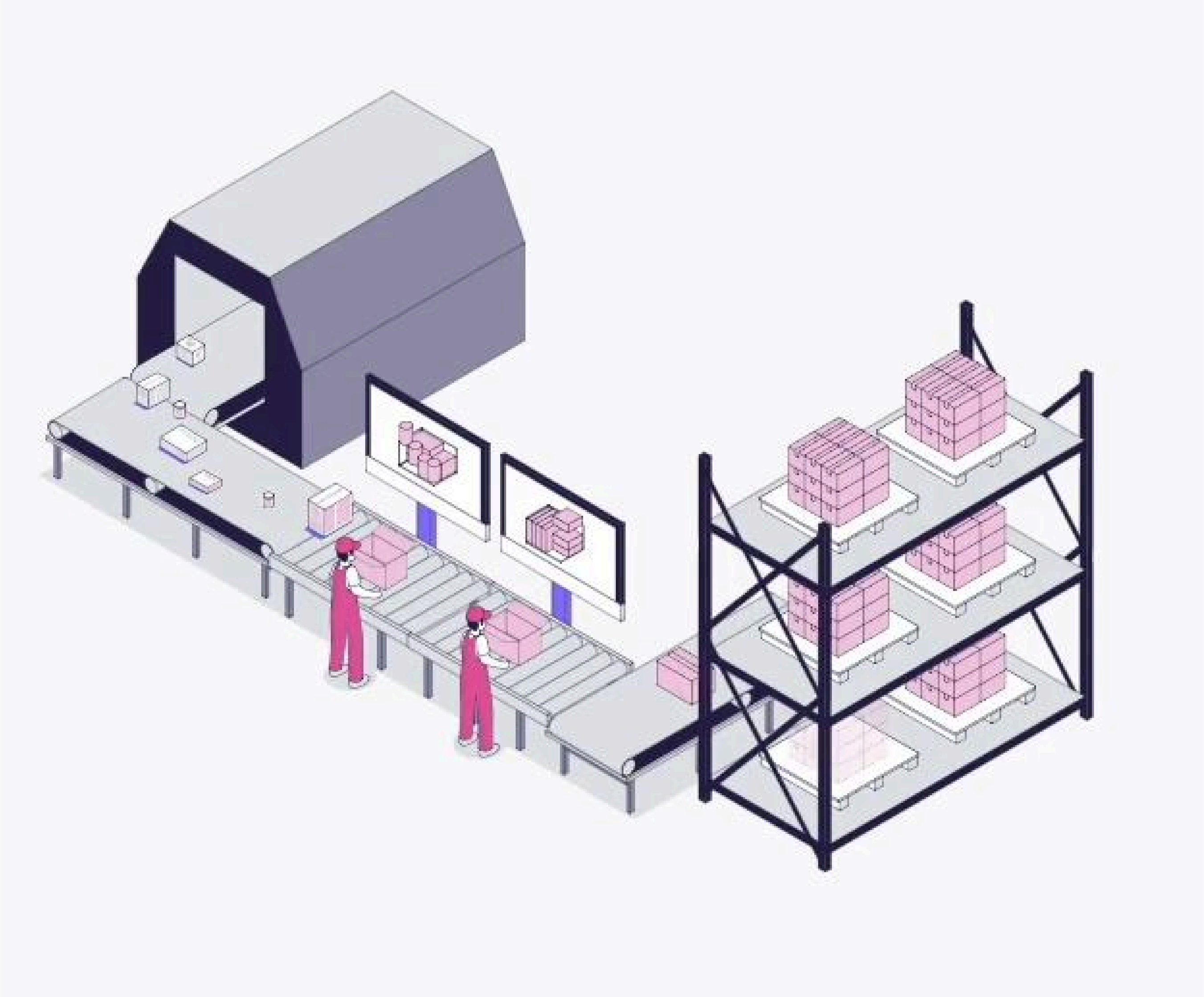
How to Capture Shipping Cost Savings With Your 3PL

Four Steps for Introducing a New Solution to Your Fulfillment Provider

Paccurate helps shippers reduce transportation and material costs by optimizing package selection and size. When you utilize a Third-Party Logistics (3PL) provider for fulfillment, introducing Paccurate requires a strategic, collaborative conversation. **This guide offers tips to successfully navigate that discussion.**

1. Think through the commercial elements. Is there a way to share the benefit?

Your 3PL's primary goal is efficient service delivery, but their business model might include shipping revenue or cost-plus markups. We often find there is some initial hesitation from the 3PL due to the sensitivity around revenue change, even if it's a net positive for both of you (better margins for each side).



Challenge	Shipper's View	3PL's View
Commercial	Cost Reduction is the main goal.	Reduced cost threatens a potential revenue stream.
Operational	Process change is necessary for savings.	New WMS/WCS integration and labor training are required.

2. Reframe Paccurate as an operational asset.

Don't lead with "cost-reduction" as a win for your 3PL. Instead, lead with efficiency, capacity, and service improvement. These are metrics that directly benefit the 3PL's bottom line, performance, and ability to win more clients.

Old Framing (Focus: Shipper Cost)	New Framing (Focus: 3PL Benefit)
"Cuts **$X** out of our shipping bill."	"Increases **throughput** and operational efficiency - less repacks and wasted labor time at the packout station."
"Reduces their cost component revenue."	"This frees up dock/truck space and reduces **carrier chargebacks.** It differentiates their service which might help win future business."
"We need to change how you pack."	"Paccurate provides a tool to **standardize and control packing SOPs** - no more calls from the shipper with customer complaints about poor packing."
"A linear, step by step process, ensures we don't make costly errors."	"Enables **processing** of carton-level details (size, weight, contents) much earlier in the process, allowing more time to plan transportation or identify lower-cost modes."

3. Proposing a Win/Win Commercial Model

Be prepared to discuss a mechanism that acknowledges the 3PL's commercial model and shares the benefit of the optimization:

- **Propose a Shared Savings Agreement:** Implement a contract clause where a small, pre-agreed percentage of the verified Paccurate savings is passed back to the 3PL as a bonus or incentive.

4. Next Steps for a Smooth Integration

- **Introduce the Paccurate Team:** Facilitate an introductory meeting with Paccurate and the 3PL's operational and IT leads. We are experts in integration and packout operations and can help speak their technical language.
- **Focus on the Pilot Scope:** Suggest starting with a specific product line, carrier, or single facility to minimize disruption and prove the concept with measurable data before a full rollout.
- **Define Success Metrics Together:** Mutually agree on metrics beyond just cost, such as PPH (Packs Per Hour), Cubic Volume Reduction, and Void Fill Material Usage.

Interested in learning more? Contact us at talk@paccurate.io