



## **Consignor Expansion History**

## 1997 Launched in Norway C

2002

Opened

Denmark

2006

Opened Romania

2008

Opened Sweden

2011 Opened

Finland

2018

Opened **United States** 

2016

Opened **United Kingdom**  2020

Acquired by Francisco Partners





## **Consignor Deployment Models**

support@michianalean.com +1 574-361-4606



#### Cloud

- Hosted by Consignor AWS (no local installation)
- **■** API or File Integration
- **©** Browser User Interface
- Directly Embedded Within ERP, website or WMS
- ZPL, PDF, PNG Labels Formats Returned
- Services Monitored 24x7x365
- Automatic Upgrades



#### App (On-Prem)

- **You Host** (local installation in your own infrastructure)
- Windows/SQL based
- File or Webservice Integration
- Control via Commands
- Flexible Production View (desktop)
- ZPL, PDF, PNG Labels Formats Returned
- You Control Upgrades





## **Consignor Integration Models**

support@michianalean.com +1 574-361-4606



#### **API**

Our Application Programming Interface is a set of messenger methods that processes requests, and facilitates to communication with backend systems and The Consignor platform.



#### **File Drop**

- Our File-Based Integration allows data to be passed between backend systems and the Consignor platform, without connecting directly.
- Supporting CSV, Text Files, Excel and XML.





## **Consignor Commercial Model**

support@michianalean.com +1 574-361-4606



#### **Subscription Plan**

- **O**ne
- Business
- Professional
- **©** Enterprise

Each plan has a one-off

Access Fee, with a monthly

Usage Fee based on a

volume k-level



#### **SLA Plan**

- **G** Go
- **Plus**
- Premium
- **©** Enterprise

Each plan has a monthly allowance for a Fixed Fee, except the 'Go' plan, this is a Pay As You Go option



#### **Implementation**

- Based on a SoW (statement of work) for solution design and rollout
- **T&M** (time and materials) can also be provided by on the standard Consignor Rate Card

http://consignor.com/subscription-plans/





## **Consignor Professional Services**

support@michianalean.com +1 574-361-4606



First interaction with the customer during pre-sales process or project kick-off for technical and solution advice



Upon Initiating the implementation project, scope and deliverables will be documented and agreed



After user & integration acceptance testing, handover to business with go-live support and warranty period



STATEMENT OF WORK (SOW)





## **Consignor Customer Service**

support@michianalean.com +1 574-361-4606



Support provided in English globally, or local language for Consignor home markets



Support model is based on ITIL with 1st line, 2nd line and 3rd line for Incident and Problem handling



Support is provided through multiple channels; Email, Phone or via the self-service online Help-Center



24/7 SUPPORT





## Consignor Knowledge Center



Ensure staff are trained so that the quality of our services to customers, carriers and partners continuously improves



Employ supporting software and technology to improve the service experience for our customers



Enable customers who wish to help themselves to find easily available and relevant support in our Help Center



**ZENDESK** 





## Lean TConsignor Service Levels & Performance

INNOVATE - IMPROVE - INTEGRATE

support@michianalean.com +1 574-361-4606





Target response by phone is 1 minute



Target resolution time for Incident are provided based on severity with 2 hours for severity 1



SLA compliance is measured and continuously improved



95% Aim





## Lean Consignor Platform Levels & Performance

NNOVATE - IMPROVE - INTEGRATE

support@michianalean.com +1 574-361-4606







Guaranteed Uptime 99.9%



Guaranteed Request Response time 1000ms



SLA compliance is measured and continuously improved



99.9% Aim





INNOVATE - IMPROVE - INTEGRATE support@michianalean.com +1 574-361-4606







## **Consignor Value Proposition**

support@michianalean.com

## Value Chain Position

Solves complex issues of last mile delivery & Integrates with other software solutions:

- Warehouse Management System (WMS) which ensures efficient picking and packing processes in warehouses
- ERP that performs order management
- Transport Management System (TMS) that enables efficient management of multiple modes of transport (i.e. air, freight, road, etc.)
- eCommerce software solutions such as payment providers (e.g. Klarna) and front-end web stores

#### **Key Pain Points**



Carrier compliance



Lack of order transparency across carriers & shipments



Delivery delays, locked into specific products & services



High cost of shipping with carriers



Manual processes in booking shipments



Limited data analytics due to lack of integration across software

#### **Key Benefits**



Cost control



Easier management of multiple carriers



Improve end customer experience



Reduce carrier cost inefficiencies



Increase timeliness of deliveries



Easier integrations with multiple solutions (incl. legacy solutions)





## Lean Tec Consignor Shipper-Centric Ecosystem

support@michianalean.com

+1 574-361-4606

3PL & 4PL (logistics) choose Consignor as their technology platform due to its sophistication, flexibility and scalability to support their businesses and partner businesses

Shippers choose Consignor to benefit from strong competitive advantage and highly compelling value proposition driven by access to broad global carrier library, cross-border shipping, cost savings and overall better customer satisfaction & visibility



Carriers are attracted by Consignor's neutrality and extensive customer base producing high parcel shipment volumes, plus the compliance guarantee to ensure data is transferred correctly with the correct validations applied, at zero cost to the carrier

Shipper-Centric – the solution connects an extensive ecosystem of carriers, shippers and third & fourth party logistics providers creating a business model that benefits from strong network effects





## Lean Tec Consignor Shipper-Centric Ecosystem

NNOVATE - IMPROVE - INTEGRATE

support@michianalean.com +1 574-361-4606



AWS-based SaaS solution with rich connector options



Single version of code base



Customisation through configuration



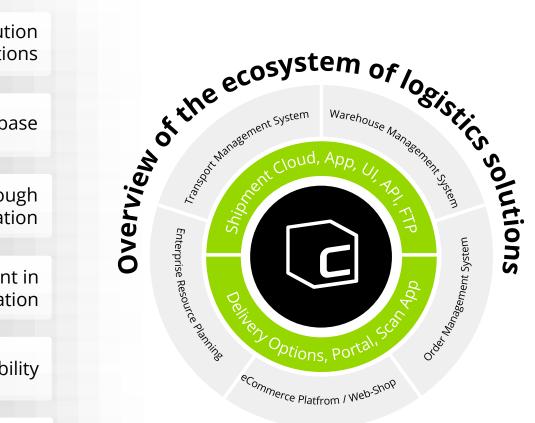
Continued investment in innovation



Best-in-class scalability



Inhouse R&D operations



Shipper-Centric – the solution is the nerve center of warehouse & fulfilment shipping operations. Processing order & shipment information from a broad range of connected source & business systems





## **Consignor Differentiators**

support@michianalean.com

## Carrier Capabilities

- We have enabled ~750 global carriers, with multiple services
- **G** Global coverage
- Postal, Parcel, LTL, on-demand delivery, PUDO & returns services

#### **Certifications**

- UPS Ready
- USPS Pre-certified Partner
- FedEx Platinum Level Compatible Solution Provider (Europe)

#### Growth

- Global Carrier Integration Team
- Robust and repeatable process for enabling new carriers
- Consignor invests in Carrier enablement

#### **Value**

- Cross-border commerce ready
- Quicker implementations
- Improved ROI
- Carriers not charged nor blacklisted

#### **White Label Offering**

- 3PL and logistics companies utilizing Consignor platform as extension of their systems
- Customer portal can be rebranded
- Provide second line support
- Multi location and actor setup

#### **Value**

- Consignor maintains single contract and relationship
- Customer can change subscription tier annually up or down as required based on forecast changes

#### Integrations

- Flexibility to integrate through API's, webservices, file transfers or other traditional methods
- We invest in developing integrations with key technology vendors as plugins
- Integrations with ERP, TMS, WMS, OMS and e-commerce platforms

#### **Platform & Operations**

- Internally developed and refined over 23 years of focused delivery management
- Multi-tenant SaaS platform
- Feature-rich platform built based on customer requests & innovations
- Offers different deployment options, but we lead with our cloud SaaS option
- Single scalable solution from small operations to enterprise shippers
- Fast implementations with self-service options
- Deployment is short and can be done remotely. Consultants are distributed in the home markets we serve

#### **Security & Processes**

- Privacy Shield Certified
- **G** GDPR Compliant
- ISO 27001 Certified
- **©** ITIL Framework
- Prince2 Foundation & Practitioner



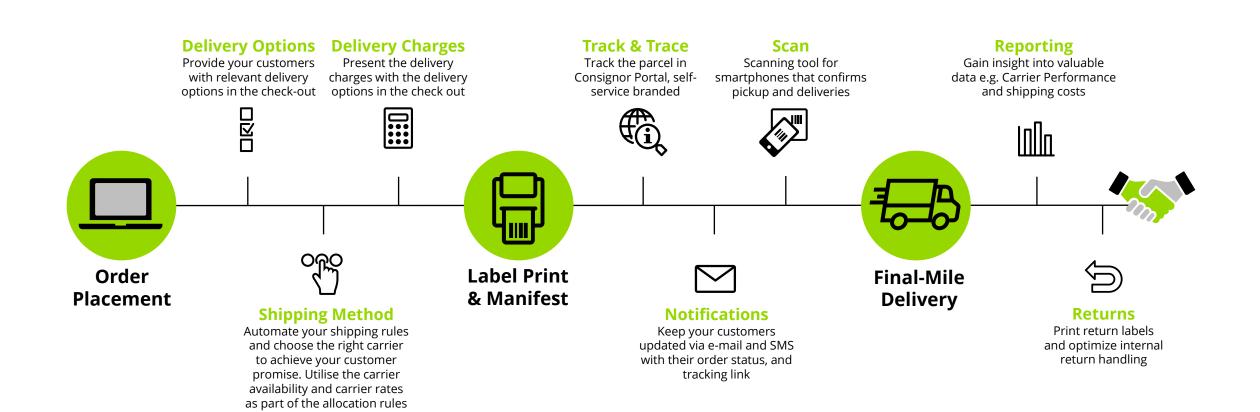


## **Seamless Delivery Experience!**

INNOVATE - IMPROVE - INTEGRATE

support@michianalean.com

Creating your competitive advanatage has never been so easy... make each part of the customer eperience seamless...





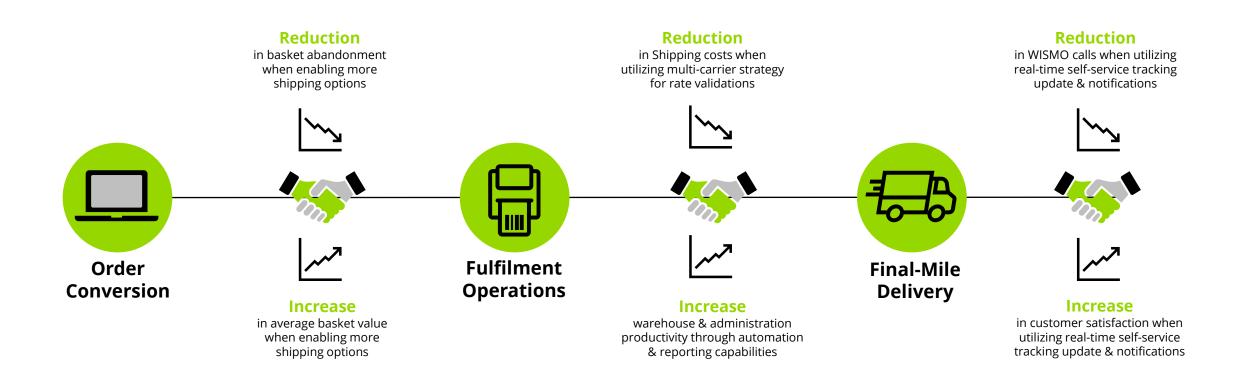


## **Consignor Return On Investment!**

NNOVATE - IMPROVE - INTEGRATE

support@michianalean.com +1 574-361-4606

Are you really paying for it...? we would argue that you are paying by not having it...!









## **Brands Using Consignor**

MOVATE - IMPROVE - INTEGRATE

support@michianalean.com +1 574-361-4606



















































and many more...





INNOVATE - IMPROVE - INTEGRATE support@michianalean.com +1 574-361-4606





## **Superdry Case Study**

support@michianalean.com +1 574-361-4606 -

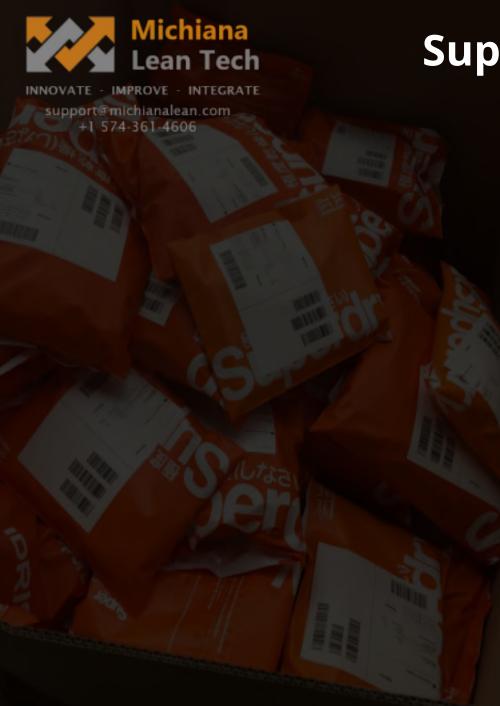
Founded in 2003 in the UK

100 countries worldwide, 21 international websites Retail, wholesale & e-commerce

Seamless delivery experience through great customer service and a hassle-free returns policy 515 Superdry branded locations (owned stores, franchises and concessions)







## **Superdry Case Study**

#### **Outcomes**

- Increase number of sales channels
- Enable more carriers in first 6 months, than in the previous 5 years
- Reduced Opex by 50% compared to previous vendor
- Support the ever-changing business needs
- Smarter decision making on reducing shipping costs
- Increased customer service





## **Superdry Reference**





#### **Gordon Knox**

Logistics Director at Superdry

Consignor is the right fit for our business, as they are agile and able to respond to our brand's ever-changing business needs, provide a stable and scalable solution with access to the carriers that we want to work with.

Moreover, Consignor has the appetite to develop new concepts and ideas with us. These are all important factors for us, as our strategy is to become a global digital brand through digital supply chains and operational excellence.







## **Superdry Reference**



#### **Ben Willetts**

Global eCommerce Service Manager at Superdry

The ability to pull all the disparate shipment data streams from our ecommerce, wholesale and store delivery providers into one place gives us the opportunity to be more strategic in our decision making with regards to managing what we do now and, just as importantly, what we do next.

We've also improved delivery visibility for customers who use our click and collect service. Additionally, cross-border delivery is now smoother for international customers through the digitisation of customs documentation.







INNOVATE - IMPROVE - INTEGRATE support@michianalean.com +1 574-361-4606





NNOVATE - IMPROVE - INTEGRAT support@michianalean.com +1 574-361-4606



The Worlds Largest Carrier Library



## **Consignor Carrier Integration**

NNOVATE - IMPROVE - INTEGRATE



25 people that are dedicated to build, support and validate integrations towards carrier standards

In the team we have Project Managers, Developers and Testers Based on priority, we develop, test and release a new carriers between 4 and 12 weeks

We **Prioritise** carrier integrations based on **Customer** requests & demand





## Michiana Lean Tech The World's Largest Carrier Library

support@michianalean.com +1 574-361-4606



















































and many more...







+1 574-361-4606

## **Integrated Systems & Platforms**































Klarna.



PEOPLEVOX DESCARTES

**CERM** 









Apport.

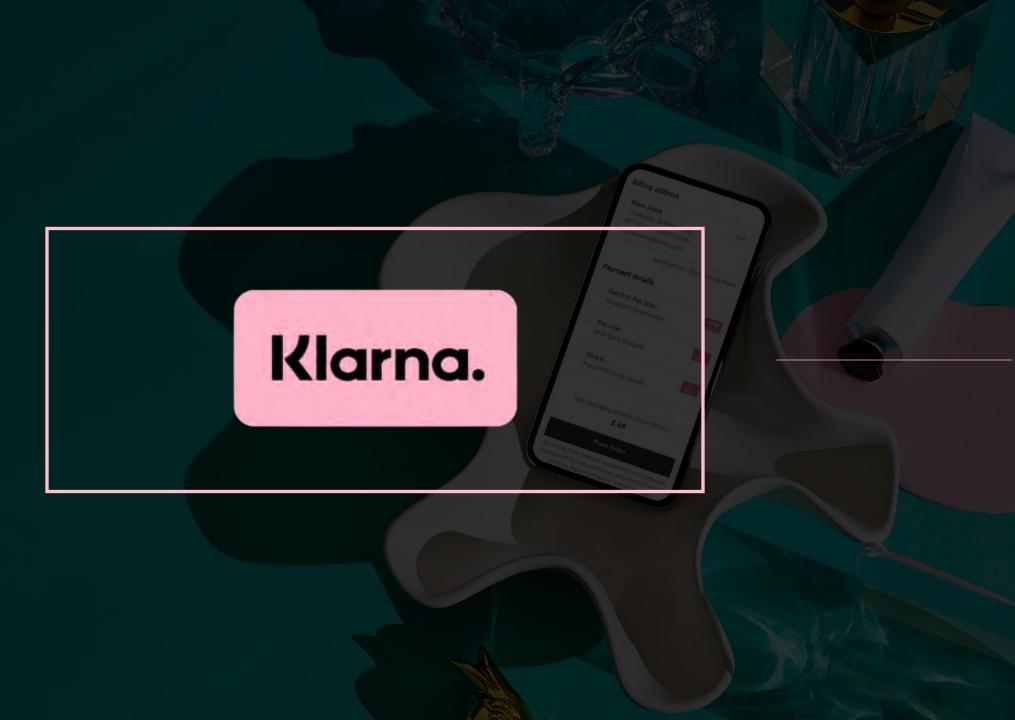
Consafe Logistics

and many more...





INNOVATE - IMPROVE - INTEGRATE support@michianalean.com +1 574-361-4606

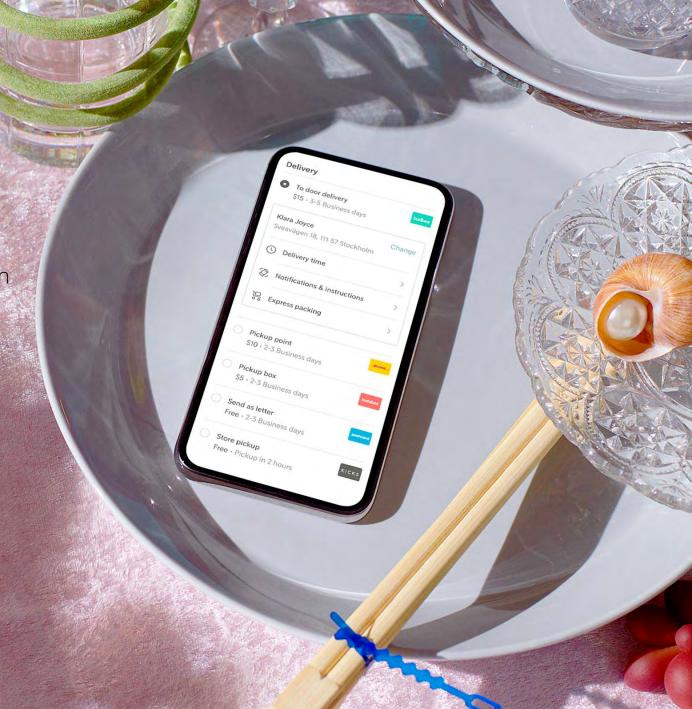




### **Access Consignor Via Klarna!**

- Klarna and Consignor have teamed up to provide an excellent check-out experience
- Connect the systems and get real-time shipping options in your website check-out

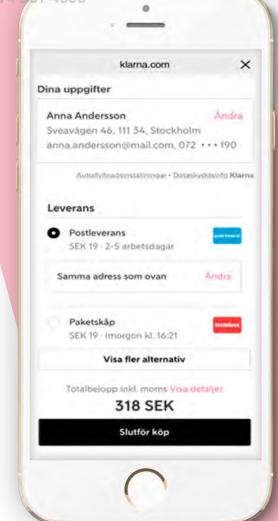
Klarna.





NNOVATE - IMPROVE - INTEGRATE

+1 574-361-4606



# Klarna.

#### Here's how it works

Connecting Klarna and Consignor is a smart way to let your customers choose how they want their packages delivered:

- We present delivery options from Consignor in the Klarna check-out
- The customer selects their preferred option
- We take care of the rest

It is always you who decides what delivery options you want to offer your customer, but when letting your customers pick the shipping method themselves, you demonstrate great flexibility and it creates a seamless buying experience





#### **Enhanced Checkout Experience!**

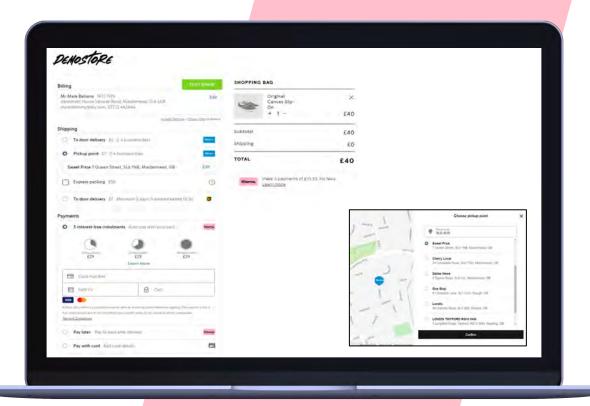
- Real-time, relevant delivery options & charges for your customers
- Own drop points / pickup points (PUDO, Click & Collect) etc...

#### Why?









https://www.klarna.com/demo/uk/eng/kp/products/



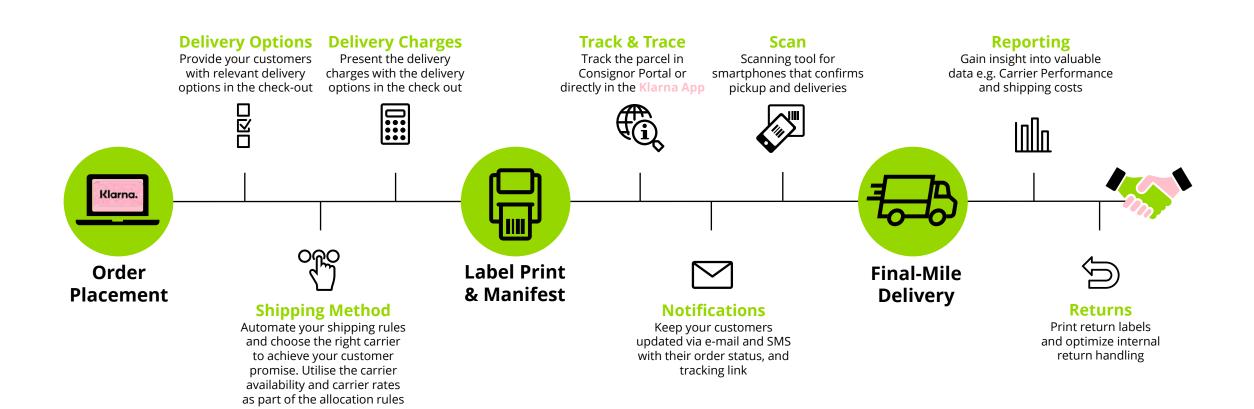


## Lead Back-Out: Where Excellent Delivery Starts!

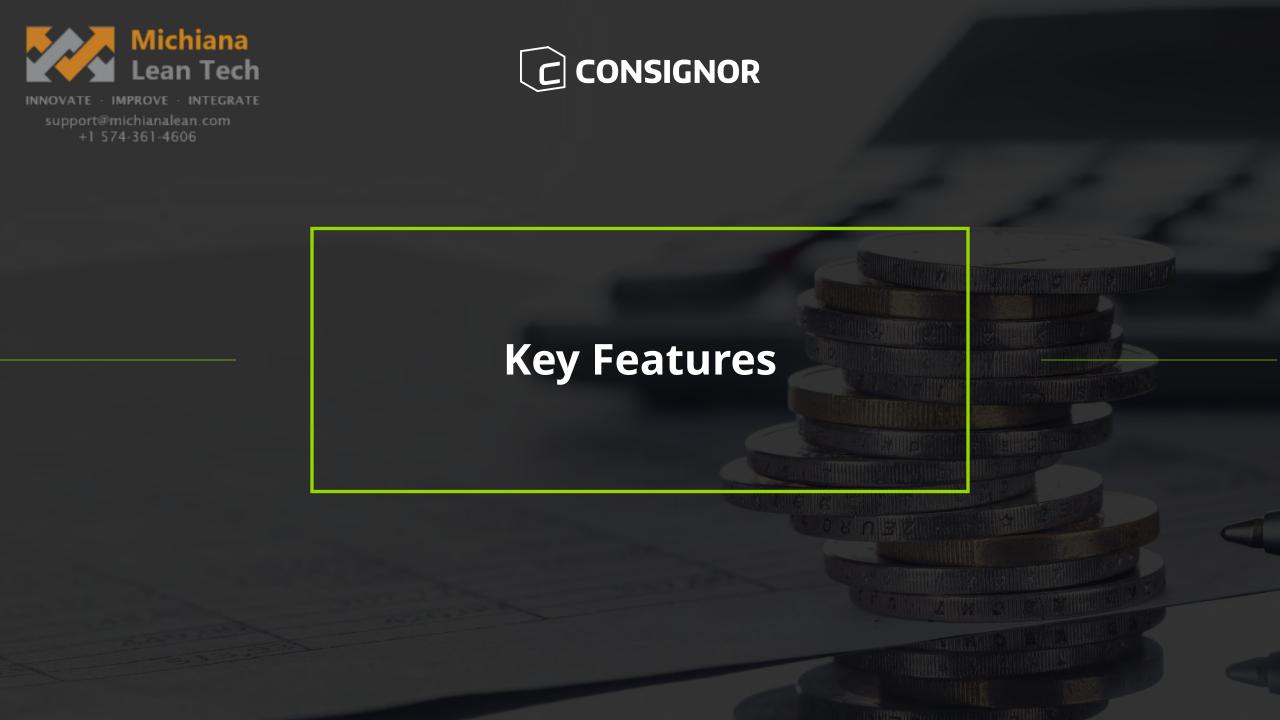
INNOVATE - IMPROVE - INTEGRATE

support@michianalean.com

Creating an easy and worry-free delivery experience – it all starts online – flexible shipping options increase the conversion rate Integrating Consignor to Klarna, customers can pick their favorite delivery alternative

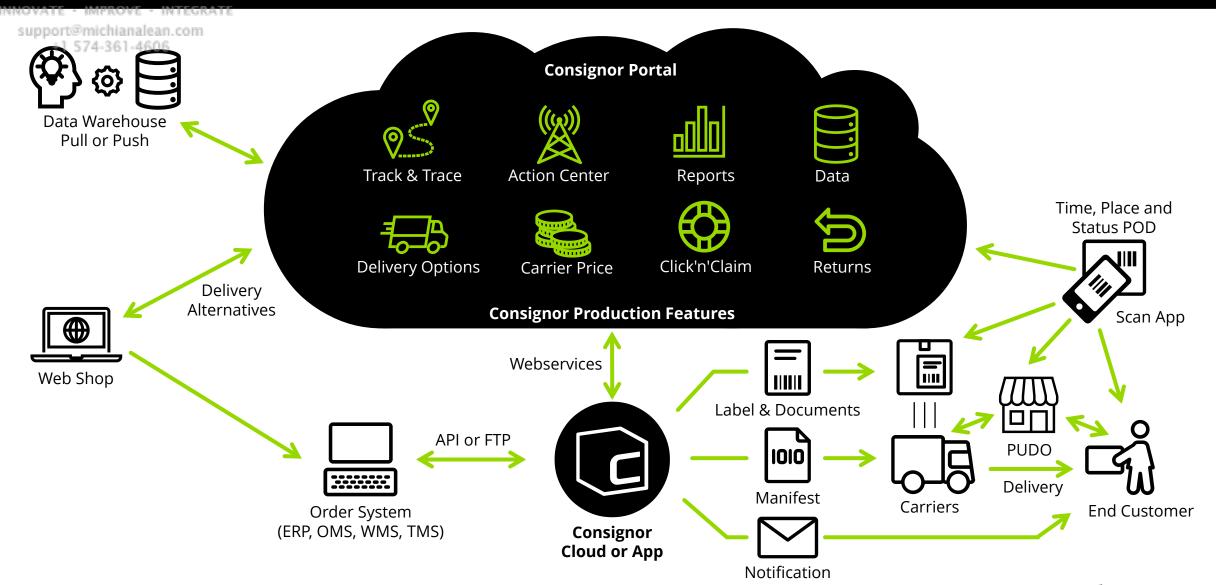








## **Consignor Platform Overview**







## **Consignor Portal**

NNOVATE - IMPROVE - INTEGRATE

support@michianalean.com +1 574-361-4606



### **Brand Customizable**















## **Consignor Invoice Control**

support@michianalean.com +1 574-361-4606

### **Validate & Report Deviations!**

- Visualize deviations between expected carrier rates and your carrier's invoiced rates
- Based on agreement with carrier
- Access via one click in Consignor Portal

#### Why?



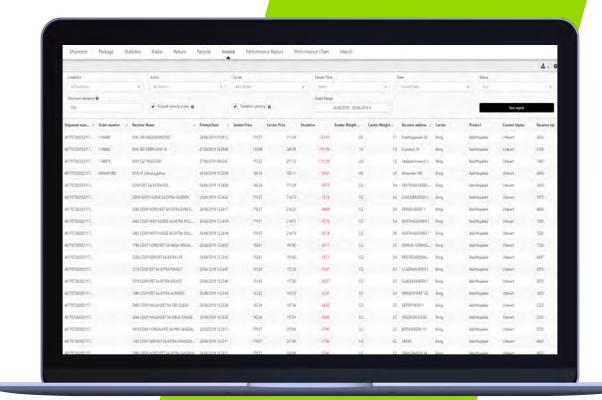
**Save Administration Time** 



**Save Money On Over-Charges & Duplicates** 



**Manage & Understand Your Delivery P&L** 

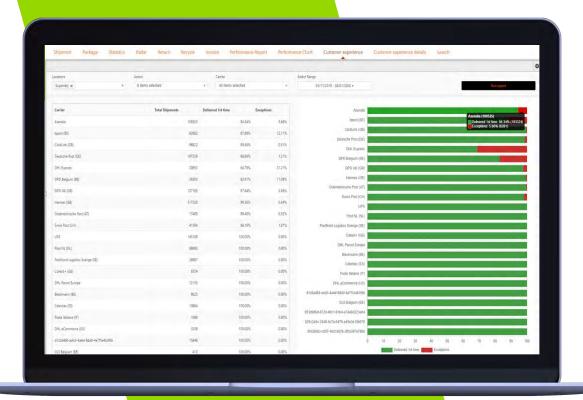






## Lean Consignor Customer Experience Insights

support@michianalean.com



### **Impacted Customers!**

Identify how customers are impacted from first time delivery failures;

- Carded
- Not Home
- Return To Sender
- Refused
- Property Access
- Insufficient Address
- Misrouted
- Damaged
- **c** Lost
- Network Delay
- Other...





## **Consignor Carrier Performance**

support@michianalean.com +1 574-361-4606

### **Success Against Contracted SLA!**

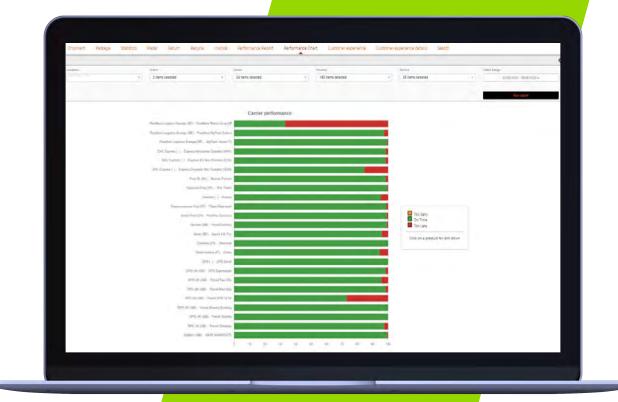
- Real-time reporting on performance
- Manage carrier account reviews with data
- Use data to improve customer experience

#### Why?





Too Late (failed to achieve promise)







## Consignor Shipping UI

support@michianalean.com +1 574-361-4606

### **Book & Print Shipments!**

Browser based access, supporting integration and auto-print. No installation required, with PDF and thermal print available...

#### Why?



Easy & Fast Access To Consignor



**Upscale With Multiple Locations** 



**Services Always Monitored By Consignor ERC** 







## **Consignor Shipment Completion**

NNOVATE - IMPROVE - INTEGRATE



### **Parcel Consolidation!**

Consolidate parcels heading for the same destination with the same carrier at the same time

#### Why?



**Master Shipment Tracking** 



**Evaluates Order Before Shipping** 



**Fewer Shipment Save Money** 





## **Consignor Click & Claim**

support@michianalean.com +1 574-361-4606

### **Insurance Your Shipments!**

- Insure valuable consignments (ad-hoc)
- Fast handling and easy claim
- Insurance premium in Consignor Portal

#### Why?













## **Consignor Dangerous Goods**

NNOVATE - IMPROVE - INTEGRATE



### Warning... Hazardous!

- Online Article Catalogue
- **c** DG Office Integration
- Printing of correct documentation

#### Why?



**Simplifies Shipping HazMat** 



**Standard Integration** 



**Print All Shipment Documents** 





## **Consignor Label Editor**

support@michianalean.com +1 574-361-4606

### **Customize Your Labels!**

All carrier labels are created as standard inline with the carrier specification, and is signed off by the carrier

However, all carrier labels can be customized to different sizes, with extra barcodes, QR codes, text, dynamic data, images, RFID enablement and more...













## Lean Tech Consignor Carrier Price Calculation

NNOVATE - IMPROVE - INTEGRATE



### **Know Your Delivery Costs**

- **©** Exact price before booking shipment
- Based on your contracted rate cards
- Prices stored in Consignor Portal

#### Why?



**Price Calculation** 



**Save Money with Allocation Selection** 







## **Consignor Inbound**

support@michianalean.com +1 574-361-4606

### **Streamline Incoming Deliveries!**

- Consignor Inbound records all incoming shipments
- Scan of the existing label or re-label
- Scan and document inbound parcels with ScanApp

#### Why?



**Internal Track & Trace** 



**Easy Internal Redistribution** 



**Reduce Lost Parcels & Wasted Time** 







## **Consignor Shipping Rules**

NNOVATE - IMPROVE - INTEGRATE



### **Automate Your Shipping!**

Your business shipping logic can be based on cheapest option, fastest option, preferred option, exclude & include options...

#### Why?











## **Consignor Notifications**

support@michianalean.com +1 574-361-4606

### **Keep Your Customers Informed!**

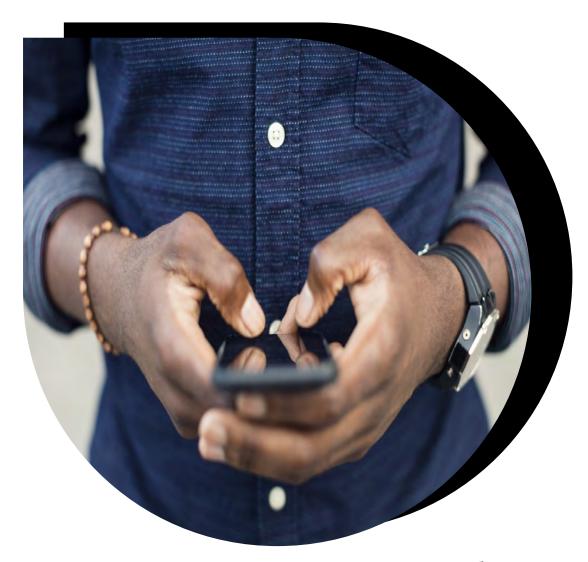
- Provide progress and tracking updates to reduce WISMO call into customer care
- Add promotional & seasonal information...

### Why?













## **Consignor Track & Trace**

INNOVATE - IMPROVE - INTEGRATE



### **Did Someone Say WISMO!**

Customers can track from any standard web-browser to remove the need to phone in... and keep updated...

#### Why?



**Normalized Across Carriers** 



**Track Shipment & Parcels** 

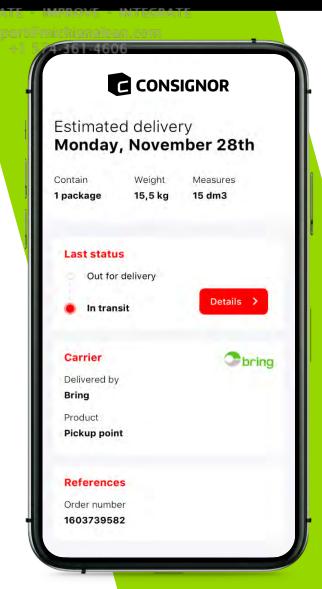


**AI: ETA Recalculation On The Fly** 





## **Consignor Shipment Viewer**



### **Consumer Focused UI!**

Customers can track from any standard web-browser to remove the need to phone in... and keep updated...

#### Why?











## **Consignor Shipment Viewer**

support@michianalean.com +1 574-361-4606

### **Consumer Focused UI!**

Customers can track from any standard web-browser to remove the need to phone in... and keep updated...

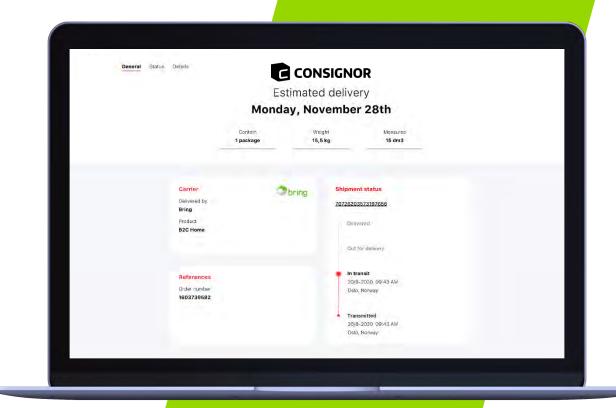
#### Why?



**Anonymised Personal Data** 











## **Consignor Returns**

NNOVATE - IMPROVE - INTEGRATE



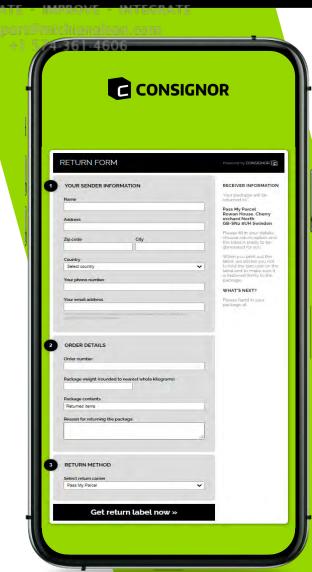
### **Return Handling Options!**

- Customer requests return via your website self-serve in customer account (API)
- Returns label printed with outbound delivery and placed inside parcel with order and invoice etc.
- Automated mail to customer with return label sent at time of shipping
- Customer Service generate return in Consignor portal and e-mail label to customer





## **Consignor Returns**





### **Simple Enablement!**

Customer can request return via your website – self service on the go... with a copy and paste HTML basic script

#### Why?











## **Consignor Delivery Options**

support@michianalean.com +1 574-361-4606

# Make Delivery A Competitive Advantage!

■ Enhance the check out experience by adding dynamic delivery options

#### Why?



**Real-Time & Relevant Options** 



**Manage Own PUDO (Pick-Up & Drop-Off Points)** 



Flexible Configuration







## **Consignor Delivery Options**

support@michianalean.com

+1 574-361-4606

Royal Mail	Nextday Delivery by Royal Mail October 16, 08:00 – 18:00 est.	£ 6.95
opd (	Nextday PM by DPD October 16, 12:00 – 20:00 est.	£ 6.00
THOP CO	Collect at Retail Store October 17, from 10:00	FREE
YODEL (	<b>3 Day by Yodel</b> October 18, 08:00 – 20:00 est.	£ 3.95

SHOP	<b>Collect at Retail Store</b> October 17, from 10:00	FREE
YODEL O	<b>3 Day by Yodel</b> October 18, 08:00 – 20:00 est.	£ 3.95
of dpd O	Nextday PM by DPD October 16, 12:00 – 20:00 est	£ 6.00
Royal Mail	Nextday Delivery by Royal Mail October 16, 08:00 – 18:00 est.	£ 6.95

THOSE OF THE PROPERTY OF THE P	<b>Collect at Retail Store</b> October 17, from 10:00	FREE
InPost out of the box	Collect at InPost Locker October 17, from 10:00	£ 3.50
POST OFFICE	Collect at Post Office October 17, from 10:00	£ 4.00
ASDA to your	<b>Collect at Asda ToYou</b> October 17, from 10:00	£ 4.95

### **Fastest Service!**

	Nextday Delivery October 16, 08:00 – 18:00 est.	£ 6.95
(2°)	Nextday PM October 16, 12:00 – 20:00 est.	£ 6.00
	Collect at Retail Store October 17, from 10:00	FREE
<b>D</b> Y	<b>3 Day</b> October 18, 08:00 – 20:00 est.	£ 3.95

### **Lowest Price!**

	Collect at Retail Store October 17, from 10:00	FREE
000	<b>3 Day</b> October 18, 08:00 – 20:00 est.	£ 3.95
	Nextday PM October 16, 12:00 – 20:00 est.	£ 6.00
	Nextday Delivery October 16, 08:00 – 18:00 est.	£ 6.95

### PUDO!



Full control on what and how you display in the checkout...





### **Consignor Action Center**

support@michianalean.com +1 574-361-4606

### **Your Very Own Control Tower!**

- Pro-active toolbox for shipments in progress
- Define, add and trigger events
- Notify costumers
- Export data to ERP system

#### Why?



**Complete Track & Trace** 



**Shipment Attention Focus** 



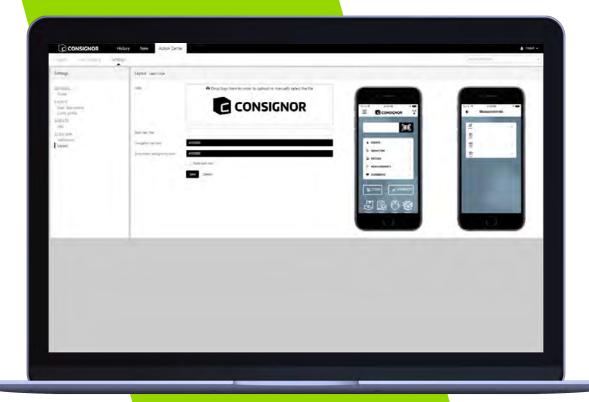






## **Consignor Action Center**

support@michlanalean.com +1 574-361-4606



### **Self-Service ScanApp!**

- **c** Configure Your Own PDA
  - Events
  - Sub-Events
  - Mandatory Actions
  - Validations
  - Containerization / Consolidation
- Create Multiple Profiles
  - Function / Group Specific
  - Add Your Brand Logo
  - Add Your Corporate Colours
- Control Your User Access
  - Invite Users Via SMS / Email
  - Delete /Block Users



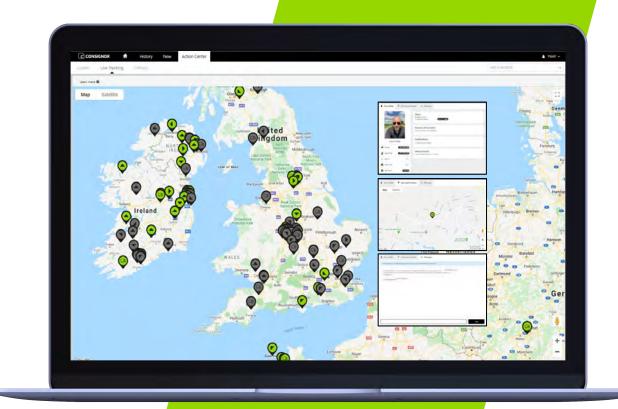


## **Consignor Action Center**

support@michianalean.com +1 574-361-4606

### **Live Tracking!**

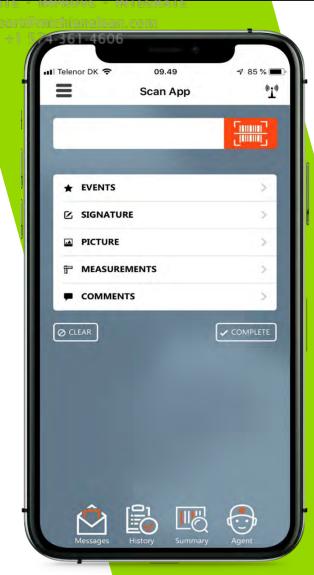
- Real Time Driver / Agent Tracking
  - Active / Non-Active
  - Stationary / Driving Direction
- **▼** View Driver / Agent Information
  - Status
  - Personal Information
  - Certifications
  - Vehicle Details
  - Last Scan GPS Pin
- Direct Message Driver / Agent







## **Consignor ScanApp**





### iOS & Android

- Smartphone or Tablet Downloadable
- In-House / Outsourced Network
- Click & Collect
- Ship-From-Store
- Containerization / Consolidation
- Configurable Events / Statuses
- **©** Sign On Glass − Signature Capture
- GPS Position Record / Scan-Point
- Photo Capture
- **■** Live-Tracking
- Live Messaging Updates
- Route Optimization / Planning
- Control Tower Via Consignor Portal





## **Consignor ScanApp**

support@michianalean.com +1 574-361-4606

### **Parent & Child!**

- Scan multiple parcels and group them together under a master container;
- Container ID;
  - Carrier Label
- Container Name;
  - Route
  - Marshall Lane
  - Dock Door
  - Cage
  - Pallet









## **Consignor ScanApp**





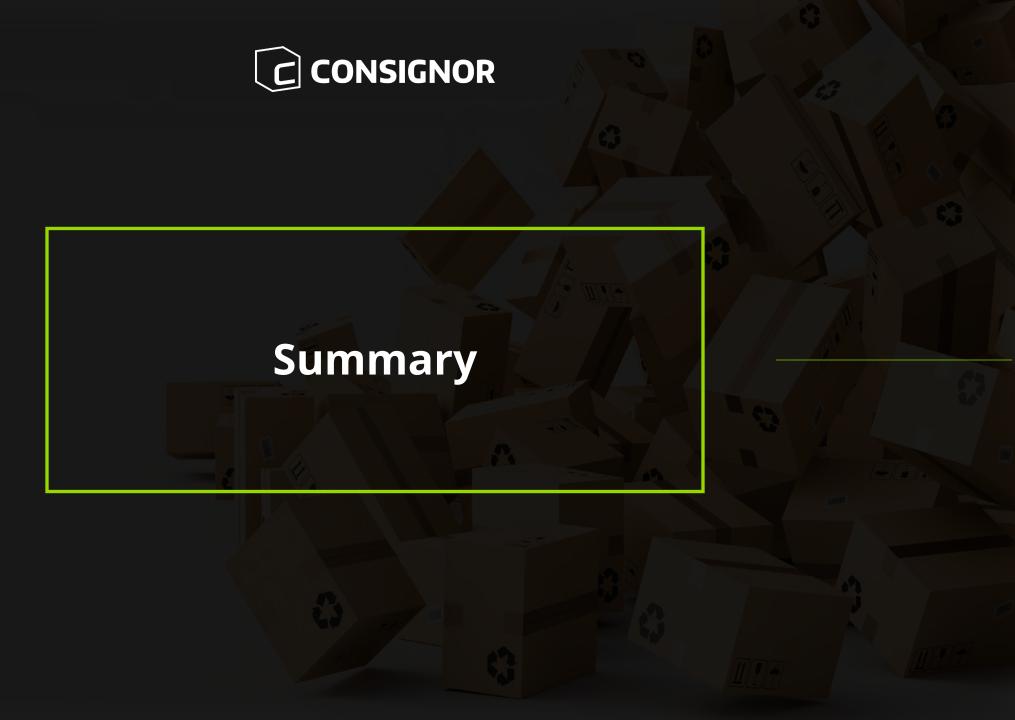
### **Route Optimization!**

- Allocate container (route)
- Calculates drop sequence
- Calculates drop time
- Calculates distance between drops
- **c** Captures POD





NNOVATE - IMPROVE - INTEGRATE support@michianalean.com +1 574-361-4606





INNOVATE - IMPROVE - INTEGRAT support@michianalean.com

support@michianalean.com +1 574-361-4606



Validate shipment according to the carrier requirements & restrictions



Automate selection of carrier based on dynamic shipping rules



See carrier rates before booking and compare invoiced carrier rates



Display available shipping options, prices and ETA to your online checkout or other system for selection



Estimated time of arrival (ETA) based on carrier agreement or Al



Automatically consolidate shipments to the same receiver to reduce transportation costs





support@michianalean.com +1 574-361-4606



Possibility for the driver to use his cell phone to update shipments with events including pictures, signatures and comments, with Route Planning and Live-Tracking



Receive notifications if goods have been damaged and filter shipments based on the time a shipment has been "In progress"



Notify the receiver of shipping status (SMS and/or e-mail)



Track statuses from Carriers, Scan App and RFID readers in realtime



Print all relevant shipping labels & documentation, and send manifest data to carriers





INNOVATE - IMPROVE - INTEGRATE support@michianalean.com +1 574-361-4606



Creation of return shipments by sender or end customer



Statistics & insights for all shipments in one place



Data export (API or File) to see the information in other systems & BI tools



Compare invoiced amount to prices in your contract with the carrier through Consignor or integration to Softlogs



Compare carrier performance and actual delivery times to what is agreed in carrier SLA contract



Overview of (end) Customer Experience by seeing failed attempts of delivery, days parcel spent at pickup point and more...



