

Intro to ShipBob



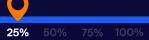


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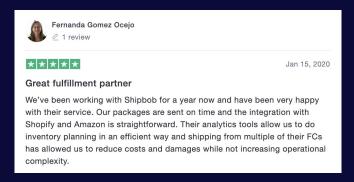


Welcome to ShipBob

On behalf of our entire team, welcome to ShipBob! Our mission is to help ecommerce brands be more successful online, and we're accomplishing that by providing easy, affordable fulfillment. We have gone through thousands of customer onboardings and believe these guides full of critical information, how-to's, and timelines provide the resources you need to succeed. We are excited to start the journey with you!

Dhruv SaxenaCo-founder & CEO

Here's what some of <u>our customers</u> have to say about our services:







ShipBob

Log into your account at web.shipbob.com

Find more guides & contact support at support.shipbob.com

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Service Level Agreements

Receiving inventory

- Takes up to 5 business days once your shipment is in the Arrived Status
- Inventory that arrives without an accurate warehouse receiving order (WRO) attached
 will be put into On-Hold receiving until a WRO is linked

Shipping orders

- Imported/created before 12pm local: Ships same business day
- Imported/created after 12pm local: Ships next business day
 Note: 12pm local time refers to the ShipBob fulfillment center

Processing claims

Takes up to 3-5 business days

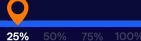
Contacting support

- Email <u>support@shipbob.com</u>
- Live <u>Office Hours</u> every Tuesday from 9am-11am Central and Thursday from 2pm-4pm Central

READ THE GUIDE

View all policies and service level agreements here. During peak season (November - December), add 1 day to all SLAs to account for higher volume.





Cost Breakdown (Overview)

View all standard pricing details here.
These are the 3 core costs you'll be billed for:

Receiving inventory

- \$25 per inbound, includes 2 hours of receiving effort
- Additional time will cost \$35/man hour

Storage

- Bin (\$5/month/bin)
- Shelf (\$10/month/shelf)
- Pallet (\$40/month/pallet)

• Total fulfillment (shipping an order)

- Varies based on 3 factors:
 - Billable weight
 - Transit distance (zone-based)
 - Choice of shipping carrier

VISIT PAGE IN-APP

View fulfillment costs for various shipping speeds and destinations in an easy-to-use module.

Need additional services pricing?

READ THE GUIDE

Additional services include B2B, pick-up orders, Amazon orders, signature required orders, shipping insurance, inventory disposal, order kitting, break down product case, packing slip required order, and large package handling.

This is the standard billing cycle on your account:

- Same-day billing for receiving a WRO
- Daily billing for total fulfillment cost (each order shipped)
- **Monthly billing** for storage

Cost Breakdown (Storage)



A quick look at the various storage locations at our Cicero facility. The size and cost of storage locations (bins, shelves, and pallets) are standard across all our facilities.

Bin 19in x 10in x 7in \$5/month/bin

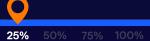


Shelf 34in x 19in x 19in \$10/month/shelf



Pallet 48in x 40in x 54in \$40/month/pallet





Cost Breakdown (Total Fulfillment Cost)

The Total Fulfillment Cost includes all packaging materials and labor required to get an order picked, packed, and shipped to your customer. This single fees includes:

- 5 picks per order (and then \$0.20 for the sixth pick and every pick after)
- Standard packaging and dunnage (view all materials <u>here</u>)
- Shipping label with tracking

Here are a few important things to review regarding the Total Fulfillment Cost:

- Understanding the shipping cost table
- Pricing for wholesale/B2B orders
- How dimensional weight works (we cover on the next slide)
- How shipping zones work (we cover on the next slide)



Dimensional Weight

Dimensional weight, also called DIM weight, is a pricing technique used for commercial freight transfer, including courier and postal services.

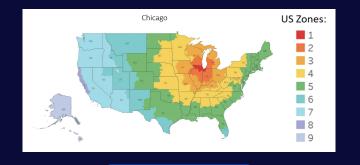
- Within ShipBob pricing, when the dimensional weight is greater than the actual weight, the dimensional weight is used instead of the package's actual weight. Dimensional weight is used for orders over 1 lb.
- Dimensional weight for domestic packages is calculated as follows: (L x W x H)/166
- Dimensional weight for international packages is calculated as follows: (L x W x H)/139

READ THE GUIDE

Learn more about dimensional weight

Shipping Zones

Shipping costs are based on package dimensions and distance. We measure distance in zones (predefined by the carriers) around each of our fulfillment centers. The higher the zone number, the higher the cost. Here's a zone map for orders originating out of our Cicero, IL facility.



READ THE GUIDE

View/download all shipping zone maps



Bob Log into your account at **web.shipbob.com**

Product Limitations & Restrictions

Due to our operational capacity and regulations from carriers, we have some product limitations that we cannot fulfill. Here is a non-exhaustive list:

- 1. Products dimensionally larger than 48in x 40in x 40in
- 2. Flares and explosives
- 3. Certain batteries (may be limited to ground transit)
- 4. Products with alcohol content above 80%
- 5. Certain CBD products (contact us to confirm)

Get in touch to verify that ShipBob can fulfill your products.

Send an email by clicking the button below

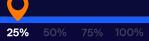
GET ASSISTANCE

Apart from the limitations, we also have a few restrictions that we will not fulfill. Read more on this below.

- Child exploitation
- Hateful content
- Intellectual properties
- Legally restricted items
- Self-harm
- Terrorist organizations

READ THE GUIDE





Your Support Ecosystem

Onboarding support (pre-shipping):

Email

support@shipbob.com

Ask an expert questions live

- Schedule
 - Tuesdays from 9am-11am Central
 - Thursdays from 2pm-4pm Central
- Click the button below to register for a live Office Hours session.

GET ASSISTANCE

Ongoing support (post-shipping):

Email

- support@shipbob.com
- First response within 2 business hours

Phone

- Direct number to access Merchant Care Representative
- Available 9am-5pm CST

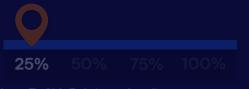


Next Steps

Now that you're familiar with how ShipBob works and your costs, here are you next steps:

- 1. Review your pricing overview <u>here</u> or <u>log in to your account</u> to view pricing and get familiar with fulfillment costs to the various destinations and shipping speeds you want to use.
- 2. Understand ShipBob policies, product limitations and restrictions, and your support ecosystem.

We'll send you more of these guides to help you get set up. You can view all guides here.



Intro To ShipBob (completed)

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- Product Limitations & Restrictions
- 6. Your Support Options



Initial Account Setup

- 1. Integrate Your Store
- 2. Add Products and Configure Preferences
- 3. Set Up Shipping Preferences
- 4. Send inventory Using Our Warehouse Receiving Order Process

