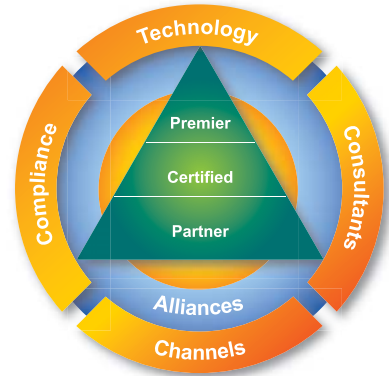




Enterprise Shipping Solutions



# Partner Overview

## Corporate Background

Founded in 1972, Kewill is the leading international company dedicated to the development and delivery of software and services to manage complex business to business and business to consumer supply chains.

Kewill has been the leader in the delivery of shipping solutions to enterprises of all sizes for over fifteen years. With over 12,000 deployments of shipping solutions, the largest ISV partner and Solution Provider network, Kewill actively works with 3rd party providers to deliver and support their customers.

This international network of partners and providers leverages the top rated shipping solutions in the marketplace to extend the value their customers receive when they integrate a Kewill offering with their ERP, WMS, CRM or other Enterprise applications.

## Market Segments

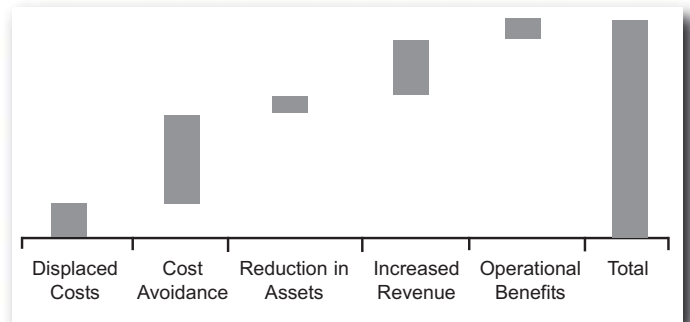
	Single Distribution Center	Multi-Distribution Center	International Origins & Destinations
High Volume			
Low Volume			

With solutions for both SMB and Large-scale enterprise, Kewill product offerings provide the ability to address virtually any shipping need. And with the broadest carrier/service coverage available in over 200 countries, Kewill delivers tools necessary to meet the needs of the most demanding shippers.

These shippers represent one of the fastest growing segments of enterprise software, with market growth exceeding 14% - over twice that of Enterprise Software overall.

## Value Proposition

Enhancements generated through the deployment of WMS, ERP and CRM systems can be lost if the customer never sees the intended benefits. With measured value delivered in five areas (displaced costs, cost avoidance, increased revenue, reduction in assets and operational benefits), Kewill Enterprise Shipping Management solutions deliver impact in areas that extend the benefits of integrated software, and add demonstrable value. Both hard and soft dollar savings are identified and tracked, enabling accurate measurement of cost savings and cycle time improvements



## Industries Served

Kewill enterprise shipping management solutions have been deployed in virtually every industry, but are particularly well received in:

- Service Parts
- 3PL
- Distribution
- Marketing Services
- Retail
- Manufacturing

Kewill has strong, referenceable customers in each of these industries.

The ability to support both Parcel and LTL functionality with multi-carrier manifesting using a single interface is a prime differentiator for Kewill - enabling superior cost management, cycle time reductions and faster, more reliable deliveries to customers. With solutions that are designed to integrate, time to value is minimized and customers can begin receiving benefits sooner.

## Product Offerings

### KEWILL™ CLIPPERSHIP

Kewill Clippership® is the most recognized and widely deployed multi-carrier shipping solution on the market. It is an attended shipping solution for organizations managing a small to medium volume of parcel shipments using one or more shipping stations in a single location.

Clippership XE (CSXE) with its fully functioned, attended and integrated workflow, CSXE is the gold standard in SME shipping solutions.

Clippership CE (CSCE) targeted functionality and pre-defined integrations into major software packages, CSCE is the rapid deployment version of the market leading shipping solution.

### KEWILL™ FLAGSHIP

Kewill Flagship™ is an enterprise class multi-carrier shipping management system that supports complex, high volume, multiple location, international and domestic shipping. Kewill Flagship was designed from the ground-up to support black box or attended ship stations in complex distribution environments.

Kewill Flagship meets the needs of the most demanding shippers. The demonstrated scalability of this shipping application enables the management of over 2,000 shipping stations from a single deployment – or over 100,000 shipments from a single shipping station.

International shipping - with additional export documentation and compliance screening modules, Kewill Flagship provides in-line trade documented and compliant checked shipments to or from over 200 countries, and can be deployed and managed internationally using a central server.

## Installed Customers

As the largest and oldest exclusive provider of enterprise shipping management systems in the market, Kewill and its Partners have implemented over 12,000 shipping systems to customers around the globe. You will find Kewill in the largest organizations in the world, and in the smallest.



## Geographies Served

With carrier support for over 200 countries, Kewill solutions have the capability of sourcing and distributing shipments worldwide. Leveraging a central server architecture, Kewill solutions have deployed in over twenty countries, using business rules and central updates originating in any of these locations to manage all installations worldwide.



## Opportunities to Partner

With solutions that have been designed to integrate into ERP, WMS, CRM and Order Management applications, Kewill offerings make an ideal fit for both Independent Software Vendors, Resellers and Systems Integrators alike. Situated on the critical path of product delivery, Kewill applications have been integrated into almost every supply chain and ERP package available...and for good reason. Kewill solutions provide “out the dock door” capability that enables you to offer a complete end-to-end solution. With the industries largest partner and CSP network, Kewill products were designed to complete the final step of the supply chain with a highly scalable, easily integrated offering.



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