



SHIP SMART SPEND LESS

SPL Group
2021



SPL GROUP LLC
SOURCING, PLANNING & LOGISTICS

SPL KNOWS THE INDUSTRY...

Exclusive industry expertise from 10+ years of hands-on experience

Laser-focused on shipping and logistics

Analysis with unique insights

Active, ongoing communication and relationships with carriers



EXPERTS IN OUR FIELD



SPL GROUP LLC
SOURCING, PLANNING & LOGISTICS

Notable Innovators

- Small Parcel
- Consulting
- Analytics
- Insights
- Audit



WE CAN PROVE IT

Innovation is in Our DNA



Always looking
to the future



Identifying new approaches
to shipping management



Creative
problem-solving



Tech-driven
business insights



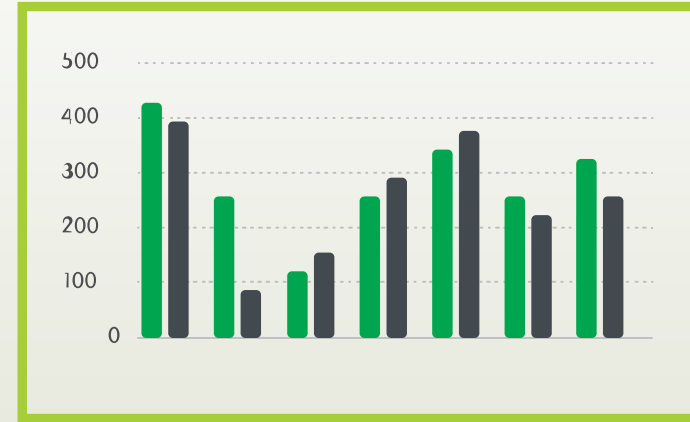
AI, ML,
data analytics



Custom support
for YOU



Give us six months of shipping data



We'll give you optimizations



YOUR SUCCESS IS OUR SUCCESS

- ✓ 100% Confidentiality
- ✓ Unbiased Advisors
- ✓ Independent from Carriers
- ✓ Negotiating rates based upon the way YOU ship
- ✓ Leveraging over 3 Million data points on shipping a year
- ✓ Working for You

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Shipment Analysis
5/25/2020 - 11/24/2020

SPL Group
1385 Broadway, Suite 902 New York, NY 10018
(877) 486-7918

Client: [Redacted]
Carrier: FedEx

Total FedEx Charges \$ 639,180.97 Fuel surcharge Weekly
Total Number of Shipments 59,717 Dim Factor Ground, HD, Intl Ground - 166
All others, including smartpost -139

Weight distribution (lbs)	Count	%
0-1	48	0.08%
1-5	27,113	45.41%
6-10	16,703	27.97%
11-20	12,664	21.21%
21-30	2,421	4.05%
31+	1,346	2.25%

Service	Count	% of Shipments	Amount	% of Spending	Incentive	MPP	Fluctuation 5/28 - 8/20
FedEx First Overnight	1	0.00%	\$ 82.43	0.02%	0.00%		
FedEx Priority Overnight	36	0.06%	\$ 1,415.83	0.29%	63.00%	\$ 16.56	61%, 62%
FedEx Standard Overnight	5	0.01%	\$ 159.06	0.03%	63.00%	\$ 16.34	62%
FedEx 2Day A.M.	5	0.01%	\$ 257.88	0.05%	43.00%		41%
FedEx 2Day	5	0.01%	\$ 174.12	0.04%	43.00%		41%
FedEx Express Saver	1	0.00%	\$ 28.07	0.01%	42.00%		42%
FedEx Intl Priority	11	0.02%	\$ 2,549.37	0.52%			see below
Ground	4,173	6.99%	\$ 42,347.60	8.63%			see below
Home Delivery (HD)	19,422	32.52%	\$ 200,222.83	40.80%			see below
Smartpost	36,045	60.36%	\$ 243,327.66	49.55%			see below
International Ground	10	0.02%	\$ 183.83	0.04%	30.00%		
International Home Delivery	3	0.01%	\$ 26.83	0.01%	30.00%		
Total	59,717		\$ 490,777.53				

Weight (lbs) / Incentive	From 8/31		Fluctuation from 5/28 to 8/31		Ground Return
	Ground	HD	Ground	HD	
1-5	47.00%	47.00%	42.5%, 44%	42.5%, 44%	27.0%
6-10	47.00%	47.00%	42.5%, 44%	42.5%, 44%	31.0%
11-20	47.00%	47.00%	42.5%, 44%	42.5%, 44%	33.0%
21-30	49.00%	49.00%	30%, 44.5%, 46%	44.5%, 46%	37.0%
31+	49.00%	49.00%	44.5%, 46%	44.5%, 46%	39.5%
MPP	\$ 7.83	\$ 7.83	\$ 7.83	\$ 7.83	\$ 8.23

Note: HD to Hawaii, 0%

Smartpost Weight (lbs)	From 8/5		Before 8/5	
	Incentive	Fluctuation	Incentive	Fluctuation
1-4	32%	46%, 51%		
5-9	32%	31%		
10+	32%	15%		
MPP	\$ 5.73	\$ 6.23		

Service	DIM	Count	# pkg Dimensionalized	% of Count	Avg Actual Wgt	Avg Rated Wgt
Ground + HD	166	23,395	21,368	91%	8.2	15.6
Smartpost	139	36,045	26,751	74%	2.3	5.3
Express	139	93	32	60%	6.4	13.3

Export with MPP	Zone	Count	Spending	Incentive	Duty and tax charge
A:CA	4	\$ 151.53	83%		Declared value \$ 1,045.80
D:GB	1	\$ 15.70	Ltr 75%		Declared value charge \$ 42.00

Import	Zone	Count	Spending	Incentive
F:HK	6	\$ 2,382.12	0%	

Surcharge	Cost	Ground		Home Delivery		Smartpost	
		Incentive	Count	Incentive	Count	Cost	Incentive
AHS - Dimensions	\$ 15.00	0%	8	\$ 15.00	0%	63	
AHS - Weight	\$ 24.00	0%	31	\$ 24.00	0%	17	
AHS - Packaging	\$ 13.00	0%	70				
Address Correction	\$ 17.00	0%	3	\$ 17.00	0%	63	
DAS Comm	\$ 2.21	28%	253				
DAS Residential	\$ 4.40	0%	170	\$ 3.00	25%	2,680	\$ 1.46 25% 5,599
DAS Extended Commercial	\$ 2.59	26%	183				
DAS Extended Residential	\$ 5.40	0%	204	\$ 4.03	25%	2,130	\$ 1.84 25% 4,856
Direct Signature	\$ 5.23	0%	3				
Oversize charge	\$ 100.00	0%	7	\$ 120.00	0%	6	
Residential Delivery	\$ 4.63	0%	1,388	\$ 2.60	40%	19,391	
Subtotal	\$ 11,893.33		2,324	\$ 70,227.10		24,350	\$ 17,113.26 10,437

GETTING STARTED

It's Simple...

- Let our trusted representative discuss the SPL advantage
- Give us data this week, get your report next week



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