



# E-COMMERCE SOLUTIONS FOR SHIPPING PROVIDERS

## The Current Situation

The need for traditional postal services, such as sending letters and documents, is disappearing. Simultaneously, the demand for parcel shipments within the e-commerce environment is increasing exponentially. The advancement towards a single digital market is opening tremendous opportunities for carriers within the e-commerce space beyond the traditional shipping service.

Many traditional carriers have already started offering services aimed at e-merchants. However, developing and maintaining state of the art e-commerce solutions inhouse is prohibitive due to limited resources and technical knowhow. Furthermore, the market entry of new shipping providers, focusing specifically on e-merchants, is increasing the level of competition. The winners in this space will be the most innovative companies that have a trusted name and a broad platform of state of the art e-commerce solutions.

## The Solution

Implement a turnkey e-commerce solution suite, customized to your local market and built upon your strong brand. Your established name will provide a trusted foundation in the dynamic e-commerce marketplace in your region, thereby strengthening your core business and creating new sustainable revenue streams.

Your e-commerce future will be built on your existing assets and strengths:

- Established marketing and sales channels
- High level of traffic on your website
- Strong brand recognition and existing customer base
- Shipping services tie seamlessly into new solutions

We provide the ongoing innovation and technical knowledge to help you become the market leader for e-commerce solutions in your region.



## The result

Become a leading e-commerce solutions provider by incorporating your strengths and well-known brand into your digital transformation roadmap. During this process, you will **reinforce your core business** through increased parcel volume, **add new sources of revenue** from e-merchants, and position yourself as the most trusted e-commerce partner in your country.

Jumpstart your digital transformation with your own branded e-commerce ecosystem. With Incubout as your partner, we will leverage your trusted name to build a lasting foundation for future innovation.



Strengthen core business



True partner



More influence in the digital landscape



New sources of revenue

# SUMMARY

## The Current Situation

- Decreasing volume of traditional business
- Growing competition to reach e-merchants
- Little influence on e-commerce shipping
- Lack of internal resources and technical know how

## The Solution

- Turnkey e-commerce solutions localized to your market and under your brand
- White label model for minimal investment and time to market
- Maintain your focus on sales and marketing; no new technical resources required
- Integrate your existing carrier services to new solutions

## The Result

- Become a trusted leader of e-commerce solutions in your region
- Strengthen your core business with increased parcel volume
- Generate recurring revenue streams from online merchants
- Establish an e-commerce ecosystem as the foundation for future growth
- Position your brand as a key driver of digital innovation



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