

7 WAYS TO ACCELERATE ROI

**WITH PROSHIP
SHIPPING SOFTWARE**

Shipping continues to accelerate, and customers expect fast, predictable delivery in an always-on world.

If you're losing customers due to delivery speed, cost, or inconsistent performance, it's time to rethink your parcel strategy. Revenue goals are easy to set, but protecting margins is what truly drives long-term growth. One of the most effective ways to improve profitability is by optimizing your shipping operations.

Modern multi-carrier shipping software automatically chooses the ideal carrier and service level, ensuring the best delivery experience at the lowest cost. It also gives you carrier freedom and strategic flexibility, helping you adapt to market changes, carrier surcharges, and evolving customer expectations.

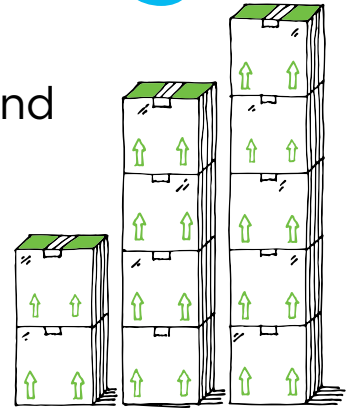
And as your business grows more complex, the right platform should provide the **control, scalability, and reliability** needed to support new facilities, higher order volumes, and changing customer demands. With a solution built to manage complexity, you can consistently deliver on your promises and stay ahead of competitors.

HERE ARE 7 WAYS investing in the right multi-carrier shipping software solution will accelerate your growth and pay your company dividends.

#1 Automated Rate Shopping

30%
REDUCTION IN SHIPPING COSTS
IS COMMON
WITH ADDITIONAL
CARRIER OPTIONS

Today's customers expect fast, flexible, and reliable shipping and delivery options. Meeting those expectations without inflating shipping costs can be a major challenge. ProShip helps you choose the more cost-effective service for every shipment by giving you the ability to automatically compare rates across global, domestic, regional, last mile, and specialty carriers.



SAVE MONEY AND DELIVER GREAT EXPERIENCES WITH ADVANCED DATE SHOPPING.

Utilize **Advanced Date Shopping (ADS)** to ensure you hit promised delivery dates by accounting for carrier calendars, weekend impacts, and last trailer pulls. This allows you to confidently use lower cost service levels even during peak season while still meeting customer expectations. As a result, shippers consistently reduce shipping costs and improve the delivery experience, even during the busiest time of the year.

ADS helps eliminate unnecessary premium services, prevents delivery delays, and ensures every shipment is optimized for both cost and performance.

Use Advanced Date Shopping to ensure a December 24th delivery by allowing ground services to be used for a five-day shipment from New York to California.



#1 Automated Rate Shopping

AUTOMATED RATE SHOPPING REDUCES SHIPPING EXPENSES



ANNUAL PARCEL SPEND:
\$5 MILLION



MINIMUM SAVINGS
OF 6%+



\$300,000 REDUCTION
IN SHIPPING EXPENSES

US PARCEL MARKET
IS EXPECTED
TO GROW **36%**
BY 2030*

Utilize multi-carrier rate shopping
to always hit your promised
delivery dates at the lowest cost

ProShip's **fully automated rate shopping**, including Basic Rate Shopping, Time in Transit Rate Shopping, and Advanced Date Shopping, uses smart criteria and algorithms to quickly select the most cost-effective option that meets your delivery requirements. With access to regional, last mile, and specialty carriers, you gain greater flexibility, competitive pricing, and streamlined transportation decisions across your network for faster, more reliable, and more profitable shipping.

*Source: Pitney Bowes

#2 Faster Shipment Processing

Today there is enormous pressure for next-day or same-day delivery. Meeting these expectations is essential for staying competitive, but it becomes costly if your operations are not equipped to handle them efficiently. ProShip's industry-leading processing speed helps every location save time and money without adding extra labor or system strain. You can quickly produce carrier-compliant labels, documents, and manifests, which reduces manual work and removes bottlenecks across your operation.

31% 
**COMPANIES EXPERIENCED
WAREHOUSE EFFICIENCIES
WITH MULTI-CARRIER
SHIPPING SOFTWARE***

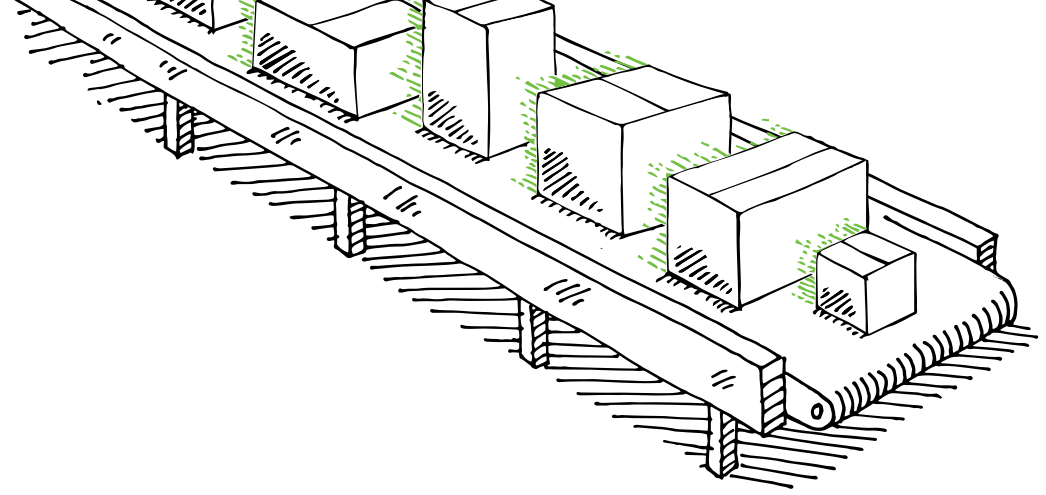
THE GLOBAL SAME-DAY
DELIVERY MARKET IS EXPECTED
TO MORE THAN DOUBLE FROM
2024 to 2030
(\$14.4B to \$36.2B)*



#2 Faster Shipment Processing

With the fastest and most reliable carrier engines in the industry, ProShip enables you to get your products on the truck faster 24/7/365. ProShip can handle:

- Multiple warehouses and distribution centers
- Complex shipping methods and procedures
- Custom business rules



**PROSHIP HELPED A FORTUNE
500 RETAILER CLEAR OVER
5.5 MILLION PACKAGES
DURING BLACK FRIDAY WEEK 2025.**

Automated Shipping
Software saves time, which ultimately increases ROI.

**5,000
PACKAGES
SHIPPED
EACH DAY**

**5 SECONDS LESS
PER PACKAGE
WITH AUTOMATED
SOFTWARE**

**6.9 HOUR
REDUCTION IN
STAFF PER DAY
@ \$24/HOUR**

**\$43,000
SAVINGS
ANNUALLY**



Days



Optimize your transportation processes by leveraging LTL routes with Automated Shipping Software.

**35 LTLs
PER DAY**

**15 MINUTES LESS
PER PACKAGE
WITH AUTOMATED
SOFTWARE**

**8.75 HOUR
REDUCTION IN
STAFF PER DAY
@ \$24/HOUR**

**\$54,600
SAVINGS
ANNUALLY**

#3 Order Visibility

**LIVE PACKAGE
VISIBILITY
LEADS TO**

40%

**LESS CALLS TO
CUSTOMER SERVICE**



Consumers expect immediate access to information, making order visibility an essential part of a modern shipping strategy. ProShip provides complete visibility within your enterprise software and instant tracking once packages leave your facility. This empowers customers to check the status of their orders on their own while never leaving your website, which reduces the demand on your customer service team.



Retailers that use a shipment tracking interface offer real-time updates on package status, delivery progress, exception alerts, and e-notifications to consumers while also monitoring productivity reports. This level of visibility helps operations identify issues before they become customer problems and provides the transparency today's shoppers expect.



View live package exceptions before they are problems




Real-time shipping data improves customer service

88% OF CUSTOMERS SAY REAL-TIME DELIVERY TRACKING IS CRITICAL TO A POSITIVE CUSTOMER EXPERIENCE.*

Source: CapitalOne Shopping Research

#3 Order Visibility

67% 

CUSTOMERS EXPERIENCED

CUSTOMER SATISFACTION IMPROVEMENTS WITH MULTI-CARRIER SHIPPING SOFTWARE

Self-serve order tracking saves you money.

Even if you only get 30 calls a day—at five minutes per call—**you win.**



AN
EMPLOYEE AT
\$24/HOUR



30 CALLS
X 5 MINUTES CALL
= 2.5 HOURS
SAVED DAILY



Days

2.5 HOURS
SAVED DAILY
X 260 WORKING
DAYS/YEAR =

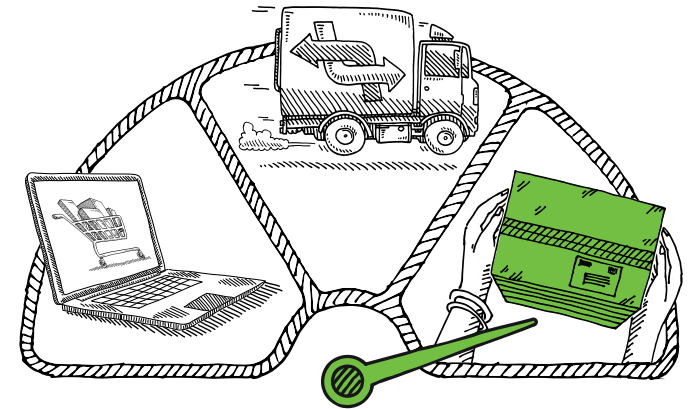


**\$15,600
SAVINGS
PER WORKER
PER YEAR**

#4 Accuracy and Performance

Every mis-picked, mis-packed, mis-labeled or mis-shipped customer order adds unnecessary costs and slows down the fulfillment process. These errors impact profitability, delay deliveries, and can ultimately cost you a customer. That is why accuracy and performance are essential in any high-volume shipping operation.

A strong shipping software solution validates addresses through carrier-certified or third-party services before labels are created. ProShip applies custom business rules that reduce preventable errors, limit correction fees and improve on-time delivery rates across your network. With better accuracy at the start of the process, you avoid downstream exceptions and keep shipments moving efficiently.



23%

**COMPANIES
EXPERIENCED**

**CASH FLOW IMPROVEMENTS
WITH MULTI-CARRIER
SHIPPING SOFTWARE**



#4 Accuracy and Performance

Accuracy and performance depend not only on verifying data and preventing errors but also on the strength of the carrier engine behind every transaction. API-only connections often create bottlenecks, adding latency, rate-limit issues, and slower response times during peak periods. On-premise engines offer greater speed and consistency, while hybrid models blend reliability with the flexibility needed to support modern integration requirements. Choosing the right carrier engine architecture has a direct impact on throughput, uptime, and the overall performance of your shipping operation.

ProShip supports both on-premise and hybrid deployment models to ensure fast, dependable processing in even the most complex, high-volume environments. By combining on-premise speed and control with the adaptability of API connectivity, ProShip gives shippers the stability they need for mission-critical execution along with the flexibility required as networks evolve. This balanced approach improves uptime, increases throughput, and drives stronger ROI across all shipping locations. [Explore how each architecture affects performance.](#)

PROSHIP MULTI-CARRIER SHIPPING SOFTWARE is designed to keep operations running without interruption. With versionless architecture, it supports multiple instances and services running at the same time without requiring downtime for updates or maintenance. This ensures continuous processing, consistent performance, and higher productivity across every part of your shipping operation.

#5 Capture the Cart

Today's online shoppers expect clear and flexible shipping choices at checkout. When delivery options are missing or unclear, customers lose confidence and often abandon their purchase. In fact, 48% of consumers abandon their carts due to extra costs, including shipping fees*. Providing multiple shipping speeds, transparent pricing, and carrier variety helps shoppers feel in control and improves their likelihood of completing the order.

WITH THE ADDITION OF MORE SHIPPING OPTIONS, RETAILERS SEE:



33%

REDUCTION IN CART ABANDONMENT



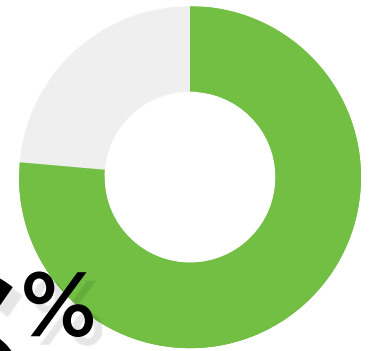
17%

INCREASE IN THE AVERAGE ORDER VALUE

Sources: DHL*, Sifted**

72%

OF SHOPPERS WANT TO SEE MORE FREE DELIVERY OPTIONS*



76% OF CONSUMERS ARE INFLUENCED

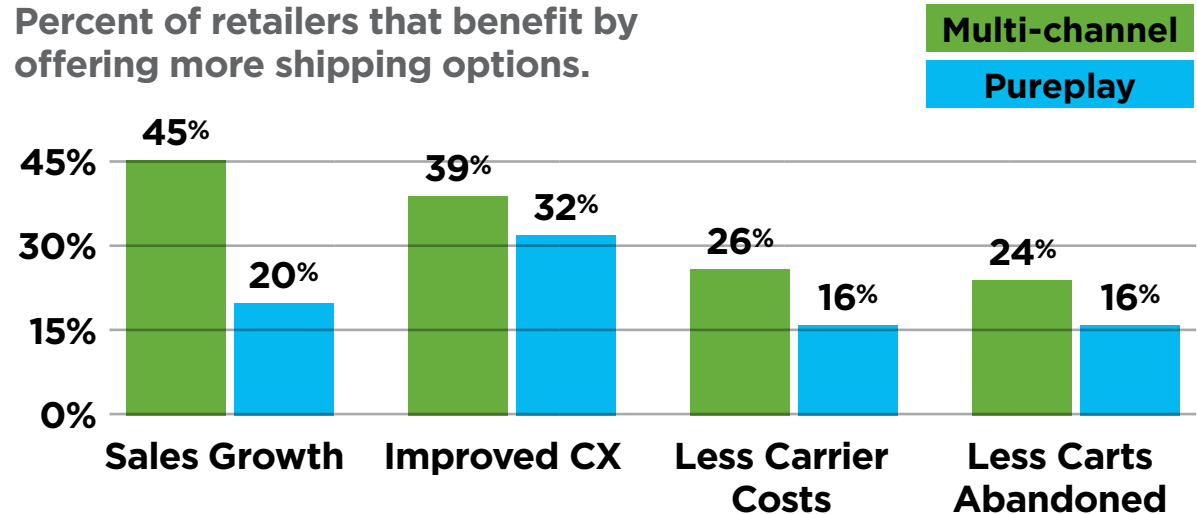
TO REPURCHASE FROM A BRAND WHEN SHIPPING EXPERIENCES ARE ENJOYABLE**

#5 Capture the Cart

Retailers Benefit from Great Shipping

Investing in better shipping pays back big. It's a sustainable marketing tactic that helps improve customer experiences, increases sales, and reduces carrier costs.

Percent of retailers that benefit by offering more shipping options.



REDUCING CART ABANDONMENT INCREASES REVENUE



\$100 MILLION IN GMV ANNUALLY



0.5% REDUCTION IN CART ABANDONMENT



1%+ INCREASE IN SALES



\$1 MILLION REVENUE INCREASE ANNUALLY

#6 Expand the Marketplace

Consumers expect seamless access to products across borders, and global e-commerce growth has made international fulfillment a critical part of retail strategy. Shipping software helps reduce cross-border shipping costs while expanding your marketplace reach worldwide by supporting diverse carrier networks and meeting international shipping requirements. Rate shopping the most competitive shipping rates and ensuring international compliance mandates are met is essential to delivering a reliable customer experience. Retailers find that automated shipping and manifesting software simplifies international fulfillment, improves accuracy, and makes global commerce easier, more efficient, and more cost effective.

 **8.2%**
GLOBAL PARCEL
GROWTH

THE RIGHT
SHIPPING FEATURES
CAN INTRODUCE A

30% REDUCTION IN
CROSS-BORDER
SHIPPING EXPENSES

A CROSS-BORDER
INITIATIVE CAN OPEN
UP YOUR MARKET TO

2.77 
BILLION
GLOBAL RETAIL
CONSUMERS

41% OF CONSUMERS ARE
DETERRED FROM BUYING

FROM AN INTERNATIONAL E-COMMERCE
BRAND IF THE AMOUNT OF DUTIES AND
TAXES ARE NOT CLEAR AT CHECKOUT*

Sources: SellersCommerce*, Source: UPS**

#7 Additional Bonus Benefits

86%

OF RETAILERS SAY
**SHIPPING OPTIONS
INCREASE SALES**

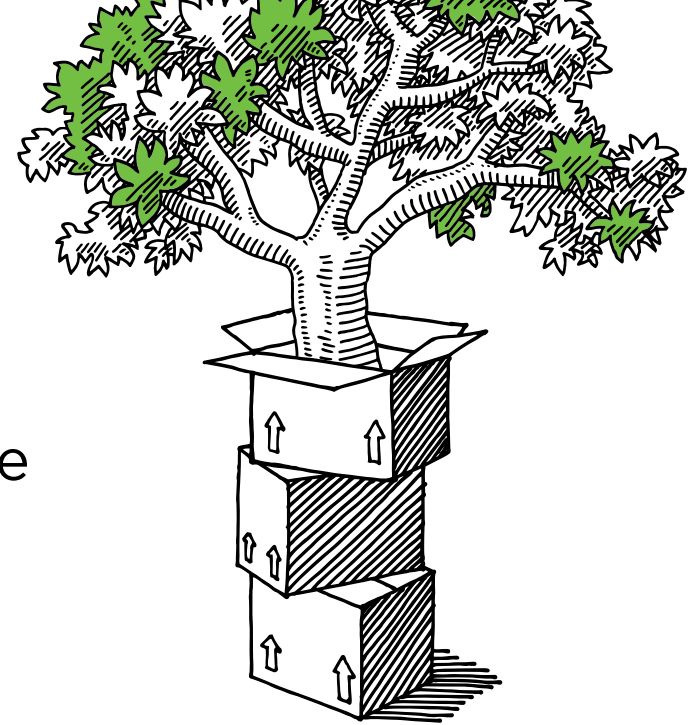
Besides saving you money, ProShip shipping software offers many other benefits including:

- Customized and compliant labeling that reduces chargebacks for non-compliance issues and minimizes shipping overspend by ensuring accuracy across even the most complex shipping environments.
- Operational precision that supports reliable delivery outcomes, helping strengthen customer trust and encourage repeat purchases.
- A scalable, future-ready shipping platform designed to evolve with your business, eliminating the need for future replacement as your strategy, volume, and carrier mix grow.

27% OF COMPANIES ACQUIRED
**NEW DELIVERY CAPABILITIES
WITH MULTI-CARRIER SHIPPING SOFTWARE**

ProShip ROI

HOW IT ALL ADDS UP



What happens when retailers save a minimum of 6% with multi-carrier shipping software while some save 30% or more?

Everybody wins.



Plus access to millions of international customers.

Delivering cost-effectively and on time while maintaining full carrier compliance is essential in today's fast-moving retail environment. Every shipment matters, and the ability to execute with accuracy and reliability directly impacts customer loyalty and business performance. To outperform competitors, expand into global markets, and create lifelong customers, ProShip's multi-carrier shipping software provides the foundation you need. When your goal is sustaining growth and measurable results year after year, it all adds up to ProShip.

Here are just some of the leading brands that are winning with ProShip multi-carrier shipping software.

PETCO

“ ProShip shipping software has allowed us to scale our e-commerce fulfillment network within our DC and ship-from-store network with ease. The flexibility and speed to rate and service shop multiple carriers instantaneously has allowed us to reliably ship 10’s of thousands of packages daily through multiple channels. ”

— Christopher Fall, Manager Omnichannel Fulfillment & Supply Chain Optimization, Petco [See How Petco Won.](#)

ULTA BEAUTY

“ We went live in all 3 Manhattan DC’s close to peak with minimal issues. This gave us the confidence to utilize ProShip in other areas of the business. We are happy to tell that story. ”

— Kevin Norsen, Director of Logistics and Strategy, ULTA Beauty [See How Ulta Won.](#)

TREK BICYCLES

“ This is a high-quality system. We looked at the cost versus return on investment and soon found that the ROI was less than one year. If Trek sees a return on investment in less than one year, we’re going to do it. ”

— Loyal Reiersen, Midwest Distribution Center Manager, Trek Bicycles [See How Trek Won.](#)



Conclusion

Shipping plays a critical role in the performance of retailers, 3PLs, manufacturers and healthcare companies, and optimizing it can transform fulfillment from a cost center into a meaningful driver of profit and customer loyalty. ProShip multi-carrier shipping software ensures every package is delivered on time, to the correct destination, and at the lowest possible cost, strengthening both operational efficiency and the customer experience. For shippers focused on scalable, long-term growth, ProShip is an investment that delivers significant and lasting returns.



About ProShip, Inc.

ProShip's suite of leading multi-carrier shipping software solutions empower businesses of all sizes to simplify parcel and LTL workflows, automate shipping tasks, and take complete control of their shipping strategy. As a premier logistics technology provider exclusively dedicated to shipping software solutions, ProShip is committed to delivering powerful shipping software today and into the future. **Trusted by leading brands, ProShip is the last shipping software you'll ever need.**

[ProShipinc.com](https://proshipinc.com)

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