



SPIRE MEETS SHIPSTATION



SPEAKERS

Ken Fike

Partnerships Manager at ShipStation

Armand Javdan

Senior Consultant at Evron



Agenda

- How ShipStation Works
- ShipStation Features
- Integration Features
- Integration Workflow
- Live Demo of Integration
- QA Session



KEN FIKE

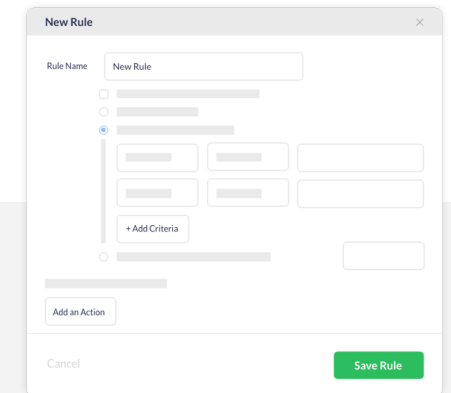
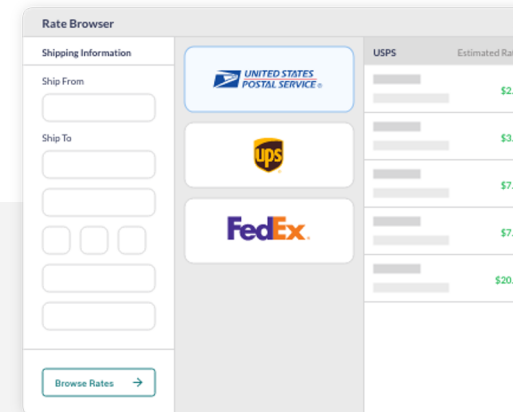
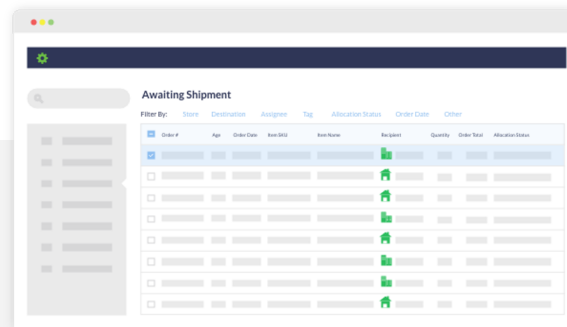
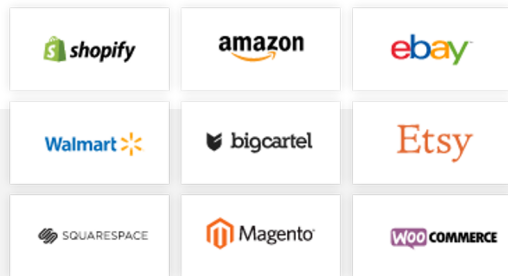
MANAGER, ERP, EDI & IPAAS PARTNERSHIPS

ShipStation®



How ShipStation Works

Import, manage, and ship online orders



Save Time and Money on Shipping

Free Shipping

- 88% of customers prefer to shop on websites that offer free shipping
- Inject the cost of shipping into the item's price

Fast Shipping

- Offer “Same day shipping” for all orders. This is not the same as “Same Day Delivery” but it's a good hook for your customers. It just means you'll ship the order out on the same day as when the customer placed the order.

Leverage Multiple Carriers

- Not only does shipping with multiple carriers give you a broader range of rates—helping you find the best possible rates. Using multiple carriers gives you more leverage in negotiating your rates.

How ShipStation helps:

Thanks to our tremendous volume we've negotiated rates reserved for fortune 500 companies

Control shipping costs by comparing real-time rates and delivery times with our Rate Calculator

Ship from store to turn any storefront into a fulfillment center

Print thousands of labels quickly from anywhere, allowing you to get packages out quickly



X

ShipStation[®]

Canada Post features we support:

Solutions for Small Business

True to our motto—wherever you sell, however you ship—no matter the size of your business, your label type is supported.

Contract Rates

Any label you create with ShipStation will use your contracted rates with Canada Post

Auto-splitting of Manifests by Warehouse

Have multiple warehouses? We'll auto-split your daily manifests by the different locations from which you ship

Return Labels

Easily create return labels with your ShipStation account & Canada Post

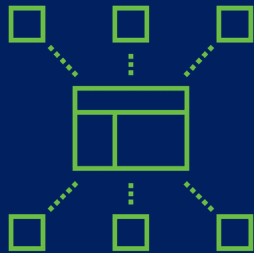
Tracked Packet

Create labels for small lightweight shipments using the Tracked Packet service.

Proof of Age

Add Canada Post's "Proof of Age" delivery confirmation to applicable shipments.

Additional Resources



ROI Calculator

<https://info.shipstation.com/shipping-calculator-evron>

Cheapest Way to Ship Ebook

<https://www.shipstation.com/blog/cheapest-way-to-ship/>

Customer Expectations Around Delivery Deadlines

<https://www.shipstation.com/blog/customer-expectations-around-delivery-options/>

Shipping Discounts for USPS, FedEx, UPS and More

<https://www.shipstation.com/blog/get-all-the-shipping-carrier-discounts-you-can/>

ARMAND JAVDAN

SENIOR CONSULTANT





Spire - ShipStation Integration

Easy Setup

- Connect directly to major couriers (including Canada Post, Canpar, DHL, FedEx, Purolator, and UPS)

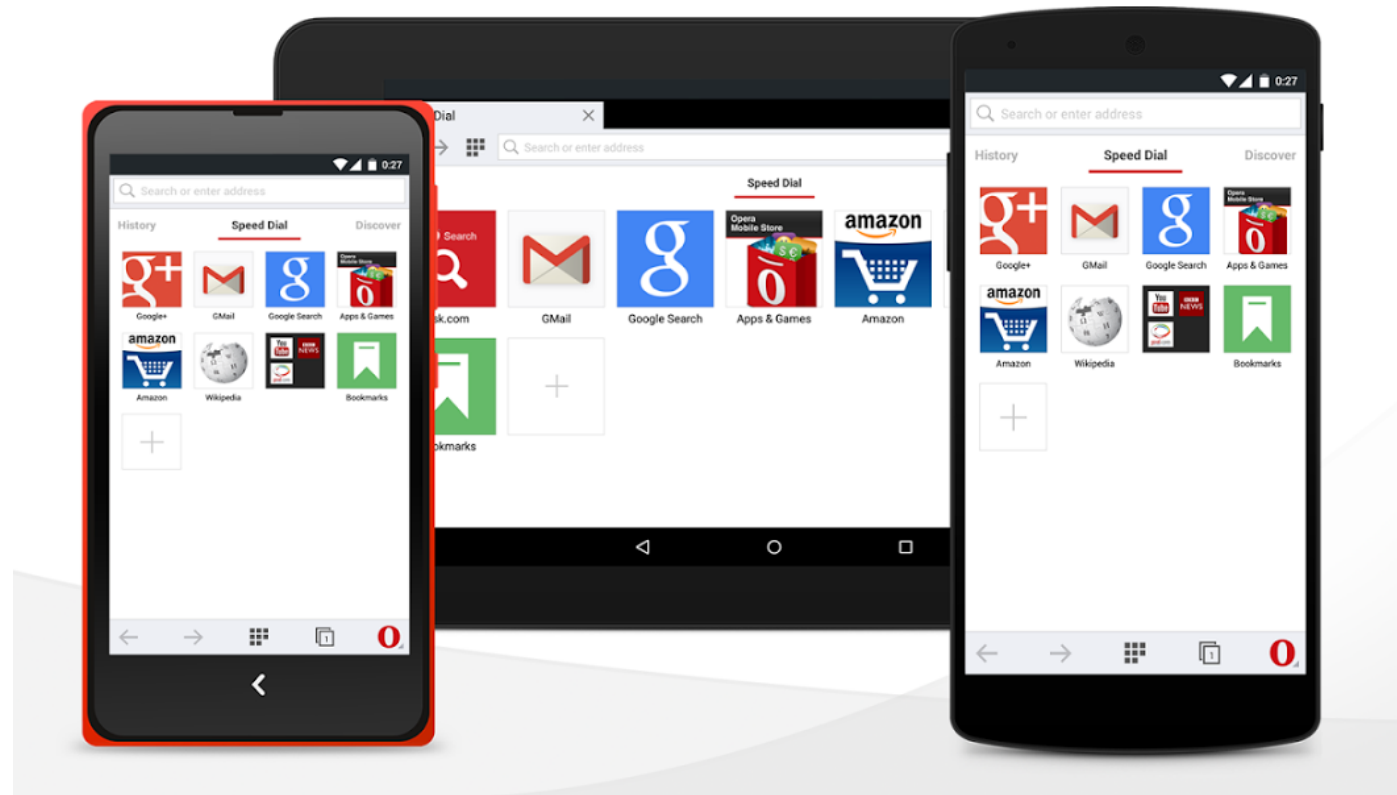


Spire - ShipStation Integration



Easy Setup

- Access from a web browser and various devices

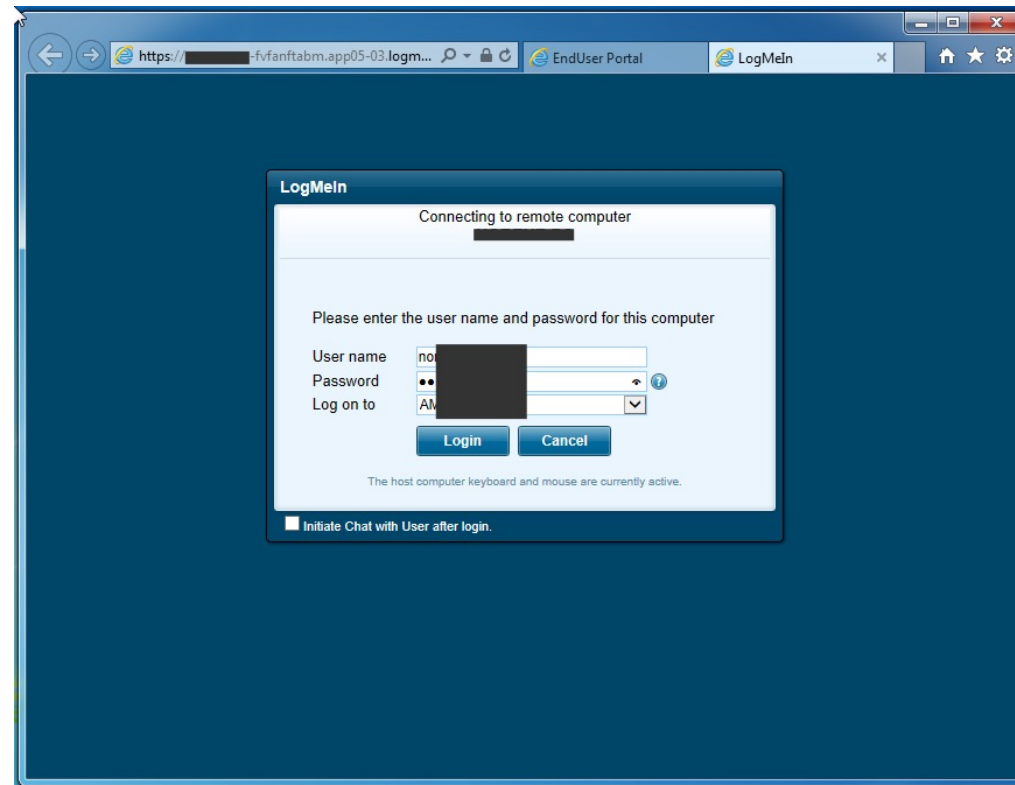


Spire - ShipStation Integration



Easy Setup

- Remote and quick set-up of integration



Spire - ShipStation Integration



Integration Workflow

Evron's Integration uses the Phase feature in Spire which consists of three user-defined stages.

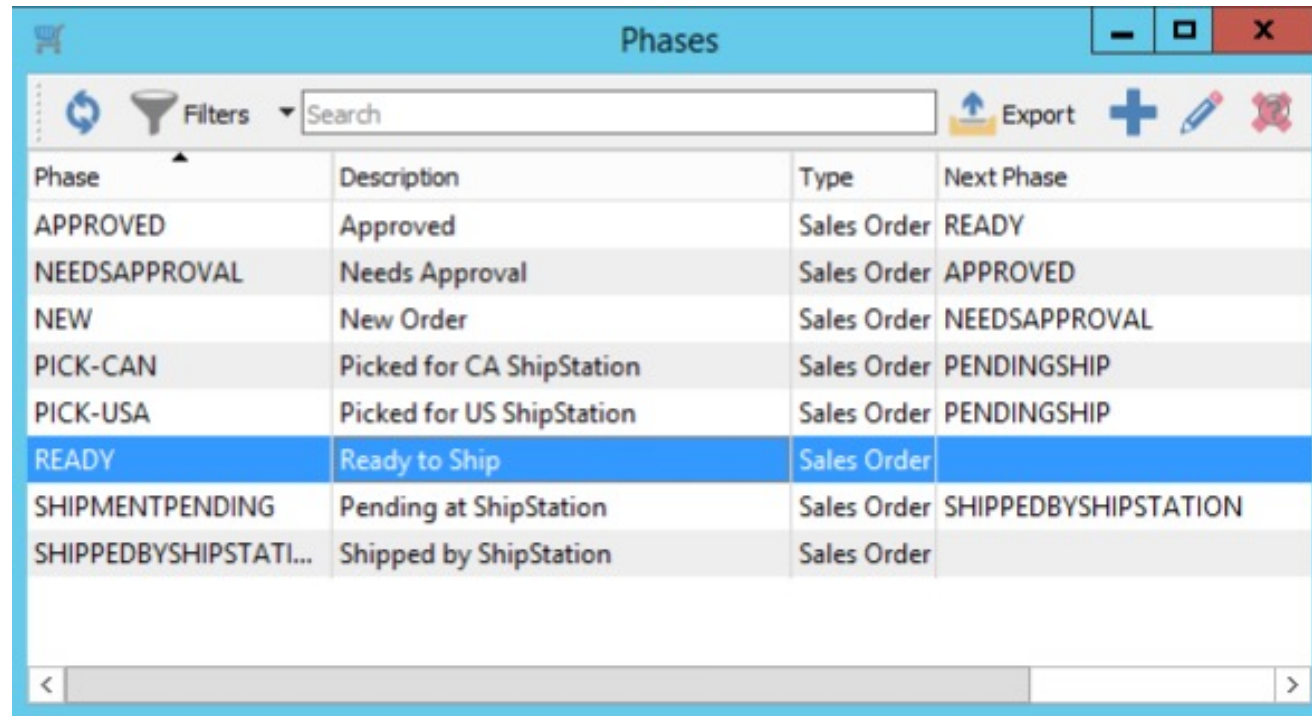
- Phase 1: Order is Ready to Ship
- Phase 2: Order is Pending at ShipStation
- Phase 3: Order is Processed in ShipStation



Spire - ShipStation Integration

Integration Workflow

- Phase 1: Order is Ready to Ship
The first phase starts the process. It could be selected by the user or it could be a next phase in the workflow.



Phase	Description	Type	Next Phase
APPROVED	Approved	Sales Order	READY
NEEDSAPPROVAL	Needs Approval	Sales Order	APPROVED
NEW	New Order	Sales Order	NEEDSAPPROVAL
PICK-CAN	Picked for CA ShipStation	Sales Order	PENDINGSHIP
PICK-USA	Picked for US ShipStation	Sales Order	PENDINGSHIP
READY	Ready to Ship	Sales Order	
SHIPMENTPENDING	Pending at ShipStation	Sales Order	SHIPPEDBYSHIPSTATION
SHIPPEDBYSHIPSTATI...	Shipped by ShipStation	Sales Order	

Spire - ShipStation Integration



Integration Workflow

Phase 2: Order is Pending at ShipStation

- The integration scans for sales orders in Phase 1, and sends these orders to ShipStation, advancing the Phase 2

The screenshot displays the ShipStation integration interface. The top section contains navigation tabs: Main, Bill To, Ship To, Ship From, Sales Taxes, Info, Phase, Communications, Sales History, Sales Orders, User Defined, Fill Order, Service Info, and Job. The main content area is divided into several sections:

- Customer:** Fields for Customer No (AM702), Customer Name (A M E Inc), AR Balance (0.00), PO No, Reference No, Other Orders (0.00), Misc., Salesperson, Credit Limit (Unlimited), Territory, and Available (Unlimited).
- Shipping:** Fields for Ship To (A M E Inc), Ship Via (02), U.P.S., and FOB (Markham).
- Contact:** Fields for Name (John Smith), Phone, Fax/Cel, and Email (Johns@ameinc.com).
- Order Details:** Fields for Open Sales Order, Order No (0000800129), Order Date (2021-04-16), Required Date (2021-04-16), Invoice No, Invoice Date, Repeat (None), Phase (READY), Location (TOR - Toronto), and Profit Center.

Below these sections is a table with the following columns: Part No, Description, Product Code, Order Qty, Ship Qty, B/O Qty, Location, Discount %, Unit Price, Standard Cost, Average Margin %, Current Margin %, Standard Margin %, UOM, and Cc. The table contains one row for part VA /ACMFITSB, described as ACME Swiss Ball, with a product code of ACC. The table also includes a section for Lot Numbers with a prompt to press <enter> to insert a comment.

At the bottom of the interface, there is a summary section with the following data:

Available	On Hand	Committed	Backorder	On Order	Expected
75.000	101.000	25.000	1.000	0.000	

Total Weight	Total Average Cost	Gross Margin	Discount	Subtotal	Amounts in Canadian dollars (by ordered quantity)
0.0	0.00	22.00 100.0 %	0.00 0.0 %	22.00	
	14.74	Current Margin		G.S.T.	1.10
Freight	0.00	22.00 100.0 %	Shop Fee 0.00	QST	1.54
	Total Standard Cost				24.64


Spire - ShipStation Integration



Integration Workflow

Phase 3: Order is Processed in ShipStation

- After the user processes the sales order in ShipStation (e.g., prints the shipping label, generates tracking number, etc.), our integration then updates the “Info” tab in Spire with the courier name, date, and tracking number

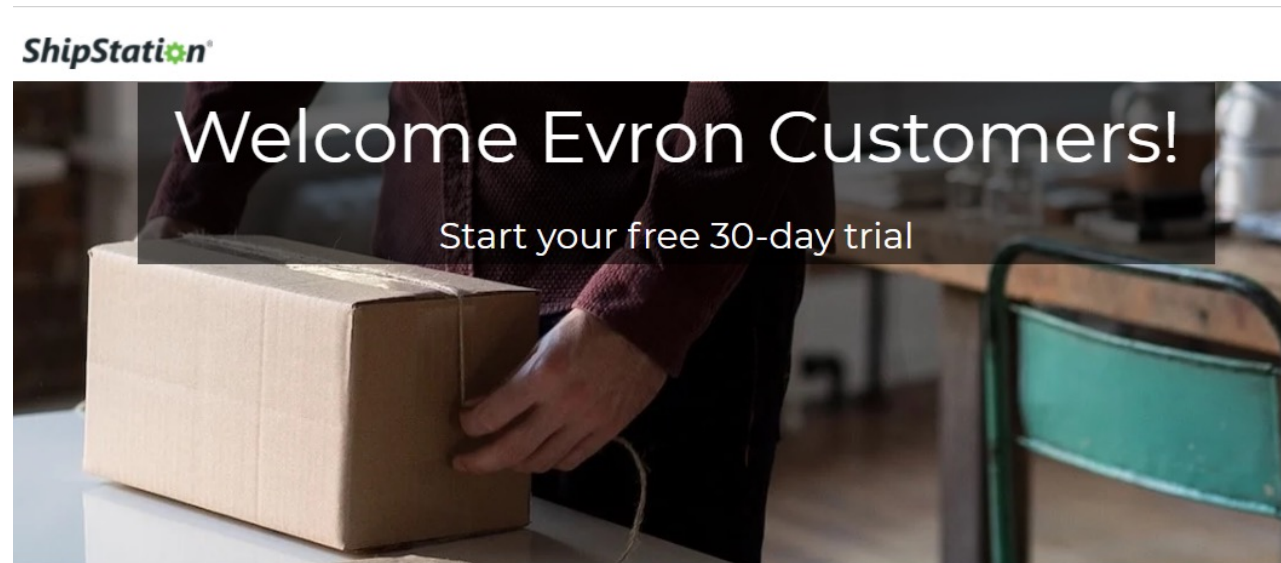
Info	
Carrier	
Name	UPS
Ship Date	2021-02-10 
Tracking No	1Z40E4456866208660



Spire - ShipStation Integration

Save Money

- Book a free demo and receive a free 30-day trial of ShipStation.
<https://info.shipstation.com/evron>



Zero to Ship in No Time

Start Your Trial

Spire — ShipStation Integration Demo

QA SESSION

For more information, you can always visit our website at www.evron.com



For pricing, please contact Evron's Senior Account Manager:

Mel Korn

905-477-9065 x 203

mkorn@evron.com

Thank You For Coming!

As a thank you for your time, attendees will receive a \$15 Starbucks e-gift card!

This will be emailed to the address that you've registered with, and you should receive it within the next 3 working days.

If you have any questions regarding your e-gift card, please email Khadija Siddiqui at **ksiddiqui@evron.com**.

