



**Sellers' Conference for  
Online Entrepreneurs**

## **Vendor Presentation Series**

This vendor presentation  
was delivered at  
[SCOE 2011.](#)

# Stamps.com Product Overview

**Presented by Eric Nash**  
Director of Online Marketing

# Today's Topics

- Stamps.com Quick Facts
- New Shipping Features Added to Stamps.com
- 10 Reasons to Use Stamps.com for Amazon Orders
- Questions?

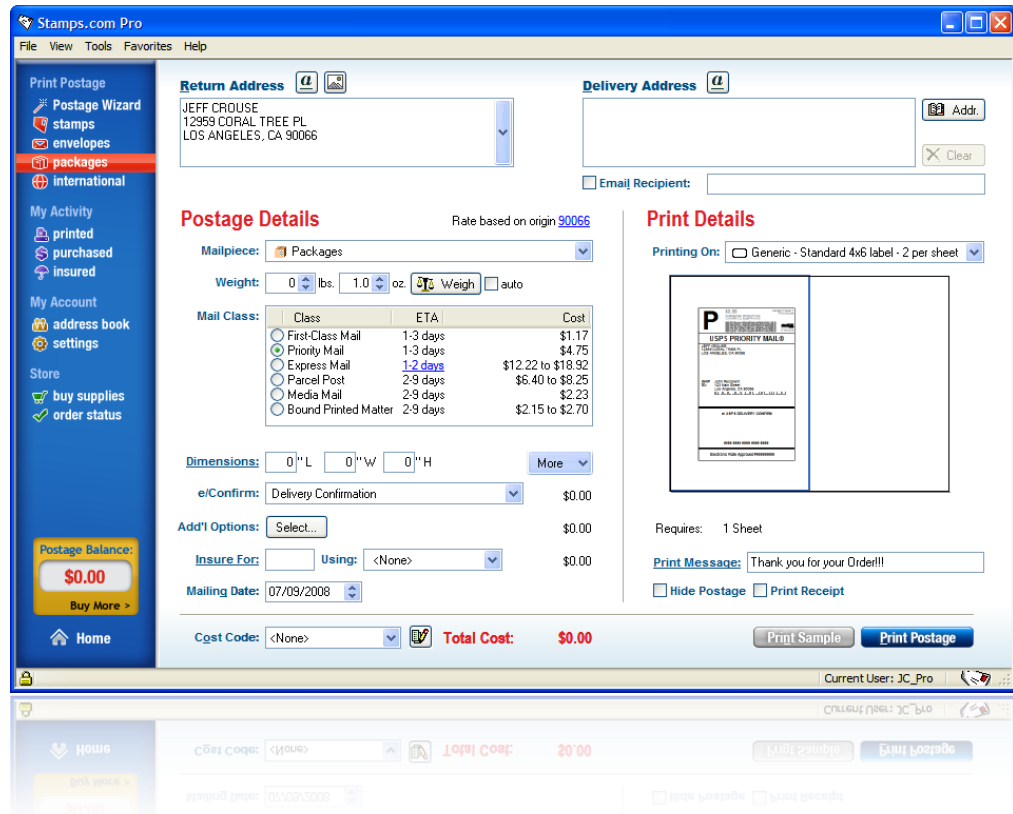
# Stamps.com Quick Facts

- Public company (NASDAQ: STMP) since 1999
- 250 employees based in Los Angeles, CA
  - 120 Customer Support representatives in Los Angeles!
  - Opening satellite Customer Support office in Ohio
  - 70+ software developers
- Over 400,000 customers doing over 300 million postage transactions per year. 40,000 are ecommerce sellers!
- Unrivaled Technology portfolio – 99 issued and 79 pending patents
- Nationwide strategic technology partner for USPS

# Stamps.com = Easy Shipping

Powerful, easy-to-use software that brings all USPS services to your desktop.

- All USPS mail classes and Special Services
- Discounted USPS rates
- Easy, intuitive interface
- Customs Forms, Country Restrictions, SCAN forms & much more!
- Administrative tools, reports and controls



# Tried Stamps.com Before?

Come back and try Stamps.com again. Tons of new features added.

## *Continuously Adding New Shipping Features!*

### **June 2011**

- Priority Mail Regional Rate Boxes
- APO/FPO Customs Forms
- Avery 5160/5164 Support

### **July 2010**

- International Insurance
- International SCAN Forms
- Item Description in Batch

### **February 2011**

- Packing Slips in Batch Imports
- Order Details in Batch Imports
- Customized Emails with Order Details
- Ship without Delivery Confirmation

### **June 2010**

- Amazon Marketplace Shipping Label program introduced (powered by Stamps.com)

# 10 reasons to choose Stamps.com to ship Amazon.com orders.

to ship Amazon.com orders.

# #1 Seamless Integration

- Imports order data from Amazon.com Pro Merchant stores
- Posts back shipping data (mail class, mail date, tracking number, ship date, etc.) to Amazon.com Pro Merchant stores

**amazon.com**<sup>®</sup>



**stamps**  
.com<sup>®</sup>

# #2 Batch Printing

- Print all your shipping labels for all your orders in one click
- Supports high speed printers



# #3 USPS® SCAN Forms

- All the day's orders in one form
- Provides proof of shipment
- Avoid buyer/seller conflicts
- Instant tracking info for buyers
- Expedites the shipping process

**Shipment Confirmation  
Acceptance Notice**

**UNITED STATES POSTAL SERVICE®**

**USPS Action**

Note To Mailer: The labels and volume associated to this form must match the labeled packages being presented to the USPS® employee with this form.

Shipment Date: 04/28/08  
 Shipped From: SPENCER MICAL  
 2607 SPENCER RD  
 CHEVY CHASE MD 20815-3524


Type of Mail	Volume
Priority Mail Service®	1
Express Mail Service®	1
International Mail®	0
Other	0
<b>Total Volume</b>	<b>2</b>

\*Start time for products with service guarantees will begin when mail arrives at the local Post Office™ and items receive individual processing and acceptance scans.

**B. USPS Action**

- USPS EMPLOYEE: Please scan upon pickup or receipt of mail. Leave form with customer or in customer's mail receptacle.
- If postage has not been paid on line with Click-N-SHIP or other PC Postage, inform the customer that you can only accept pre-paid items. Process articles using existing Click-N-SHIP/PC Postage procedures.
- Employee scans the PS Form 5630 using the Mobile Data Collection Device (MDCD scanner)™. Note: MDCD scanners must be used to scan barcodes. POS ONE scanners are not yet programmed to accept this barcode.
- Employee verifies the package volume against the shipping notice:
  - if the volume on the shipping notice matches the volume being collected from the customer, the employee should make the 1:YES selection by pressing the number 1 on the keypad of the MDCD scanner.
  - if the volume on the shipping notice does not match the volume being collected from the customer, the employee should make the 2:NO selection by pressing the number 2 on the keypad of the MDCD scanner.
  - if the volume does not match, the mail should still be collected and dispatched as normal.

**USPS SCAN**



9150 8052 1390 7503 1756 65

PS Form 5630, PSN 7530-08-000-4335, July 5, 2006

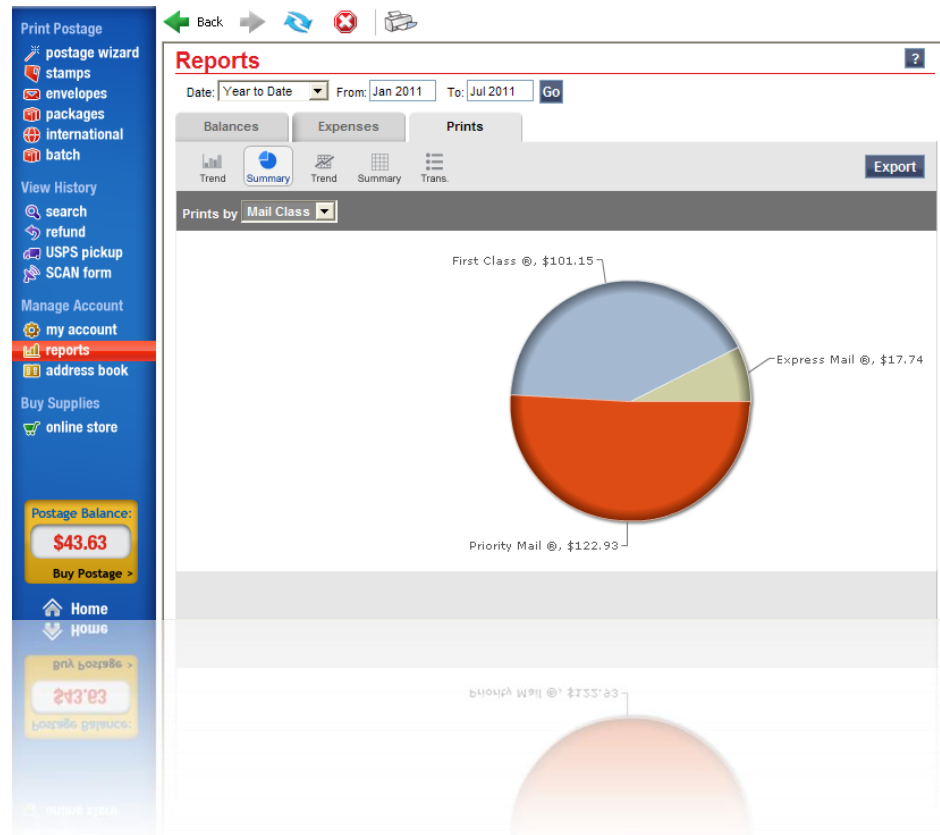
# #4 Easy Return Shipping Labels

- PDF generated from original shipping label
- Emailed to buyer at their request
- A simpler return process for seller/buyer



# #5 Advanced Reporting & Online Tracking

- Detailed mailing & shipping history
- Manage multiple users, multiple sites and hundreds of cost codes
- Track all shipments online
- Delivery confirmation email sent to seller
- Schedule USPS Carrier Pickup in one click
- Easily refund misprinted or unused postage



# #6 Works wherever you sell

“One-click” import of all orders from e-commerce sources.

## Online Marketplaces and Payment Services

Amazon.com®, eBay®, Yahoo!®, PayPal®, Google Checkout™

COMING SOON...Etsy

## Shopping Carts

Magento®, Volusion®, osCommerce, X-Cart® & Zen Cart™.

COMING SOON...Channel Advisor®, Fillz®, ProStores & Miva®

## Your Databases

Excel spreadsheet, CSV, XML, ODBC or SQL database



# #7 No shipping transaction fee

Stamps.com subscribers get \$0.07 shipping label service fee waived from Amazon.com.



## Buy Postage: Package Details

Buying postage will automatically confirm the shipment. Currently the

If you have a Stamps.com account, [sign in here](#). [why?](#)

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# #8 Complete mailing solution

Stamps.com is more than just shipping.

## Print Stamps

Print any denomination. Use the just like regular stamps.



## Print Postage on Envelopes

Print postage and address all in one step. Perfect for invoices.



# #9 Free Scale\*

- Weigh up to 5 lbs.
- Connects via USB
- Automatically sends weight data to Stamps.com
- 25 lb. scale upgrade available

\*Just pay Shipping & Handling



# #10 Special SCOE Offer

- \$15.99 monthly service fee

- 4-week, No-Risk Trial

- Up to \$45 in FREE Postage

  - \$5 to use in trial plus four \$10 coupons after trial is completed

- \$5 Supplies Kit

  - Mailing and shipping labels, software and more

**[www.stamps.com/SCOE](http://www.stamps.com/SCOE)**



# Questions?

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Special SCOE Offer:

**[www.stamps.com/SCOE](http://www.stamps.com/SCOE)**



## **Vendor Presentation Series**

**For more information about  
the topics covered in this presentation,  
please contact the vendor directly.**