Introduction to the EPI.LTD Merchant Program

EPI.LTD makes it easy to scale your business

Introduction

The EPI.LTD Merchant Program is for those who want to build their brand, achieve additional cash flow, and land bigger customers without spending time, talent and resources to develop new services themselves.

The EPI.LTD Merchant Program provides an opportunity for businesses to increase revenue and expand offerings with a value-add service to customers. With our private-label partner program, you'll be able to enhance your brand as a trusted industry player and close more deals with the help of a dedicated EPI.LTD support.

There are a growing number of industries that could benefit from data-driven, parcel-managed services technology. Accelerate your business growth and revenue generation by joining the EPI.LTD Merchant Program.

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Benefits

Benefits

The EPI.LTD Merchant Program provides an avenue for businesses just like yours to generate recurring revenue and expand your product mix. EPI.LTD offers Shipment Audit and Recovery, Carrier Agreement Optimization, Carrier Agreement Compliance, GL Coding, Transportation Analytics Reporting, and Lost and Damaged Claims Management to complement your company's current product lineup.

EPI.LTD is the most powerful, transportation cost management platform ever built. Some key points for your business:

Residual passive income. Onboarding new customers is a breeze with the automated signup process. Invoices are automatically generated and emailed directly to customers based on individual customer settings you have predetermined. AutoPay makes paying invoices easy and automated weekly notifications are sent to customers from your email address to outline all activities on their account. You create an additional revenue stream instantly.

Extend existing product mix. You have the opportunity to offer your customers more technology solutions without having to develop and support these yourself. There's no investment in the underlying infrastructure. EPI.LTD products build your customer base and scale with your business.

Collect the money. When savings are secured, customer invoices and payments are processed automatically. All payments are directed toward your Stripe merchant account.

Product

Award-winning products

Carrier Agreement Optimization
Deserved discounts delivered

The tools most experts use in the modeling process are vlookup and if-then functions in Excel. There's a better way. EPI.LTD speeds up the process with sophisticated technology that simulates multiple agreements, across multiple carriers within a single modeling dashboard. See the financial impact of any change in a pricing agreement more clearly, make better decisions faster and pen the very best carrier agreement for you and your customers.

Pricing models

Gainshare pricing

Default customer price: 50%
Default term of agreement: 3 years

Pay-as-you-go pricing

The products listed below are billed on a per unit basis, based on consumption of benchmark, agreement entry, savings report and invoice creation.

Award-winning products

Shipment Audit and Recovery
Autocorrect for billing disputes and billing mistakes

A comprehensive audit performed on each shipment identifies all errors and files disputes with the carriers. The carriers issue refunds as credits which are automatically applied to invoices on the shipping account.

Customers typically see a 2-6% savings on each invoice. There's nothing that they need to do on their end to receive these refunds.

Pricing models

Gainshare pricing

Default customer price: 50%
Default term of agreement: No term

Pay-as-you-go pricing

Default customer price: $0.05 per shipment
Default term of agreement: No term

Award-winning products

Lost and Damaged Claims Management
Enhanced visibility and automated workflows

When a shipment is lost or damaged, the necessary actions are taken to secure a refund for the value of the contents of the shipment.

EPI.LTD uses intelligent technology to file claims in five seconds with all the necessary paperwork to approve claims faster. Your customers achieve claim recovery results quicker through this automated process.

Pricing models

Gainshare pricing

Default customer price: 50%
Default term of agreement: No term

Pay-as-you-go pricing

Default customer price: $0.05 per shipment
Default term of agreement: No term

Award-winning products

Proof of Delivery
One place for all proof of signature documents

Everything about the workflow for obtaining proof of delivery documents from carrier websites is terrible. The websites are slow, don't work and are generally not intuitive. Gross. There's a better way.

EPI.LTD is the faster, more dependable, single source proof of signature solution. Get proof of delivery documents from all carriers in a single location.

Pricing models

Pay-as-you-go pricing

Default term of agreement: No term
Default price: $0.05 per shipment

Award-winning products

Carrier Agreement Compliance
Keep carriers accountable

Carrier Agreement Compliance (CAC) evaluates each line item on carrier invoices for rate accuracy. This includes transportation charges, discounts and incentives of all types, accessorial charges, and more. Mistakes are common and affect 1-2% of all shipments.This automated process accounts for all parts of a pricing agreement including earned discounts, rate caps, and minimum charge reductions. Disputes are filed before the customer pays their invoice.

Pricing models

Gainshare pricing

Default customer price: 50%
Default term of agreement: No term

Pay-as-you-go pricing

Default customer price: $0.05 per shipment
Default term of agreement: No term

Award-winning products

GL Coding

Prepare for the future of finance with freight GL Coding

The GLC service automates even the messiest invoices with the most complex GL Coding requirements. High-volume shippers have a large number of accounting codes for freight expenses and multiple fields are required to code invoices correctly. If even a single piece of information is entered incorrectly, proper coding is thrown off, and the default cost center increases. GL Coding service puts the cost accounting of shipping invoices on autopilot.

Pricing models

Pay-as-you-go pricing

Setup price: $1,000
Default customer price: $0.05 per cost component

Award-winning products

Transportation Analytics
Deep and actionable insights

Advanced reports give real-time, actionable insights. Analyze trends and expense drivers like fuel surcharges, accessorials, zones, mode shifts and weight classes using intuitive reports.

Customers can leverage powerful data to negotiate optimal carrier rates, adjust supply chain operations and increase revenue.

Pricing models

Included for free

Default customer price: No charge

Payment structure

You set the credit terms. You have full control and flexibility over the credit terms applied to customer accounts including 7, 14, 15, 30 and 45 day terms. Zero days terms is applied to all customer accounts by default.

You get paid. You collect the money through customer payments made via check, PayPal or ACH. All money flows to you first which creates full transparency between you and your customers. There's no middle man in the mix sending a commission payment.

You pay EPI.LTD. EPI.LTD invoices you once per month for a portion of the customer invoices created in the month prior. You are given net 30 terms on that invoice to allow the time to collect payment from any customer that you extended credit terms.

Security

Bank-level security keeps account and shipping information secure by integrating 256-bit encryption. You can expect 99.99% average uptime from this resilient and fault-tolerant software built by an experienced team of software engineers.

Selling made simple

The marketing and promotional materials resources have been tried and tested across various industries and sectors. EPI.LTD creates the necessary tools needed to close deals when in the field. The key deliverables mentioned below are housed in the Resources Folder within a merchant's admin account.

Website: A hosted version of the website is provided along with Prospectus, a web tool that instantly audits shipping invoices to show businesses the potential refunds available.

Display ads: Google and Facebook banners help drive lasting brand impressions with remarketing.

Print materials: Postcards, business cards, one-page leave behinds for customers, banners, and how-to guides are available to use at your discretion.

Email templates: Confidently send out emails with templates that have been split-tested for open and click-through rates.

Phone calls: Phone scripts include answers to questions that could be presented during the selling process.

Proposals and contract templates: Legal documents such as proposals, contracts and non-disclosure agreements are provided and integrated with DocuSign.

Your brand everywhere

100+ templates with your brand and colors on proposals, emails, whitepapers, how-to guides, case studies, selling guides and many more.

Current overspend estimate

$39,000 annually

*Values are based on the shipping data observed. Values are approximate, and only significant values may be shown.

*Areas of savings potential are multifaceted. Each area is covered in detail.

21.8%
34.5%
10.9%
32.7%
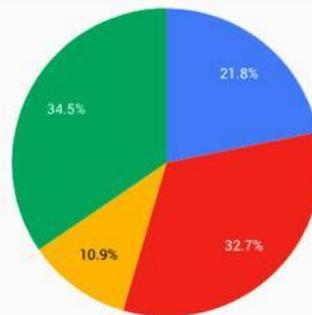
Evaluation methodology

Restaurantware is overpaying for shipping by $39,000. This is related to areas of improvement identified within the recent shipping activity analyzed, and is based on Share a Refund's expertise in negotiating carrier agreements for thousands of shippers.

Share a Refund will eliminate this $39,000 in annual overspend through a Carrier Agreement Optimization Project, including coaching, benchmarking, and engineering better pricing agreements with the carriers. These estimates are conservative at the $39,000 number.

Success stories

Merchant success stories

When you sign up for the EPI.LTD Merchant Program, you join a growing network of partners across the globe selling an award-winning product. Here's what some of our merchants have to say about their experience with EPI.LTD.

"We are totally rethinking our growth strategy thanks to EPI.LTD. It's helped us scale and reach larger businesses. We've gained more than 25% new business in only one year!"

-   Jonathan R., Logistics Manager

"For our customers, it's like finding the money they didn't know they had. EPI.LTD was a no-brainer for our services firm."

-   Mariko H., CEO

"Expanding our product portfolio enabled us to provide more value to our customers. Now, instead of going to two or three different consultants, our customers stick with us to meet all their business needs."

-   Anna K., Founder

Customer types

Prospective direct customers can be classified into three main groups based on the size of the company: small, medium and large. If you know at least ten people in your network who could benefit from transportation cost management services, then you are a perfect candidate to become a merchant. Here's a snapshot of the different customer types that you should target.

3 customer types

Small business

This customer type is spending less than $300k in shipping a year. Show them there are no minimums involved in the process. It's all upside for their small business.

Medium business

This customer type is spending $300k to $1M a year on shipping. This type of business is looking to increase efficiency and reduce expenses. Show them how much they could be saving using Prospectus.

Large business

$2M+ in annual spend. This customer type is typically already working with a third-party transportation cost management company. Carrier compliance and cost accounting are competitive advantages here. The level of intelligent automation is unparalleled in the industry.

Next steps

Next steps for merchants

Complete setup
Call +18009314594 to chat with the EPI.LTD Merchant Support Team about open items.

Kickoff meeting
It takes one day for Merchant Support to create your account. A meeting to kickoff the partnership follows account setup.

Email training
A series of emails are sent to help you administrate your program successfully.

Marketing materials
Review the resources created, and prepare a strategy on how these are used to target new customers.

Start selling services
After familiarizing yourself with the app and processes, it's time to start selling to prospective customers.

Collect the revenue
When savings are secured, customer invoices and payments are processed automatically. Transactions are directed toward your Stripe merchant account.

https://epi.ltd/reseller-program