ESHIPPER'S VENTURES, LTD

InterShipper™
Auction xPress Module

User's Guide
Version 1.0

InterShipper

Table of Contents

OVERVIEW

The InterShipper™ Auction xPress module (IAxP) enhances the online seller's closure rate by providing real-time shipping rate estimates, displayed directly on the listing page. This easy to use module derives rates from state of the art rating engine, InterShipper. The rate estimates are instantly calculated and displayed without any seller involvement, and only requiring the bidder to enter their destination zip code and add additional insurance if desired.

DIFFERENCES BETWEEN AUCTION XPRESS AND THE FULL INTERSHIPPER SUBSCRIPTION

The IAxP module is included with an InterShipper subscription and offers all the functionality available in the full Intershipper service. Utilized separately, IAxP offers a subset of the full InterShipper service. You may upgrade to the full InterShipper product at any time and all InterShipper functionality will be instantly available to the IAxP module. Simply click on the Try InterShipper FREE! button.

Features not provided with Auction xPress
- Surcharge and discount management
- Saturday pickup or delivery
- USPS Proof of Delivery

GETTING STARTED WITH AUCTION XPRESS

You must possess a valid InterShipper account to use the Auction xPress functionality. To register, go to http://www.intershipper.com and sign up for an account. You will receive a system-generated email confirming your username and password credentials. Return to the InterShipper home page, login and select the Auction xPress tab on the left-hand navigation bar.

The following screen is the Auction xPress status screen that is your control panel and displays the active state of all auction shipping calculators that have been created. Each auction calculator is assigned a system-generated ID that is displayed as a link in the auction status screen. Clicking on the ID link will display the auction detail screen and allow you to modify any of the shipping parameters.

Fig. 1 Auction xPress Status Screen

Add New Auction

ID	UserID	Auction Name	Lookups	Activated
21	wayne	PayPal	2	Yes
22	wayne	Toshiba PDA	1	Yes
25	wayne	Bolts	5	Yes

CREATE A NEW AUCTION

To add a new auction shipping calculator, simply click on the <Add New Auction> button.   All parameters specific to the new auction are configured in the following screen.

Fig 2. Auction xPress Detail Screen

Auction Name
A user-defined name describing either the auction or the item being sold

Postal Code
The US or Canadian postal code representing the shipping point of origin

Country of Shipping Orgin
Currently supports either the US or Canada as the shipping point of origin

Allowable Carriers
You may configure any combination of carriers for the rate calculation, but you must choose at least one.

Rate Display Options
This option controls how the rate quote display is formatted. You must select one of three options:

1.   Show all rates and class of service for all carriers selected

2.   Show cheapest rate in every class of service for selected carriers

3.   Show most expensive rates in every class of service for selected carriers

Recommended Insurance
If you generally insure this item for a specific amount, enter it here. The amount entered will appear on the rate calculator rendered on your auction page. You are not required to enter an amount and the bidder has the option to modify this field when they perform a rate calculation.

Weight & Dimensions
Enter the weight and dimension of the item, including all packaging materials. It is very important that these parameters are accurate to produce a meaningful rate estimate for the bidder. All carrier rating algorithms will be applied to the rate calculation, such as dimensional weight requirements [1] and oversize packages. See the description below for more on dimensional weight.

Once all the field parameters have been entered simply hit the <Add> button and the HTML code generator will produces the code that can be pasted into your auction listing page.

(1)
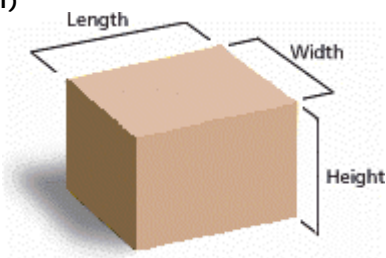
Dimensional weight, also called "dim" weight, applies to air or overnight shipments. Dimensional weight is used because the space a package takes on an aircraft may cost more than the package's actual weight. InterShipper Auction xPress calculates dimensional weight on every shipment, compare that to its actual weight, and use the greater of the two to determine your shipping cost. International and domestic dimensional weights are calculated differently using the formulas below.

For International Shipments:
L x W x H (cubic inches) / 166 = Dimensional Weight.

Example: 30" x 24" x 22" = 15,840 / 166 = 96 lbs. (round up to the nearest pound)

For Domestic Shipments:
L x W x H (cubic inches) / 194 = Dimensional Weight.

Example: 30" x 24" x 22" = 15,840 / 194 = 82 lbs. (round up to the nearest pound)

MODIFYING AN EXISTING AUCTION

To modify the parameters for an existing auction, click on the auction ID link in the auction status screen. Make your modifications in the auction detail screen, as in the example in Figure 3 above. Click on the <Update> button when finished and the updated HTML code will be displayed in the code window. Copy and paste the updated code into your auction listing.

DELETING AN EXISTING AUCTION

Deactivating an existing auction is also performed in the auction detail screen. Follow the steps above for modifying an existing auction, but select the <Deactivate> button at the bottom of the screen. Deactivated auction calculators can be reused at anytime in the future by simply activating it from the auction detail screen.

REVIEW THE WINNING BIDDER'S RATES

After the auction is closed, you will need to generate the rates seen by the winner bidder. Return to the auction detail screen and click on the <Get Rates> button. Enter the postal code, insurance required and delivery type of the winner bidder into the window below and hit the <Show Rates> button.

Fig 4 Bidder's Rate Result Screen (configured to display highest rate)

Fig 5. Auction xPress Get Rates configuration screen to view winning bidder's rate results

After entering the required data in the screen immediately above, the system returns all rates that were available from each selected carrier, ordered by service level. The example shown in Figure 6 below was configured to display the highest rate for each service level, designated by the asterisk after the rate. This asterisk also indicates the rate that was seen by the winning bidder, if the bidder's rate display was configured to return highest or lowest rate for each service level. This example allows you the flexibility to maximize your profit margin for each auction or select any shipping method that best matches your particular business model.

Fig 6. Auction xPress Winning Bidder's Rate Summary Screen

Next Day Early A.M.

Carrier	Service	Rate
■ Federal Express	FDX First Overnight	$71.34
■ United Parcel Service	UPS Next Day Air Early AM	$71.61 *

Next Day Air

Carrier	Service	Rate
■ U.S. Postal Service	USP Express Mail Addresses	$27.30
■ DHL World Wide Express	DHL Overnight	$30.99
■ United Parcel Service	UPS Next Day Air	$40.69
■ Federal Express	FDX Priority Overnight	$44.22 *

Next Day Afternoon

Carrier	Service	Rate
■ Federal Express	FDX Standard Overnight	$38.25
■ United Parcel Service	UPS Next Day Air Saver	$39.06 *

Second Day A.M.

Carrier	Service	Rate
■ United Parcel Service	UPS 2nd Day Air AM	$21.16 *

Second Day Air

Carrier	Service	Rate
■ U.S. Postal Service	USP Priority Mail	$11.00
■ United Parcel Service	UPS 2nd Day Air	$18.56
■ Federal Express	FDX 2nd Day	$19.10 *

Third Day Air

Carrier	Service	Rate
■ United Parcel Service	UPS 3 Day Select	$13.57
■ Federal Express	FDX Express Saver	$16.23 *

CLOSING

You'll soon find that the InterShipper Auction xPress will increase the close ratio of your auctions and your transaction profit margin. If you have any questions, new ideas or suggestions please email us at xpress@intershipper.com

APPENDIX A

The following actual screen shots are examples of the rate quote screens seen by your bidder.

Figure 5. Highest Service Level Price Summary Screen

Intershipper Quote

Service	Transit Time	Rate
Next Day Early A.M.	1 Day	$57.40
Next Day Air.	1 Day	$43.74
Next Day Air Afternoon	1 Day	$24.54
Second Day Air	2 Days	$14.33
Third Day Air	3 Days	$13.47
Ground	3-7 Days	$6.28

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Figure 6. Lowest Service Level Price Summary Screen

Intershipper Quote

Service	Transit Time	Rate
Next Day Early A.M.	1 Day	$22.05
Next Day Air.	1 Day	$26.48
Next Day Air Afternoon	1 Day	$23.22
Second Day Air	2 Days	$8.40
Third Day Air	3 Days	$10.20
Ground	3-7 Days	$5.86

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Figure 7. All Carriers Service Level Price Summary Screen

Intershipper Quote

Next Day Early A.M.

Carrier	Service	Transit	Rate
■ AirBorne	AirBorne Overnight Air Express	1 Day	$22.05
■ Federal Express	FDX First Overnight	1 Day	$55.46
■ United Parcel Service	UPS Next Day Air Early AM	1 Day	$57.40

Next Day Air

Carrier	Service	Transit	Rate
■ United Parcel Service	UPS Next Day Air	1 Day	$26.48
■ Federal Express	FDX Priority Overnight	1 Day	$28.34
■ U.S. Postal Service	USP Express Mail Addresses	1 Day	$37.50
■ DHL World Wide Express	DHL Overnight	1 Day	$43.74

Next Day Afternoon

Carrier	Service	Transit	Rate
■ United Parcel Service	UPS Next Day Air Saver	1 Day	$23.22
■ Federal Express	FDX Standard Overnight	1 Day	$24.54

Second Day Air

Carrier	Service	Transit	Rate
■ U.S. Postal Service	USP Priority Mail	2 Days	$8.40
■ AirBorne	AirBorne 2nd Day	2 Days	$11.52
■ Federal Express	FDX 2nd Day	2 Days	$14.02
■ United Parcel Service	UPS 2nd Day Air	2 Days	$14.33

Third Day Air

Carrier	Service	Transit	Rate
■ United Parcel Service	UPS 3 Day Select	3 Days	$10.20
■ Federal Express	FDX Express Saver	3 Days	$13.47

Ground

Carrier	Service	Transit	Rate
■ AirBorne	AirBorne Ground	3-7 Days	$5.86
■ Federal Express	FDX Ground	3-7 Days	$6.05
■ United Parcel Service	UPS Ground	3-7 Days	$6.05
■ U.S. Postal Service	USP Ground Machine	3-7 Days	$6.28

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