



SPSI Inside e-newsletter



October 2009, V4.0

In This Issue

- V.4.1 Product News
- V.4.2 Carrier News
- V.4.3 Company News

V.4.1 Product News

New Product

ProShip's newest product module is ProShip Scheduling and Tracking (PSST). Functionality includes:

- Communication with EQS
- Sharing code with other CPI components such as ILS
- Allowing for workflow-based integration via Visual Basic.Net
- Strong data in the working database with the ability to integrate to:
 - o Additional databases
 - o Web services
 - o Email address(es)
- Running PS Udater automatically to ensure all carrier and rate updates are current

ProShip Office can leverage the built-in database or a custom database to create reports for shipments that have been:

- Delivered
- In transit
- Return an error
- Past Commitment time

If interested in learning more about PSST, contact Vicky Pare at 414-256-2584.

V.4.1 Product News Continued

What is ALFRED?

All ProShip customers will now see a component in the ProShip Update Tool called "ALFRED". For those wondering what this is, it is our Application Logic Framework for Rapid Engine Deployment. It is a conversion of a significant portion of our common server side code base (such as PLPI, the database abstraction libraries, file handling routines, etc) with stubs for all our ProShip XML IPC/XML IPC functions.

After years of research and design, we've incorporated all the optimizations we can into it, allowing our development staff to generate new components in significantly less time, as opposed to starting from a blank pad and manually copying code into each new engine project.

As new functionality for various things will be utilizing this technology, we encourage all ProShip customers to welcome the ALFRED components into their system. ALFRED will only be activated for components using it, so it should not change the behavior of an existing ProShip system at all.

V.4.2 Carrier News

UPS 2010 Upgrades

On January 5th, 2009, UPS will be increasing its rates. You can read a press release as well as preview the rates here: <http://www.ups.com/rates/>. All the changes, including rates, will be available in ProShip well in advance of the change dates for all customers with a current software maintenance agreement.

There will be a few significant changes in the UPS component effective immediately (upon release in November), notably:

- The "detailed manifest" document, which has been depreciated for about three years, will be removed;
- The UPS Ground Freight[UPS Ground Freight Rating service]] will be promoted to general availability from beta;
- UPS Mail Innovations component will support a closeout feature, mainly to acquire a daily piece and weight count
- UPS Mail Innovations will allow a variety of user-barcode formats, so long reference numbers will not scroll off the label image



FedEx Certification

SPSI is pleased to announce that ProShip is the first shipping engine vendor in the country to be FedEx Ship Manager Server v 10.01 certified.

This certification ensures that ProShip continues to be the best in carrier compliance and overall software quality and speed.

FedEx Alerts & Updates Notifications

Effective January 1, 2010, FedEx will only communicate service outages and feature updates to customers who have signed up for the Alert Notification System. To ensure you do not miss important updates and notices directly from FedEx, you can register for the new Alert Notification System at the FedEx Developer Resource Center at fedex.com/developer.

V.4.2 Carrier News Continued

USPS 2010 Price Changes

From the Postmaster General, in an internal memo to USPS :

Many of you have expressed concerns regarding mailing costs for 2010. The tough economic climate has presented significant challenges to all of us and pessimistic speculation has suggested that postal prices could increase by as much as 10 percent.

As we begin a new fiscal year and as many of you, our business clients, are preparing your 2010 operating budgets, we want to end all speculation. The Postal Service will not increase prices for market dominant products in calendar year 2010. Simply stated, there will not be a price increase for market dominant products including First-Class Mail, Standard Mail, periodicals and single-piece Parcel Post. There will be no exigent price increase for these products.

This is the right decision at the right time for the right reason. Promoting the value of mail and encouraging its continued use is essential for jobs, the economy, and the future of both the Postal Service and the mailing industry. While increasing prices might have generated revenue for the Postal Service in the short term, the long term effect could drive additional mail out of the system. We want mailers to continue to invest in mail to grow their business, communicate with valued customers, and maintain a strong presence in the marketplace. Changes in pricing for our competitive products - Priority Mail, Express Mail, Parcel Select, and most international products - are under consideration.

We expect to announce a decision in November. We are committed to working with customers to find ways to grow the mail through innovative incentives like the Summer Sale and contract pricing. Mail is the most effective means of communication and advertising and we will continue to work together to increase the value of the mail. Mail is a smart investment for the future.

John E. Potter
Postmaster General

V.4.3 Company News

ProShip Upgrade Promotion

Earlier this month, SPSI offered ProShip upgrade discounts to customers who currently use Kewill ClipperShip, Kewill K-Ship, Kewill FlagShip, Varsity Logistics, UPS Worldship, Secap, SPSS, Lanham E-Ship, or Scancode and who would be interested in converting to ProShip. Current systems analysis, a ProShip Upgrade quotation, or ProShip demonstrations are available with no obligation to purchase.

If interested in learning more about upgrading your system to ProShip, contact your account manager or Vicky Pare at 414-256-2584.



V.4.3 Company News Continued

Parcel Forum

Thanks to all those who visited us at Parcel Forum in Chicago. It is always our pleasure to meet you and keep our finger on the pulse of the shipping industry.



Jeff Goeters discusses ProShip functionality with conference attendees.



ProShip Management Team (Pictured L to R) Nathan Rucker, Bob Noren, Justin Cramer, John Berg, Jeff Goeters

Upcoming Event

Please mark your calendars for the next event where we will be demonstrating the latest version of ProShip software:

**National Conference on Operations & Fulfillment
NCOF 2010
April 19-22
Walt Disney World Dolphin
Orlando, Florida**

New Business

The following companies have contracted SPSI to integrate their shipping systems:

- Football Fanatics, Jacksonville FL-ProShip
- Barrett Distribution Centers, Franklin MA-ProShip
- American Orthodontics, Sheboygan WI-Upgrade to ProShip

SPSI / BWT

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