

A man with a beard and short hair, wearing a white t-shirt, is smiling and looking down at a piece of blue bubble wrap. He is holding the bubble wrap with his right hand. The background is a blurred indoor setting. The image is framed by a large white circle on a dark blue background.

# eCentric

## Protective Packaging Solutions

Reduce Product Damages, Shipping Costs  
& Carbon Footprint

Enhance Customer Experience

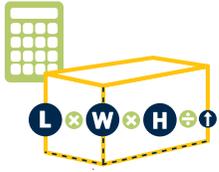
# What's on your mind?



If these sound familiar to you, **Pregis can help** with your eCommerce business needs to create a positive customer experience - all while protecting your bottom line and adhering to company sustainability goals.

We balance your other essential business needs so you don't have to compromise.

# Tips for surviving the shift to parcel network shipping.



## Shipping

### What portion of your fulfillment expense is tied up in shipping?

Our experts understand these evolving challenges and have the tools to help you make the right decisions. The goal is to minimize your shipping costs by optimizing dimensional weight and the multitude of other billing considerations.

Yes, we are packaging geeks! And we have the parcel shipping calculator to prove it!



## Customer Lifetime Value (CLV):

Customer acquisition is more challenging and costly than ever before. With average online conversion rates of 4% and pay-per-click ads on the rise, we understand that maximizing CLV is essential to recovering your investment and remaining profitable. We can help educate your team on best practices to maximize CLV and quantify the long term impact to your company.



## Customer experience & the unboxing phenomenon:

### Looking to wow your customers and create an emotional connection when unboxing?

Our mission is to help customers create a positive unboxing experience that is worthy of sharing and encourages repeat business. We have performed extensive research on the emotions that packaging can have on the consumer. This data provides insight into the consumer's preferences and motivators.

Packaging can also be used to support your brand image including custom printing, sustainable solutions and premium packaging.



## Omni-channel fulfillment:

### Is it important to provide a consistent customer experience regardless of shipping point?

Pregis offers a wide assortment of solutions that can scale with your operation and create a seamless customer experience when shipping from fulfillment/distribution centers, stores, 3PLs and even direct from the manufacturer.



## Damage & returns:

### Have you measured the potential impact of damage on profitability?

We have. Multiple cost variables and future lost sales can all impact the bottom line as a result of damage. Our 6 part analysis (and yes, calculator) will quantify how much this can affect profits – now, and in the future. We can help you select the best protective packaging solution to minimize damage, optimize packaging and shipping cost through our thorough packaging value analysis. We can also help you design a packaging solution that best suits round trip shipping to maximize resale value of returns.



## Best total cost solution:

### Our team takes pride in delivering a solution that best meets your cost objectives.

Our detailed analysis of your operation takes into consideration materials, labor efficiencies, throughput, warehouse utilization and countless other factors.



## What is your sustainability vision?

Eighty-eight percent of consumers are more loyal to a brand that supports social and environmental issues. Our robust sustainable packaging solutions, on-pack printing capabilities and design and testing services can bring a company's vision to life in an impactful way.



Yes, we are different from all the other packaging guys! The eCentric packaging platform is designed for eretailers by people that are passionate about creating a positive customer experience while balancing the other business needs.

### Ecommerce focused:

Our team is focused on the market trends that are impacting your business. Since we know retail and the various channels to market, our eCentric Solutions team can be a consultative resource that helps you drive measurable improvements through packaging.

### Experience gurus:

Customer experience is at the heart of all we do. We believe opening your shipment should bring joy. We can help you deliver an unboxing experience worthy of millions of views. In other words, we can help you maximize customer lifetime value through packaging.

### Experts in packaging:

Pregis is an innovative protective packaging manufacturer. We provide solutions that minimize shipping costs, keeps your products flying out the door, elevate the customer experience and reduce damages across all of your fulfillment channels.

**Pregis' eCentric (perhaps unconventional) approach to supporting eretailers and ecommerce customers means that you do not have to compromise in order to balance your essential business needs and wants.**

- Offer just about any type of protective packaging material & equipment you could ever need!
- National supply network to provide these solutions to your door.
- Partner focused on best total cost to meet your budget & business needs.
- Eliminate damage, elevate the customer experience and reduce shipping costs.
- Implementation support to provide training & create consistent, standardized processes across all channels.
- Tech service to maintain equipment & keep packages flying out the door. Plus a 24/7 hotline.
- Tools that quantify (& show off) the good decisions you are making for the business.
- HASSLE FREE PARTNER!

Products worth protecting deserve Pregis

[www.PREGIS.COM](http://www.PREGIS.COM)

