

# The Retailer's Playbook for Profitable Delivery

Reduce Costs. Increase Profitability. Deliver with Confidence.





### Contents

- O3 The delivery dilemma
- Strengthen delivery operations before Q4 puts them to the test
- O5 Three pillars of delivery success
- O6 Product spotlight
- How you ship affects how you sell
- 10 Get delivery operations ready for Q4
- 11 About Rithum

# Strengthen delivery operations before Q4 puts them to the test

You're being asked to do the impossible: cut costs, move faster, manage growing complexity across carriers and suppliers—and still deliver results that hit the bottom line.

If your team is still relying on manual reports or reacting to late updates, peak season will expose the cracks. Missed delivery windows, rising carrier costs, and fulfillment blind spots don't fix themselves.

Now is the time to tighten what matters. This playbook gives you a way to take control. It treats delivery as a lever for performance and savings, not just a cost to absorb. Inside, you'll find practical ways to reduce shipping costs, improve delivery accuracy, and track supplier performance in real time.

Supplier Compliance

97%

with Rithum Delivery Solutions

Conversion increases as high as 40% with accurate delivery dates and more than 10% savings in shipping costs.

# Delivery is a high-cost, high-pressure part of every retail operation

Retailers are often left without visibility into carrier performance, limited tools for enforcing compliance, and rising shipping costs they can't control. Manual reporting and disconnected systems slow teams down when speed matters most.



## Three pillars of delivery success

Delivery performance isn't about speed alone. Retailers need systems that reduce costs, improve accuracy, and provide visibility from order to doorstep. Rithum Delivery Solutions supports three core goals:

01

# Shipping Optimization

Reduce shipping costs through comparing carrier rates in real time

02

#### Delivery Promise

Improve delivery accuracy by predicting precise arrival dates

03

#### End-to-End Monitoring

Track and enforce supplier performance using built-in alerts and dashboards

Each pillar supports stronger margins, fewer fulfillment issues, and better customer outcomes.

**Product Spotlight** 

# Shipping Optimization

Compares shipping rates across carriers and service levels to identify the lowest-cost option for every order.

The best method is automatically selected, reducing the need for manual routing decisions.



**Product Spotlight** 

## Delivery Promise

Uses AI to predict precise delivery dates based on variables such as warehouse location, weather, and historical carrier performance.

Shoppers get accurate delivery estimates at checkout, so they can get excited about clicking "buy."

Up to Conversion Rate Improvement when delivery promises are accurate

**Product Spotlight** 

# End-to-End Monitoring

End-to-End (E2E) Monitoring gives you full visibility from order creation to final delivery.

Built-in dashboards and real-time alerts track on-time rates, flag late shipments, and identify supplier issues before they reach the customer. Operations teams can use this data to improve performance and avoid costly delays. On-Time
Express
Delivery
rose from 94% to

Ogg/
during the holiday
season for one retailer
using E2E Monitoring

## How you ship affects how you sell

Retailers using Rithum Delivery Solutions can reduce costs, improve fulfillment accuracy, and gain visibility across their entire delivery operation. Retailers that treat delivery as a profit driver will outperform those that treat it as a backend task.

Every retailer's journey is unique. Results depend on your starting point, goals, and implementation approach. Here are some real results from Rithum customers.

Up to 18% conversion lift for each day removed from Delivery Promise **Delivery Promise** 



95%+ early and on-time

delivery accuracy with optimized promise dates

#### Get delivery operations ready for Q4

Outdated processes and limited visibility aren't built for peak season. When order volume climbs, gaps in coordination, tracking, and accountability lead to costly delays and lost revenue.

This is your window to get ahead by strengthening operations, aligning partners, and making delivery a dependable driver of profit during the busiest months of the year.

Ready to see Rithum in action?

Request a Demo



Rithum (formerly CommerceHub and ChannelAdvisor) is one of the industry's most influential and trusted commerce networks, helping brands, retailers, and suppliers work together to deliver third-party (3P) commerce experiences. The Rithum platform helps brands and retailers accelerate growth, optimize operations across channels, scale product offerings and enhance margins.

Using its commerce, marketing, delivery and discovery solutions, Rithum customers create optimized consumer shopping journeys from beginning to end. More than 40,000 global brands trust Rithum to grow their business across hundreds of channels, representing over \$50 billion in annual GMV. Rithum processes an average of 2.4 billion transactions every day for retailers like Best Buy, Adidas, The Home Depot, and more.

rithum.com