



Mission Critical Packaging Systems

THREE MEGATRENDS FOR TECHNOLOGY SERVICE PARTS DISTRIBUTION IN 2022:

1. **ZERO-AIR IS THE NEW PACKAGING STANDARD.** FedEx and UPS will continue to use confiscatory penalty costs to punish their largest shippers for failing to right-size packaging. Parcel carriers measure their capacity in cubic volume so incentivizing smaller packages increases their shipping capacity without deploying capital.
2. **PETRO-BASED PACKAGING IS OUT.** Plastic packaging generates carbon at seven times the rate of the commodity tonnage. Paper generates a sustainable 440 lbs. of carbon per ton. Consumers no longer believe plastics are recyclable in any meaningful way, and pine forests are massive carbon sinks, arguably reducing CO₂ emissions to a net negative.
3. **BUSINESS CUSTOMERS ARE DEMANDING AN IMPROVED EXPERIENCE** including reduced order-to-receipt time, better packaging, perfect accuracy, and 100% fill rate.

IQpack DESIGNS SYSTEMS FOR MISSION CRITICAL ORDERS. Using high-viz packaging and labeling that help guide the customer to the parcel upon arrival, Customer Service is spared countless hours of search-and-rescue activities for parts lost in the system. Eliminating headaches and supercharging the customer's experience translates to increased throughput and bottom-line growth.

IQpack PACKAGING AUTOMATION SYSTEM DESIGNERS MAP THE VALUE STREAM AND RECOMMEND SOLUTIONS. IQpack is an objective third-party partner focused on advising clients – not on selling systems for OEMs. After the functional design is fine-tuned, the next step is technology qualification and turnkey integration with the upstream systems.

SERVICE PARTS DISTRIBUTION SYSTEMS ARE OVERDUE FOR DATA-DRIVEN SOLUTIONS. IQpack builds an IT linkage connecting packaging with transportation cost using an integrated technology backbone. Combined with on-going monthly analytics, data interpretation, and supply chain management solutions, IQpack is an end-to-end packaging-thru-transportation partner, who remains with you for the long haul.