

# PRESS RELEASE



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## For Immediate Release

### **INTRODUCING POINT2POINT GLOBAL CROSS-BORDER COMMERCE**

*Innovative International Shipping & Logistics Company  
Offers a Better Way to Get Ship Done*

**BOSTON, June 4, 2018** -- Launching today at the 2018 Internet Retailer Conference & Exhibition (IRCE) in Chicago, Point2Point Global is a new cross-border eCommerce logistics and technology company created to vastly improve the traditional international shipping model offered by legacy solutions. Point2Point Global offers a variety of custom-tailored global mail and parcel solutions for businesses desiring increased flexibility, transparency and customer satisfaction.

Founded by expert international shipping and industry executives with more than 60 years of combined experience, Point2Point Global draws upon professionals who have held leadership positions at top Fortune 500 shipping logistics companies.

Point2Point Global analyzes international routes to determine the most efficient delivery options to meet unique needs while also navigating the hurdles frequently experienced when using legacy shippers. The company's asset-lite network of strategic partners has expansive reach not only to international cosmopolitan cities, but also suburbs and rural areas alike, making its services ideal for U.S. businesses, including eCommerce retailers, publishers and agencies invested in expanding their brand to one, or more than 200 countries worldwide.

"Our seasoned team has reinvented cross-border shipping, eliminating traditional pain points for U.S. businesses, in terms of time in transit, tracking and cost," said Alec Stern, Chief Executive Officer and Co-Founder of Point2Point Global. "Our clients benefit from a higher level of service and custom-tailored solutions via our optimized shipping network."

Point2Point Global offers a range of options balancing speed and cost, integrated carrier management, routing optimization and enhanced tracking. Services also include an upcoming innovative international returns solution.

"Our team has been in the trenches of the shipping industry for decades," said Gary Harnum, President, CFO and Co-Founder. "We've assembled a world-class roster of talent and have built a nimble, asset-lite model to avoid common industry constraints," "Our strategic partnerships with last mile carriers, customs brokers, compliance experts and postal authorities around the world, ensure a unique service that can be quicker than postal delivery while remaining efficient and economical."

Multiple operations and distribution centers ensure that mail and parcel processing offer a high level of security and authentication from shipment to receipt.

For more on how we do ship differently at Point2Point Global, please visit [www.point2pointglobal.com](http://www.point2pointglobal.com).

### **ABOUT POINT2POINT GLOBAL**

Point2Point Global is a new cross-border eCommerce, logistics and technology company founded by an expert team with more than sixty years combined experience in international shipping. The team has built long-standing strategic partnerships with last mile carriers and postal authorities around the globe to transform the way logistics works for publishers, agencies, eCommerce retailers and business to business. We offer truly unique mail and parcel logistics options with a higher level of service and transparency combined with cutting edge technology for worldwide delivery. For more information, please go to [www.point2pointglobal.com](http://www.point2pointglobal.com).

# FACT SHEET

## ABOUT

### We're Changing the Way Ship Gets Done

Point2Point Global is a new cross-border eCommerce, logistics and technology company founded by an expert team with more than sixty years combined experience in international shipping. The team has built long-standing strategic partnerships with last mile carriers and postal authorities around the globe to transform the way logistics works for publishers, agencies and eCommerce retailers. We offer truly unique mail and parcel logistics options with a higher level of service and transparency combined with cutting edge technology for worldwide delivery.



## INTERNATIONAL MAIL & PARCEL DELIVERY

### Not The Same Old Ship

Our state of the art technology and asset-lite network enables us to optimize international mail and parcel delivery to over 200+ countries and create new, attractive shipping options that drive conversion and retention for our customers. No matter what service type you choose, you can expect immediate, white glove service and dedicated account management from our team of experts. It's the way ship gets done around here. **Please see our Services sheet for full descriptions of our international mail and parcel solutions.**

## CREDENTIALS

Point2Point Global is the result of innovative collaboration and inspired reimagining by a team with decades of experience in every aspect of cross border eCommerce and international mail logistics.

## OFFICES

### Headquarters & East Coast Sales

743 Main Street, Tewksbury, MA 01878

### West Coast Sales Offices

214 Bancroft, Irvine, CA 92620

## EXECUTIVE TEAM

Chief Executive Officer and Co-Founder, Alec Stern

President and Co-Founder, Gary Harnum

Vice President, Strategic Development and Co-Founder, Mark Driscoll

Vice President, Business Development and Co-Founder, Ben Durand

Chief Marketing Officer, Michelle Kimball

**Please see Meet the Team sheet for extended bios.**

## WEBSITE

[www.point2pointglobal.com](http://www.point2pointglobal.com)

## SOCIAL MEDIA

Facebook: <https://www.facebook.com/Point2PointGlobal/>

Twitter: [@Point2PointGBL](https://twitter.com/Point2PointGBL)

LinkedIn: <https://www.linkedin.com/company/point2pointglobal/>

## MEDIA CONTACT

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# SERVICES OVERVIEW

## NOT THE SAME OLD SHIP

Our state of the art technology and asset-lite network, over 60 years in the making, enables us to optimize global mail and parcel delivery and create new, attractive shipping options that drive conversion and retention for our customers. No matter what the service type, our customers can expect immediate, white glove treatment, custom-tailored solutions and dedicated account management from our team of international shipping and logistics experts.



## CORE CUSTOMERS

### eCommerce

eCommerce retailers and their customers are looking for new options when it comes to international shipping. Our team provides customized, lower cost, time-definite delivery options for international orders and returns that provide both choice, and value.

### eCommerce Facilitators

eCommerce platforms, fulfillment houses and marketplaces, work with Point2Point Global to provide the highest level of service along with creative, dependable and economical international delivery solutions to their clients.

### Publishers

To reach, attract and retain subscribers and customers, publishers, direct marketers and organizations distributing printed matter internationally need timely, traceable and cost-effective mail delivery. Point2Point Global ensures materials are shipped by the most efficient and cost-effective means and arrive at their destination on time, within budget and in excellent condition.

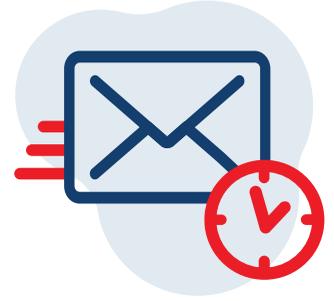
### Marketers and Advertisers

Agencies and advertisers sending mail to international audiences have relied on our team to accurately and reliably deliver products, packages, mail and documents into the hands of their end customers.

# GLOBAL MAIL SERVICES

## Point2Point Global Priority Mail

Point2Point Global Priority Mail delivers to 200+ countries in 3 to 7 business days and is the best choice for time-sensitive mail that requires rush handling. Our Priority Mail Service provides a first-class indicia and hand-delivery of mail by a local carrier to the consumer.



### Items typically delivered via Point2Point Global Priority Mail:

- Weekly or monthly publications
- Direct mail
- Invoices
- Checks
- Financial materials (proxies, annual reports, ballots)
- Self-mailers
- Statements
- Letters and general correspondence

## Point2Point Global Standard Mail

Point2Point Global Standard Mail delivers to 200+ countries in 7 to 14 business days and is the best choice for material that does not require the rush handling of Priority Mail but must be delivered efficiently and reliably. Our customers often use this service for cost-sensitive deliveries, including marketing materials and publications.

### Items typically delivered via Point2Point Global Standard Mail:

- Direct mail
- Catalogs
- Membership offers
- Books
- Subscriptions

## Point2Point Global Publication Mail

Point2Point Global Publication Mail delivers to 200+ countries in 3 to 14 business days. Our years of experience delivering publications around the globe means that your materials will arrive on time, within budget and in excellent condition.

### Items typically delivered via Point2Point Global Publication Mail

- Catalogs
- Journals
- Periodicals
- Newsletters
- Magazines

# GLOBAL PARCEL SERVICES

## Point2Point Global Parcel Services

Delivering to 200+ countries in 3 to 14 business days, our parcel delivery services provide options, balancing cost and speed, that customers appreciate. Faster than postal delivery and more economical than integrators, Point2Point Global Parcel Services offer valuable new options for a better customer experience and higher profits.



## Point2Point Global Packet

DDU Only (duties & taxes paid by the receiver)

Transit time: Europe 4-8 business days, rest of world 8-14 days

For lightweight parcel shipments weighing less than 4.4 pounds that do not require a delivery confirmation scan, Point2Point Global Packet is our most cost sensitive international shipping offering. Delivery tracking information includes a confirmation scan upon arrival in the destination country. This service leverages the international postal network of the Universal Postal Union (UPU).

## Point2Point Global Parcel Standard

DDU Only (duties & taxes paid by the receiver)

Transit time: Europe 4-8 business days, rest of world 8-14 days

For packages weighing up to 44 pounds, Point2Point Global Parcel Standard is a reliable end-to-end shipping option with tracking all the way through delivery. We deliver to 220 countries and territories leveraging the Universal Postal Union (UPU) parcel network.

## Point2Point Global Parcel Direct

DDU (duties & taxes paid by the receiver) or,

DDP (duties & taxes paid by the shipper) where applicable

Transit time: 3-9 business days on average

Point2Point Global Parcel Direct is our most comprehensive international shipping solution, servicing 35 key global markets with full-visibility tracking, delivery confirmation, choice of delivery experience (DDU or DDP), and returns management options.

## Items typically delivered via Point2Point Global Parcel Services:

- Apparel
- Shoes, handbags and accessories
- Personal care products
- Books
- Toys and games, including Kickstarter projects

## Point2Point Global eCommerce Returns

Our international returns service helps eCommerce retailers improve their customers' experience by enabling them to shop with confidence and trust. The Point2Point Global Returns Portal is easy to use and mobile friendly, and we offer a variety of returns handling options to match e-tailers' unique needs.

# MEET THE TEAM



**Alec Stern**  
CEO & CO-FOUNDER

With over 25 years of experience in developing companies across industries from start-up, to IPO, to acquisition, Alec is a tour de force here at Point2Point Global, defining our strategy and directing all functions of the company and its dedicated executive team. A big picture thinker and consummate innovator, Alec maintains a laser focus on the customer and a commitment to excellence in developing and communicating solutions that anticipate and address their needs. Alec's approach and deep cross functional experience ensure that Point2Point Global delivers customized, international mail and eCommerce logistics services that exceed customer expectations. At the same time, he looks to the future and works with the executive team to identify and pursue opportunities for expansion with new customers and markets, strategic partnerships and acquisitions. Only a side man when it comes to music, Alec is an accomplished drummer and has had the honor of sitting in with a number of musicians including Toby Keith's house band in Vegas.



**Gary Harnum**  
PRESIDENT & CO-FOUNDER

Gary is a trailblazer and rainmaker in the international shipping and logistics industry, having founded, built and sold 9 previous companies in the space including i-parcel, LLC (sold to UPS in 2014). Gary's innovative and disruptive thought leadership has enabled him to consistently identify unique opportunities to solve shipping and logistics challenges for today's globally focused enterprises. As a talented, driven and respected industry veteran, Gary is a driving force behind Point2Point Global, leading corporate development, finance, partnerships and acquisitions and solidifying the company's foundation as a premier cross-border international mail, eCommerce logistics and technology company. An inspiring leader, Gary is unwavering in his commitment to the Point2Point Global team and its customers. When Gary is not in the office, you can find him cheering on his family, hiking the woods with his puggle sidekick, Arya, or walking the golf course lining up for a future, spectacular hole in one.



**Mark Driscoll**  
VP, STRATEGIC DEVELOPMENT  
& CO-FOUNDER

Mark brings over 15 years of sales and operations experience and deep domain expertise in global eCommerce strategies and solutions to Point2Point Global. Having worked with Gary Harnum and James Leung to build both International Mailing Solutions, and i-parcel, Mark assumed the role of Vice President of Sales at UPS i-parcel before joining Point2Point Global in 2018. A recognized expert in the industry, Mark has been a trusted, strategic partner to prospects and customers seeking the most effective and reliable international shipping solutions. In fact, many of the customers with whom Mark originally formed relationships in the 1990's, remain his customers to this day. As a key member of Point2Point Global's executive leadership team, Mark drives the company's direction and growth via strategic partnerships and technology, expanding Point2Point Global's offering and breaking through into new target markets. When not in the office, Mark enjoys time with his wife and 3 children, and their 4 lb. Yorkiepoo, Winnie. In his spare time, Mark is a gourmet cook and coaches hockey, baseball and football (while juggling firesticks).

# MEET THE TEAM



**Ben Durand**  
VP, BUSINESS DEVELOPMENT  
& CO-FOUNDER

An award-winning sales and sales management professional, Ben oversees business development at Point2Point Global. With a unique talent for understanding complex customer requirements, communicating value and managing relationships with C-level executive clients, Ben works with the Point2Point Global team to create tailored cross-border shipping solutions that deliver optimal results. Ben leads sales strategy and execution as well as recruiting, training and developing Point2Point Global's salesforce to meet aggressive goals for growth. As a co-founder of the company, Ben plays a key role in setting overall corporate strategy and forming strategic business partnerships. Ben is an Auburn University alumnus, walk-on quarterback for its SEC Championship team and talented singer (yet to be discovered). When Ben is not in the office, he can be found spending time with his fiancée, their new puppy, Stogie, and friends.



**Michelle Kimball**  
CHIEF MARKETING OFFICER

Michelle brings 20 years of marketing leadership, go-to-market strategy, product and partner marketing success to her role at Point2Point Global. Well-known as a gifted communicator, story teller and branding expert, Michelle's ability to create and distill key messages, communicate value and connect with customers makes her a truly exceptional marketer. Naturally, part of her role is owning the creation of the Point2Point Global brand, image, messaging and voice of the company. As CMO, Michelle also leads all marketing initiatives for customer awareness, education, acquisition and retention. She works closely with sales and business development, leveraging her skill in revenue-focused lead and demand generation to fuel the company's growth. When she's not in the office, she's with her "long-legged, guitar-pickin'" husband, her two Maltese, Rascal and Lucky or singing in a promising local Brit Pop band called "The Rolling Who".



**James Leung**  
SR. MANAGER,  
COMMERCIAL STRATEGY

With over 15 years of experience, James is one of the foremost, sought-after experts on cross-border eCommerce, technology and logistics. Most recently, James was Director of Operational Finance at UPS i-parcel after having worked with Gary Harnum and Mark Driscoll at both IMS, and i-parcel, prior to acquisition. James leads Point2Point Global's commercial strategy and plays a critical role in developing, communicating and executing the company's strategic initiatives to achieve growth and exceed customer expectations. Working closely with Point2Point Global's senior leadership team, James creates the roadmap for future innovations in both service, and technology. Always on top of industry trends, James is the company's go-to expert on global changes affecting today's complex cross-border eCommerce landscape. When James isn't answering the hard questions at Point2Point Global, he spends time with his children and fiancée. Long before "Ask Jeeves", and to this day, he is affectionately known as "Ask James" because, if you have questions, he has answers.