

VÄLKOMMEN TILL

Partnerdag

nShift



Agenda

- 15:20 - 15:40: Välkommen & Partnernyheter
- 15:40 - 16:10: nShift Produktroadmap
- 16:10 - 16:30: Fireside chat – The Future of Delivery
- 16:30 - 17:50: Paus
- 16:50 - 17:20: nShift Checkout 2.0 - Fördjupning
- 17:20 -17:50: nShift Checkout 2.0 med Krokedil
- 17:50 - 19:30: Mingel Mat & Dryck

MEET THE SPEAKERS



Niklas Högefjörd
CEO & Founder
Krokedil



Jeanette Ahlskog
Partners Nordics
nShift



Fredrik Alfort
Partners Nordics
nShift



Thomas Bailey
Product Innovation
nShift



Johan Hellman
VP Product Management
nShift



Anna Norstedt
Product Manager
nShift



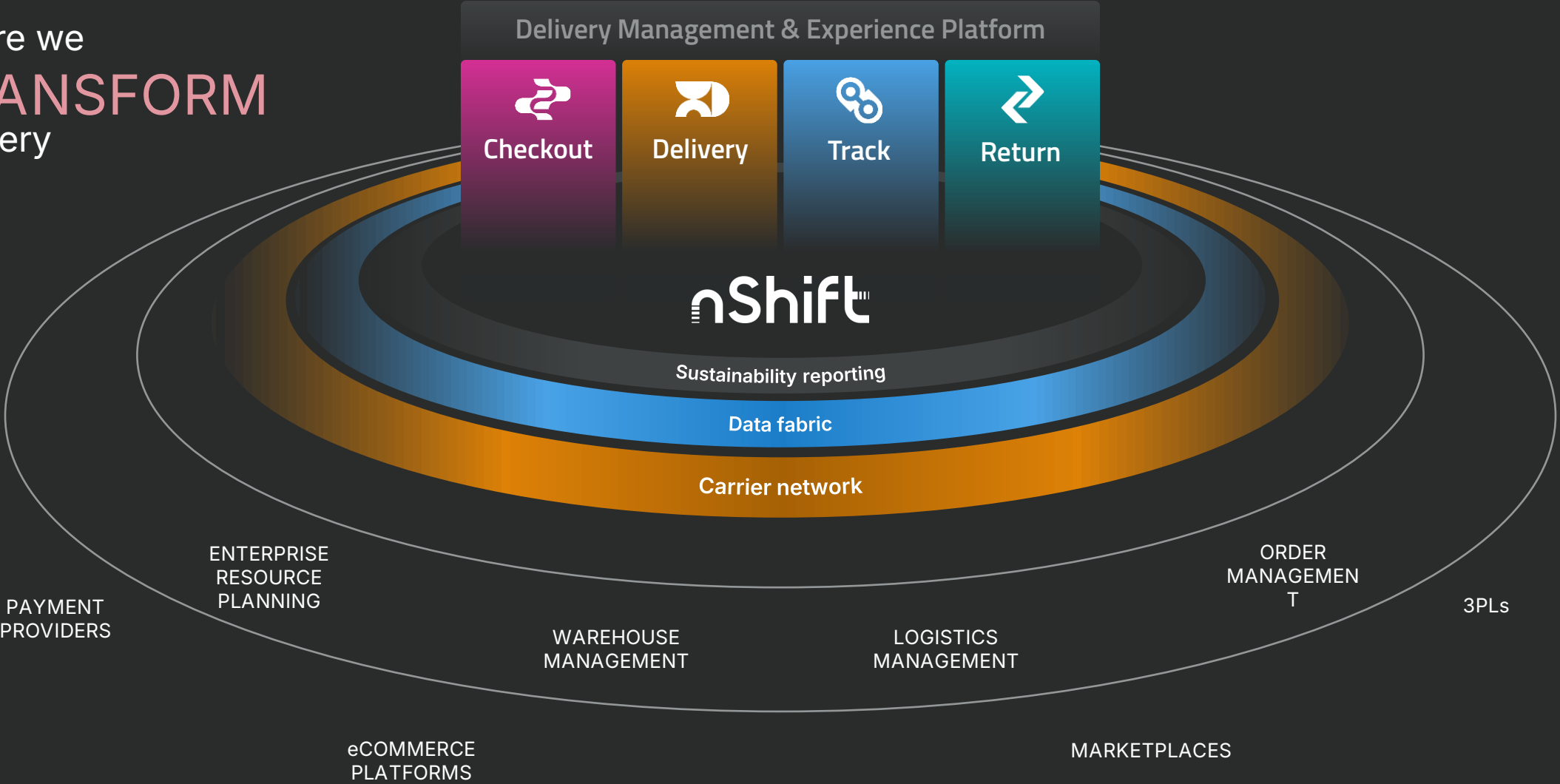
Nathalie Arner
VP Carrier Management
nShift

15:20-15:40
Välkomna &
Partnernyheter



OUR ECOSYSTEM

Where we
TRANSFORM
delivery



VADVIGÖR

Vi
förvandlar

KOMPLEXITET
till **VÄRDE**

+20%

checkout
konvertering

+30%

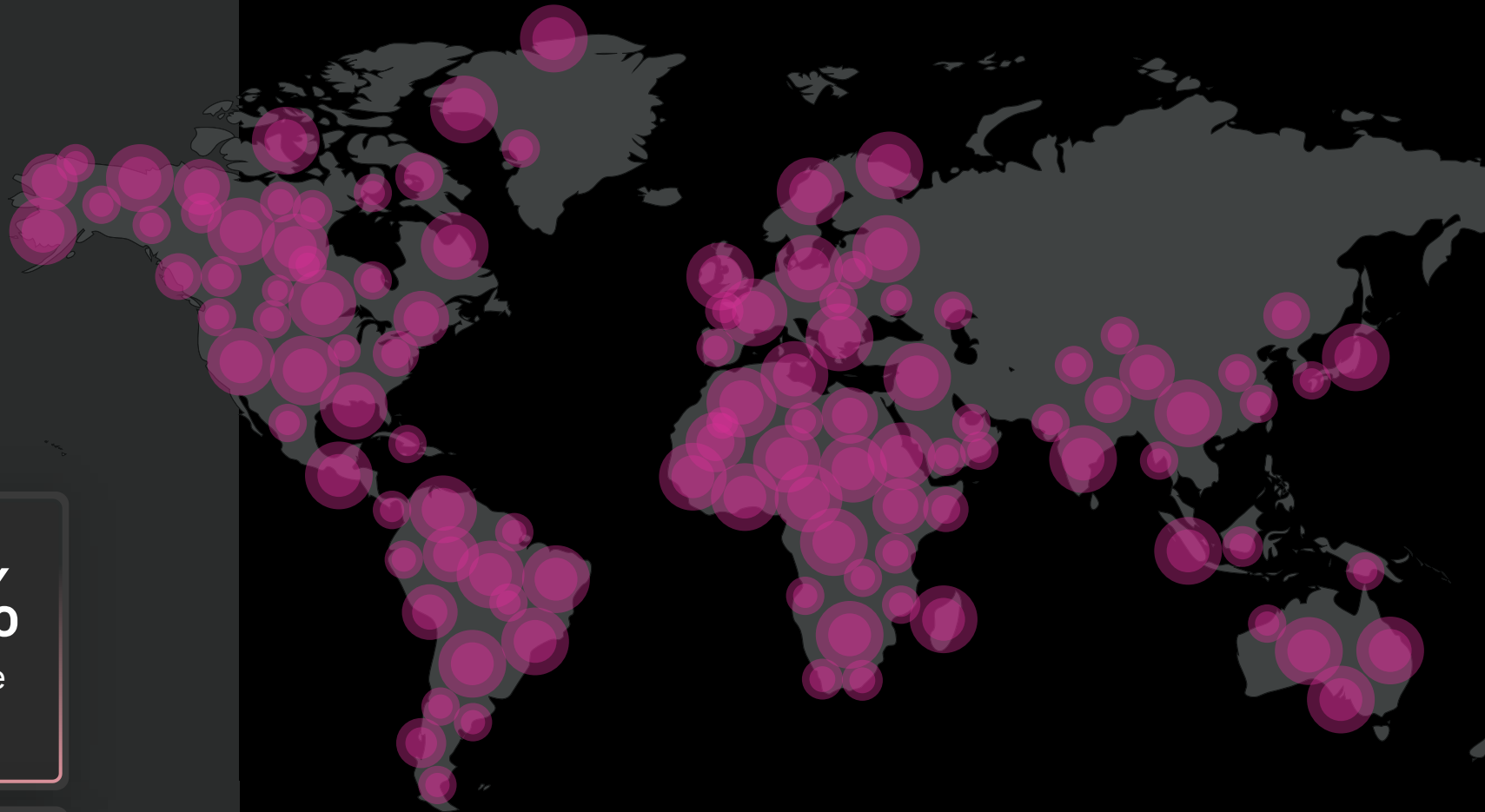
återkommande
returkunder

-60%

'Var min order?'
samtal

+40%

Lagereffektivitet



Varför bli partner med oss?

- ❑ Tillsammans möjliggöra nya intäkter
- ❑ Minska komplexitet – en integration når alla transportörer
- ❑ Nätverk 1 000 transportörer
- ❑ Produkter för hela kedjan i leveransupplevelsen
- ❑ Produkter som levererar värde till våra gemensamma kunder
- ❑ Kunderna kan växa med lösningen
- ❑ Vi supportar kunderna från lokalt till globalt
- ❑ nShift är experter på delivery management
- ❑ Certifiering skapar förtroende
- ❑ Gemensamma aktiviteter, marketing mm



Fokus 2025



Advanced
certification
scheme



Partner
engagement



Integration
support &
guidance



Partner
recognition



Tailored
approach



Customer
value

Partner portal update



Referral
process
improvement



Marketing
assets



Resources
directory

www.nshift.com/partner-portal

Marketing examples

Astro WMS®
and **nShift**
Seamless integration from
warehouse to delivery

**Built for
Visma.net
and beyond**
Purpose-built
for ERP-connected,
high-volume logistics while
supporting major systems

Another Milestone Unlocked: Gold Partner Certification for **SignUp Software**

Gold Partner status is more than a certification. It is a commitment to ...more

MS Direct launches new cross-border shipping platform and partners with nShift

17 JULY 2025

St. Gallen, Switzerland / Oslo, Norway – July, 2025 – MS Direct, a leading provider of e-commerce fulfillment and cross-border logistics solutions, is launching its groundbreaking Crossborder shipping platform, designed to revolutionize the way retailers ship to Switzerland, the United Kingdom, and Norway. Purpose-built for modern e-commerce, the platform provides data-driven carrier selection, fully automated customs clearance, and seamless, local-like returns — ensuring that international shoppers enjoy the same high-quality experience they expect from their favorite local online stores.

"Crossborder shipping shouldn't come with compromises," says Luca Graf, CEO of MS Direct. "Our new platform is built to give e-tailers a scalable, low-effort access to a platform to grow across borders, while consumers get the

insideSCM is now a Gold Partner with nShift, powering nearly 3,000,000 shipments.

As a specialist in SAP-driven supply chain management, **insideSCM** helps wholesalers, retailers, major 3PL and industrial manufacturers integrate nShift's delivery management platform to handle complex, high-volume shipping with ease.

This partnership allows businesses to automate shipping, streamline operations, and reduce logistics complexity, all from within SAP. It also gives them access to nShift's full suite of functionalities, including multi-carrier shipping, advanced routing, and hazardous goods (ADR) management.

Gold Certification recognizes the highest level of integration, including:

- ✓ Real-time data transfer for instant shipment visibility, seamless automation, and improved operational efficiency.
- ✓ Validated SAP integration for smooth deployment and scalability.
- ✓ Support for complex shipping needs, including hazardous goods (ADR) compliance and routing optimization.
- ✓ Full technical collaboration and documentation for seamless implementation.

By combining SAP's enterprise power with nShift's best-in-class shipping technology, **insideSCM** is unlocking new efficiencies for global logistics.

Want to see how seamless SAP logistics can be? Learn more about nShift's certification program at bit.ly/40CeoD5

#SupplyChain #Logistics #SAPIntegration #ShippingSolutions
#FreightManagement #DangerousGoods #ADR #TradeCompliance
#TransportationManagement #nShift #insideSCM #Partnership

insideSCM
enables
multi-carrier
shipping,
hazardous
goods (ADR)
handling, and
automated
log

Every great solution starts with a problem. **THOMAX's** .wms was founded by a team that lived and breathed warehouse operations. They knew first hand the frustrations of slow, rigid systems that couldn't ...more

**Built for
Visma.net
and beyond**
Purpose-built
for ERP-connected,
high-volume logistics while
supporting major systems

Certification

PARTNER CONTRIBUTIONS

PARTNER BENEFITS

Top-level integration
Live customers
Completed certification
Joint showcase
Technical review - quarterly



Premium technical support
Certification badge
Connection fully documented

Complete integration
Live customers
Completed certification
Technical review - yearly



Support partner portal
& mailbox
Certification badge

Solid, robust integration
Live customer
Completed certification



Support partner portal
& customer support
Certification badge

E-handel i förändring – tillsammans mot framtiden

Snabb förändring i beteende, teknik & förväntningar

Fokus på kundupplevelse & personalisering

Hållbarhet, transparens & leverans som styrkor

Behov av flexibla, anpassningsbara lösningar

Samarbete skapar värde i ekosystemet

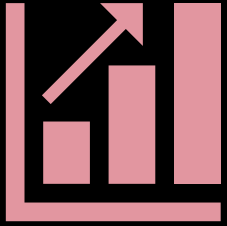
Stärka partners för att möta förändringen



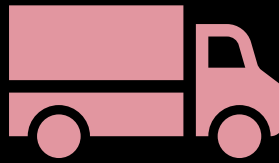
15:40-16:10
nShift Product
Roadmap



NSHIFT'S PRIORITIES



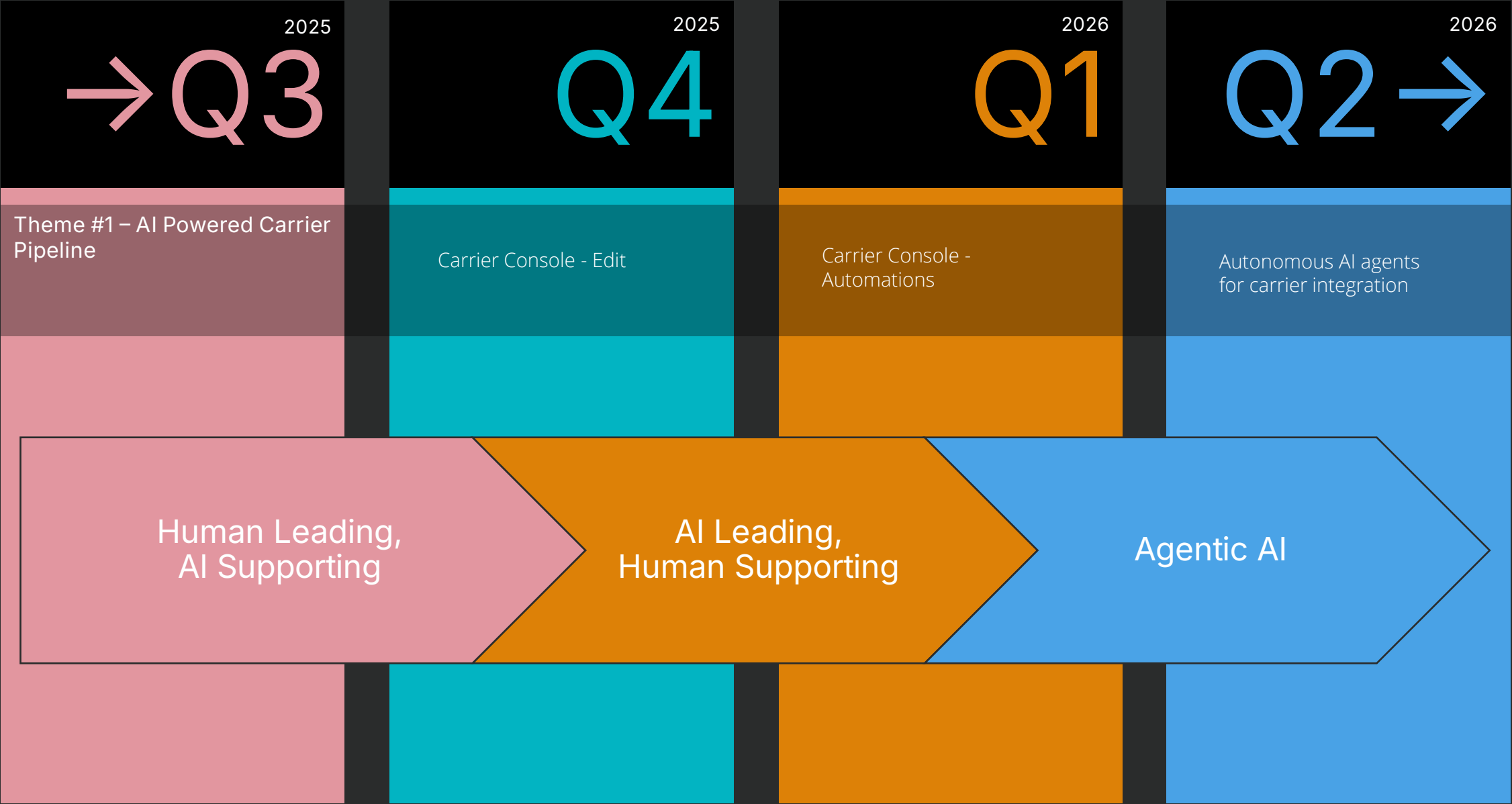
Growth

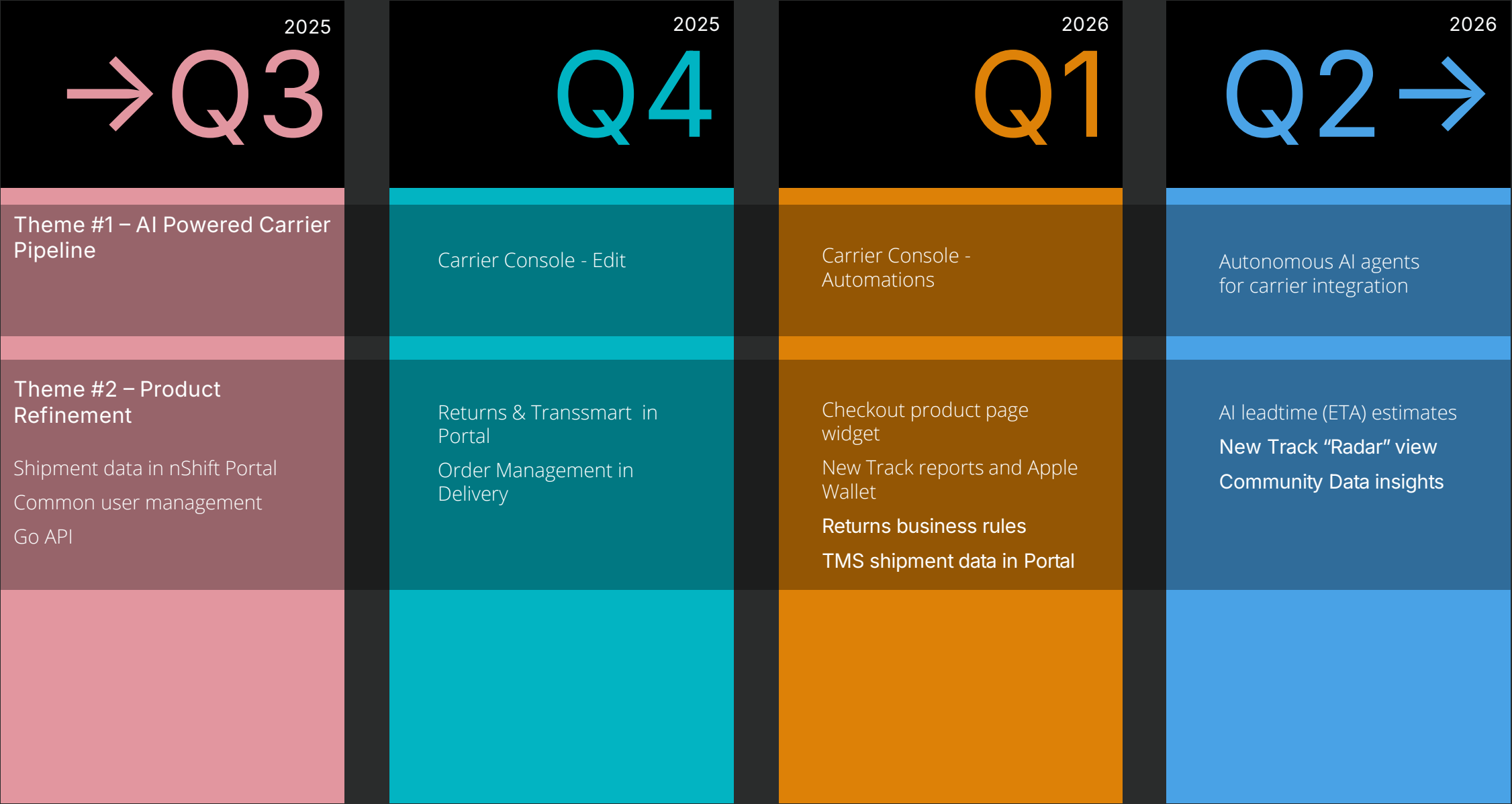


Carriers



Customer
satisfaction





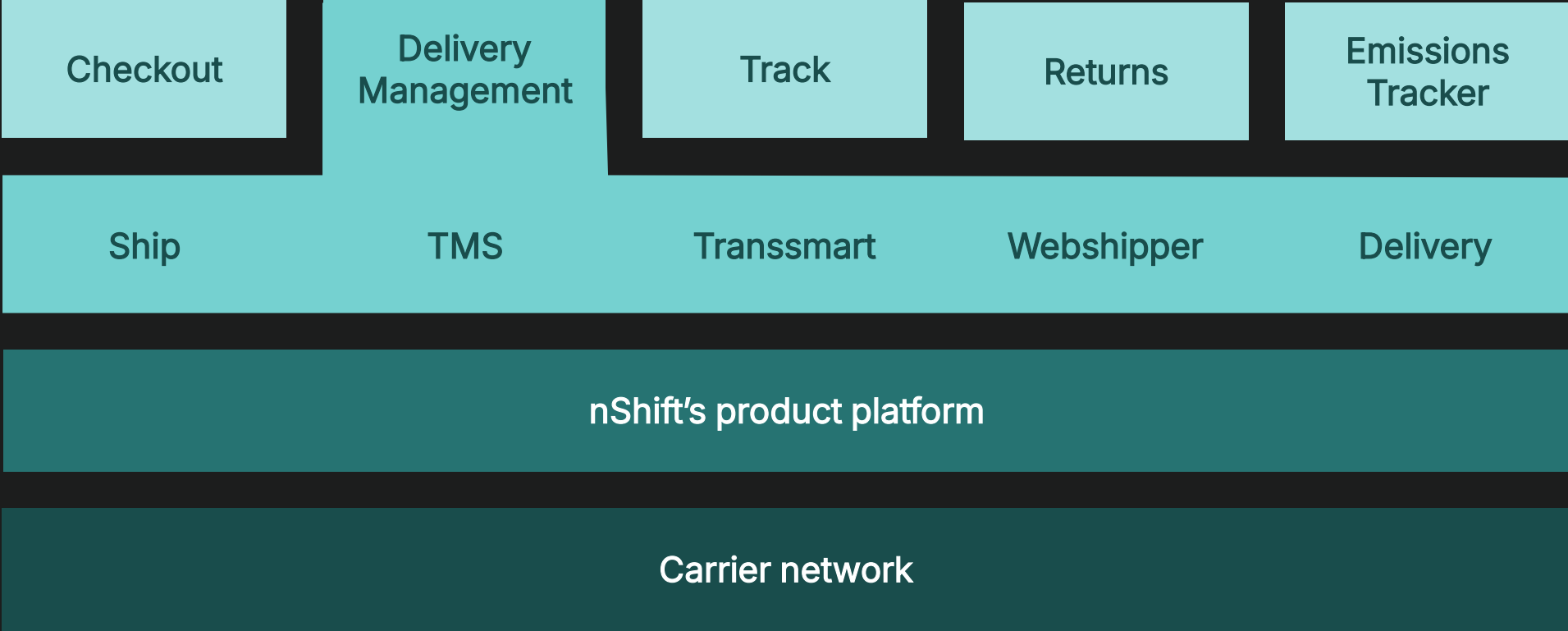
→Q3 2025

Q4 2025

Q1 2026

Q2→ 2026

Theme #2: Product Refinement



→Q3

2025

Q4

2025

Q1

2026

Q2→

2026

Theme #2: Product Refinement

- Shipment data in nShift Portal
- Common user management
- Go API
- Returns & Transsmart in Portal
- Order Management in Delivery
- Checkout product page widget
- New Track reports and Apple Wallet
- Returns business rules
- TMS shipment data in Portal
- AI leadtime (ETA) estimates
- New Track "Radar" view
- Community Data insights

→Q3

2025

Q4

2025

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2026

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2026

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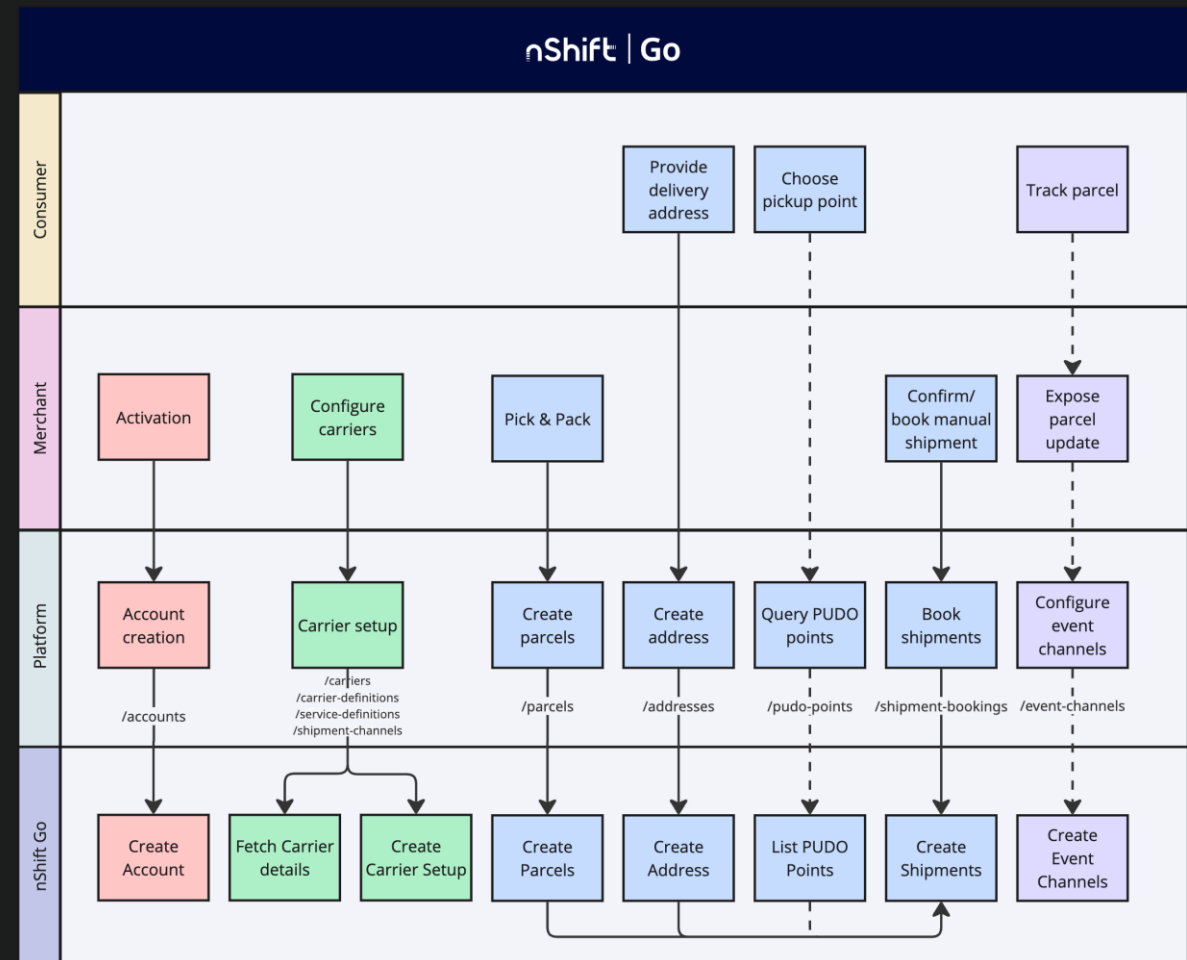
nShift Go API

Native shipping for e-commerce platforms,
marketplaces and logistics partners

Built to be built-in

All features available through API:s

"Stripe for shipping"





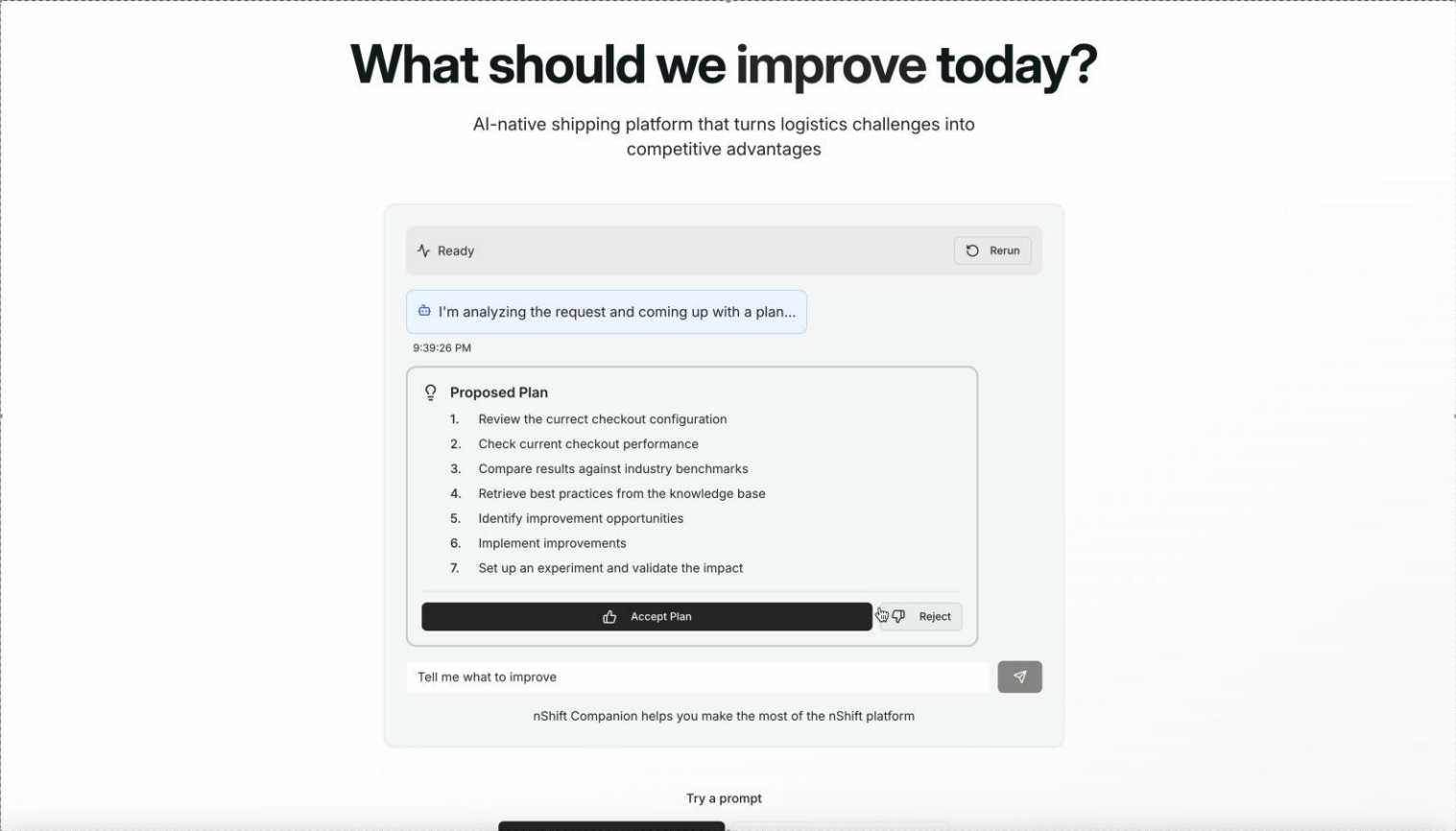
→Q3 2025

Q4 2025

Q1 2026

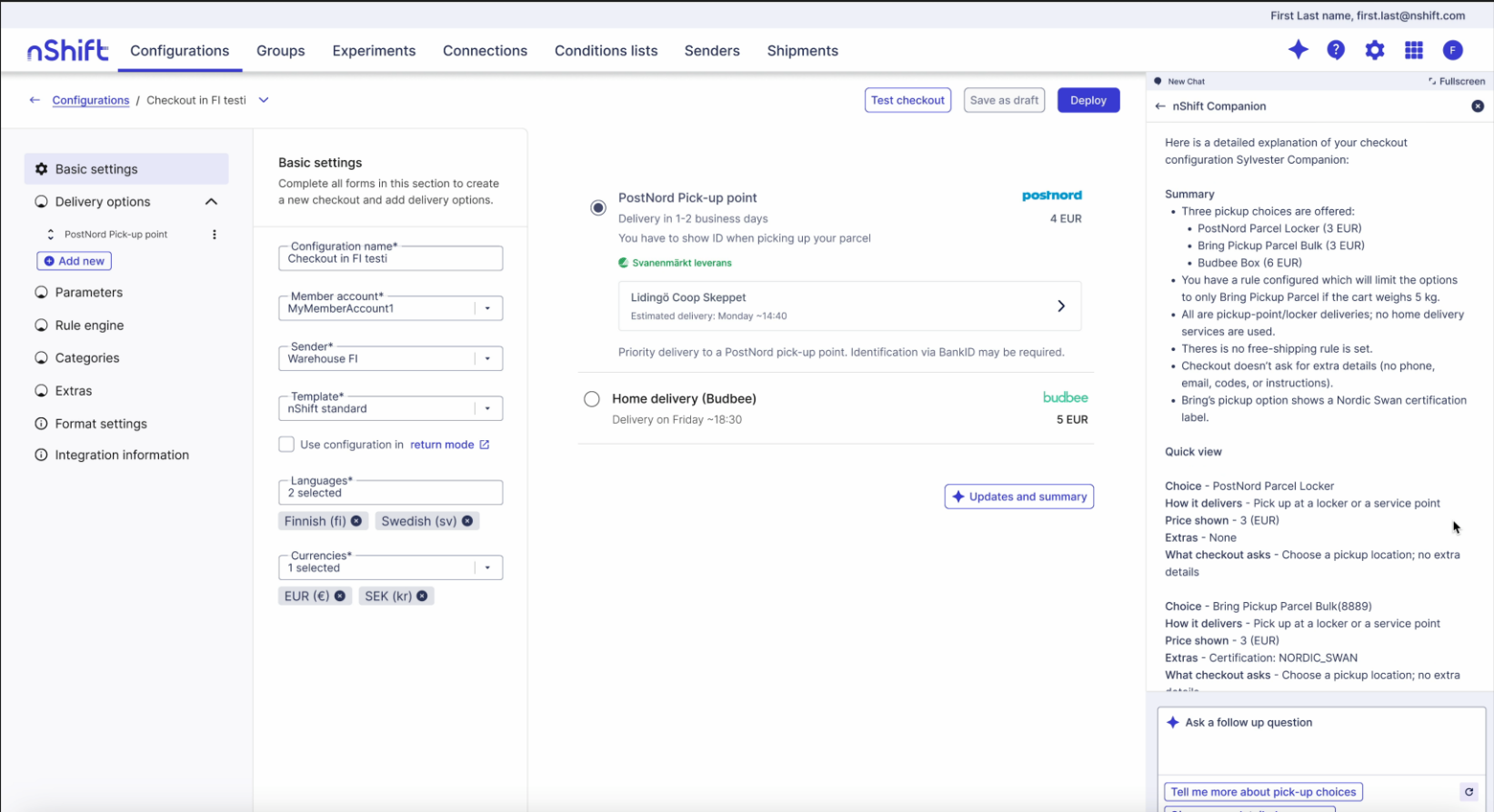
Q2→ 2026

Theme #3: nShift Companion (AI agent)





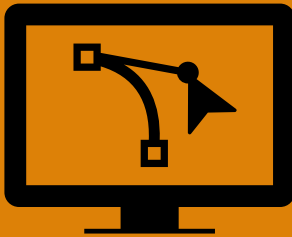
Theme #3: nShift Companion (AI agent)





16:10-16:30
nShift & AI –
Fireside chat





Building with AI



AI built-in



AI ready

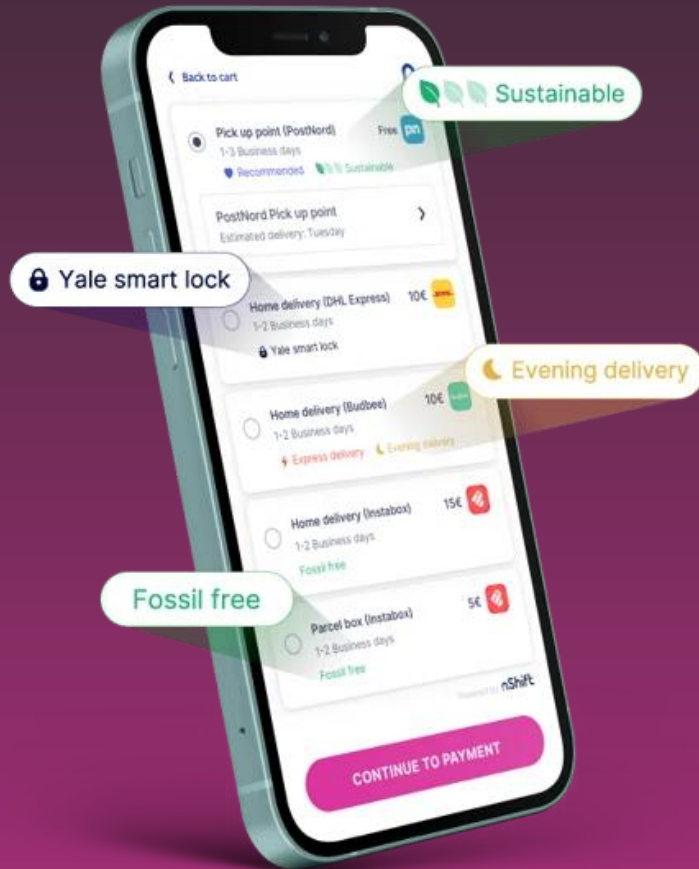
16:30-16:50

Paus



16:50 – 17:20
nShift Checkout –
Fördjupning





nShift Checkout

Gör det möjligt för våra kunder att skapa personliga leveransupplevelser – drivna av den data de själva vill använda

Delivery Checkout

2017

"Gamla checkouts", "v1", "Checkout 1.0"

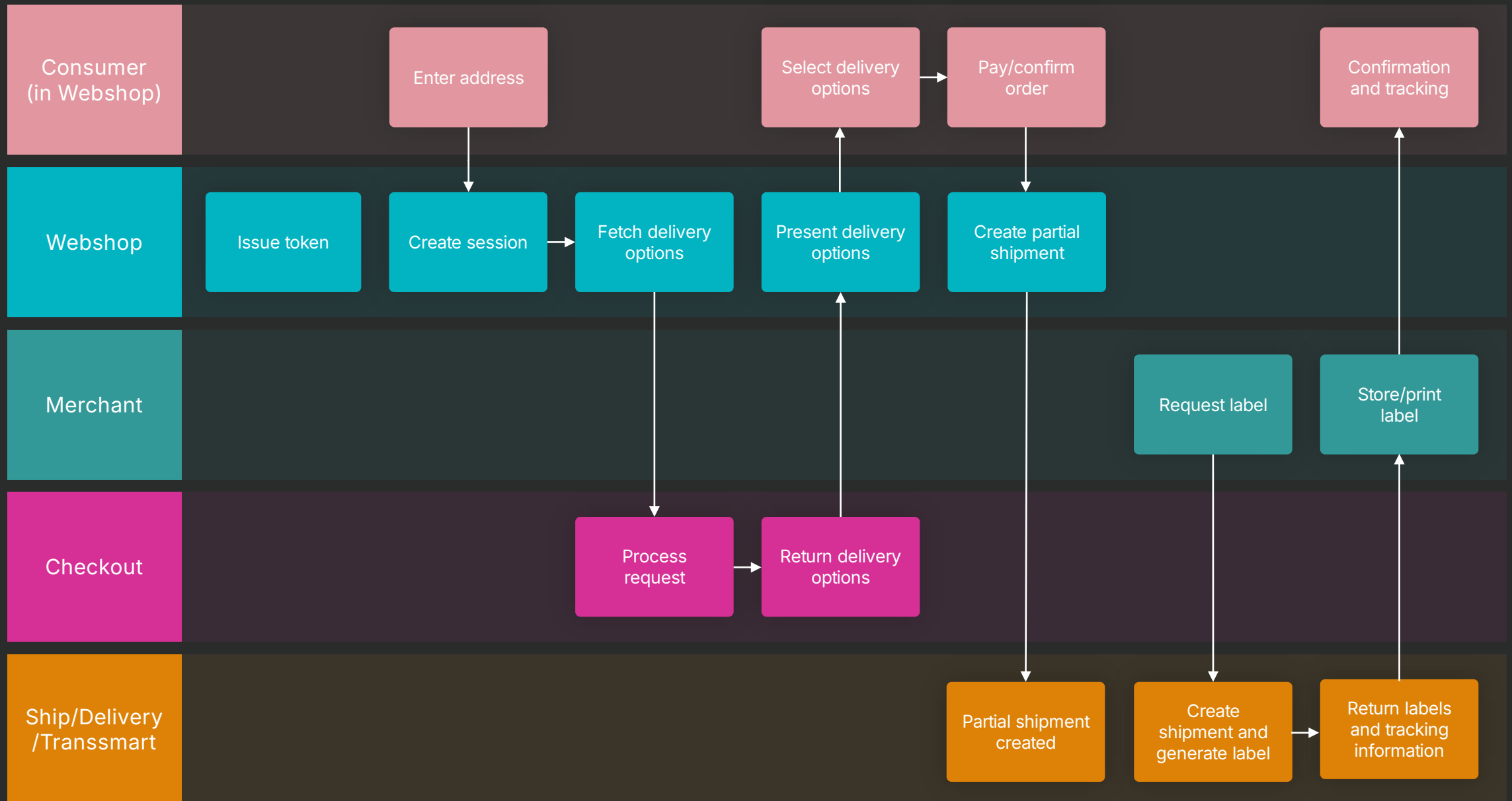
- Åtkomst via nShift Delivery
- Kundfeedback angående gränssnittet:
"Varken användarvänligt eller intuitivt"

2024

nShift Checkout

"Nya checkouts", "v2", "Checkout 2.0"

- Åtkomst via nShift Portal
- Förbättrat gränssnitt, inklusive widget-preview
- Regelmotor
- Nytt API: introducerar sessioner
- Experiments: A/B/n-test
- Byggd för att skala



Standard widget

☒

UPS Express
Your order qualifies for free delivery!
 Recommended

0,00 SEK

DIREKTEN SKANSTULL
GOTGATAN 96, STOCKHOLM

>

☐

Bring Pickup Parcel
 Nordic swan

0,00 SEK

☐

DHL Service Point

40,00 SEK

☐

PostNord MyPack Home
Delivery on Friday
 Nordic swan

60,00 SEK

☐

Hodo Home Delivery
Delivery on Tuesday
Your order will be delivered with 100% fossil-free transport!
 Fossil free delivery Evening delivery

50,00 SEK

powered by nShift

Standard widget
Styled widget

☒	Budbee Box 1-3 business days	0,00 kr
H&M Sergelgatan, Sergelgatan 1, Stockholm		
+ More information about selected service point		
☐	PostNord 2-4 business days	0,00 kr
☐	DHL Service Point 2-4 business days	0,00 kr

Standard widget
Styled widget
Headless

☒	Hemleverans till postlåda/dörr 1-2 helgfria vardagar	(0:-)	postnord
☐	Hämta hos ombud 1-2 helgfria vardagar	(0:-)	postnord
☐	Hämta i paketbox 1-2 helgfria vardagar	(0:-)	postnord
☐	Hämta i paketbox. Fossilfri leverans.  1-2 helgfria vardagar	(0:-)	instabox

Standard widget

Styled widget

Headless

KSA/Kustom Shipping
Assistant

Dina uppgifter

Anna Norstedt 19920223

[Ändra](#)

Stegelbäcksgatan 14A, 761 45, Norrtälje
annaelviranorstedt@gmail.com, 070****263

[Kustoms villkor gäller](#) • [Hantera autofyllningsinställningar](#)

Leverans

☒ Utlämningsställe - Budbee
49,90 SEK



Norrtälje ICA Kvantum Flygfyren
Gustaf Adolfs väg 55, 76142, Norrtälje, SE

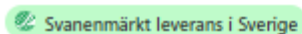
[Ändra](#)

☐ Paketskåp - Instabox
59,90 SEK



☐ Utlämningsställe - PostNord
59,90 SEK





Betalningssätt

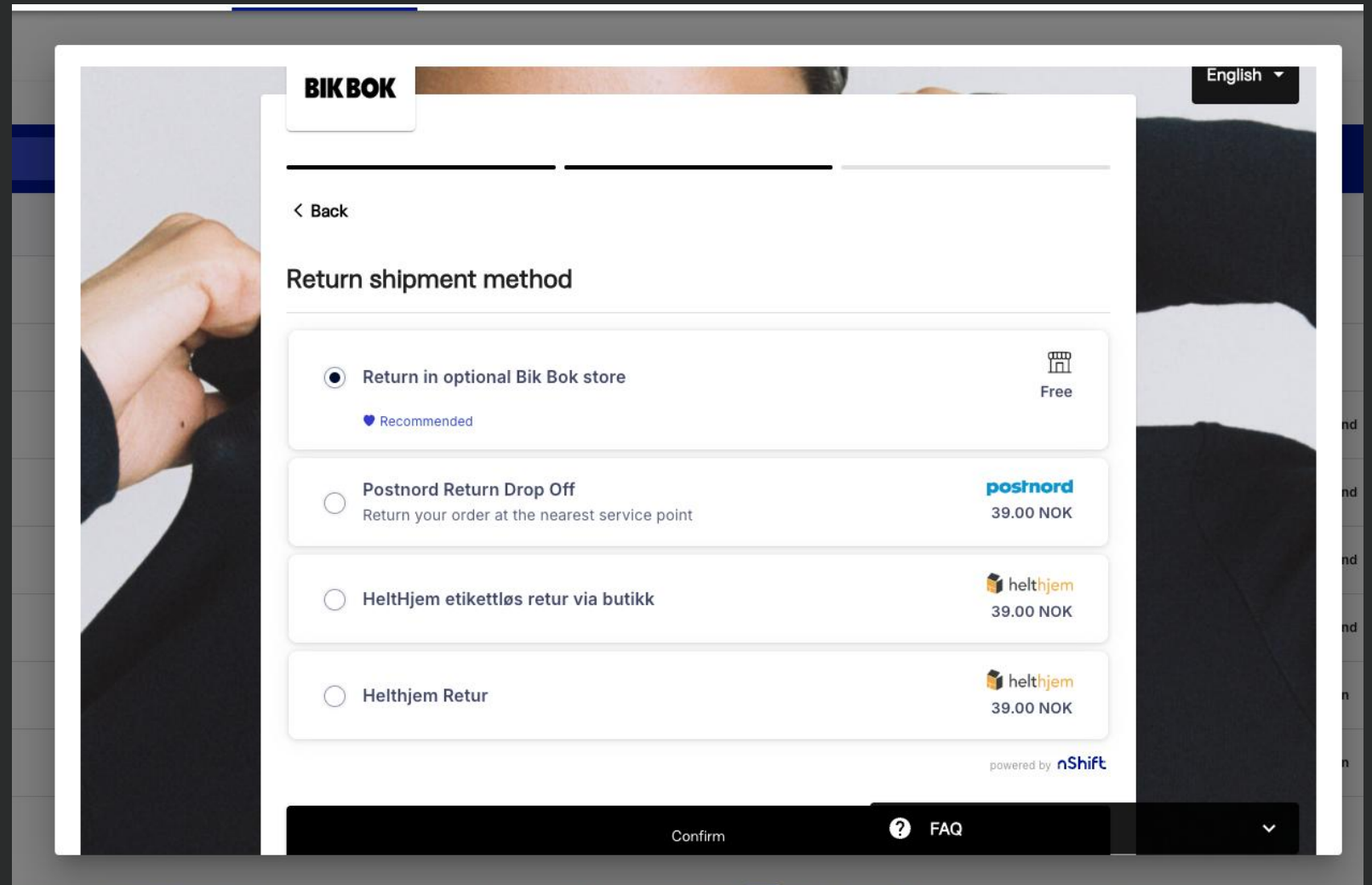
☒ Direkt
Kort, Swish och bank



Ta del av Klarnas [köparskydd](#). Se [betalningsalternativ](#).

Standard widget
Styled widget
Headless
KSA/Kustom Shipping
Assistant
Checkout i Returns





Try the new Checkout experience

Scan the QR or go to:
<https://newdemoshop.nshiftportal.com/shop/>

17:20-17:50

Checkout 2.0 med Krokedil och Rebelz





KROKEDIL

Niklas Högefjord
CEO & Founder



REBELZ

Daniel Rosendahl
CEO & Founder

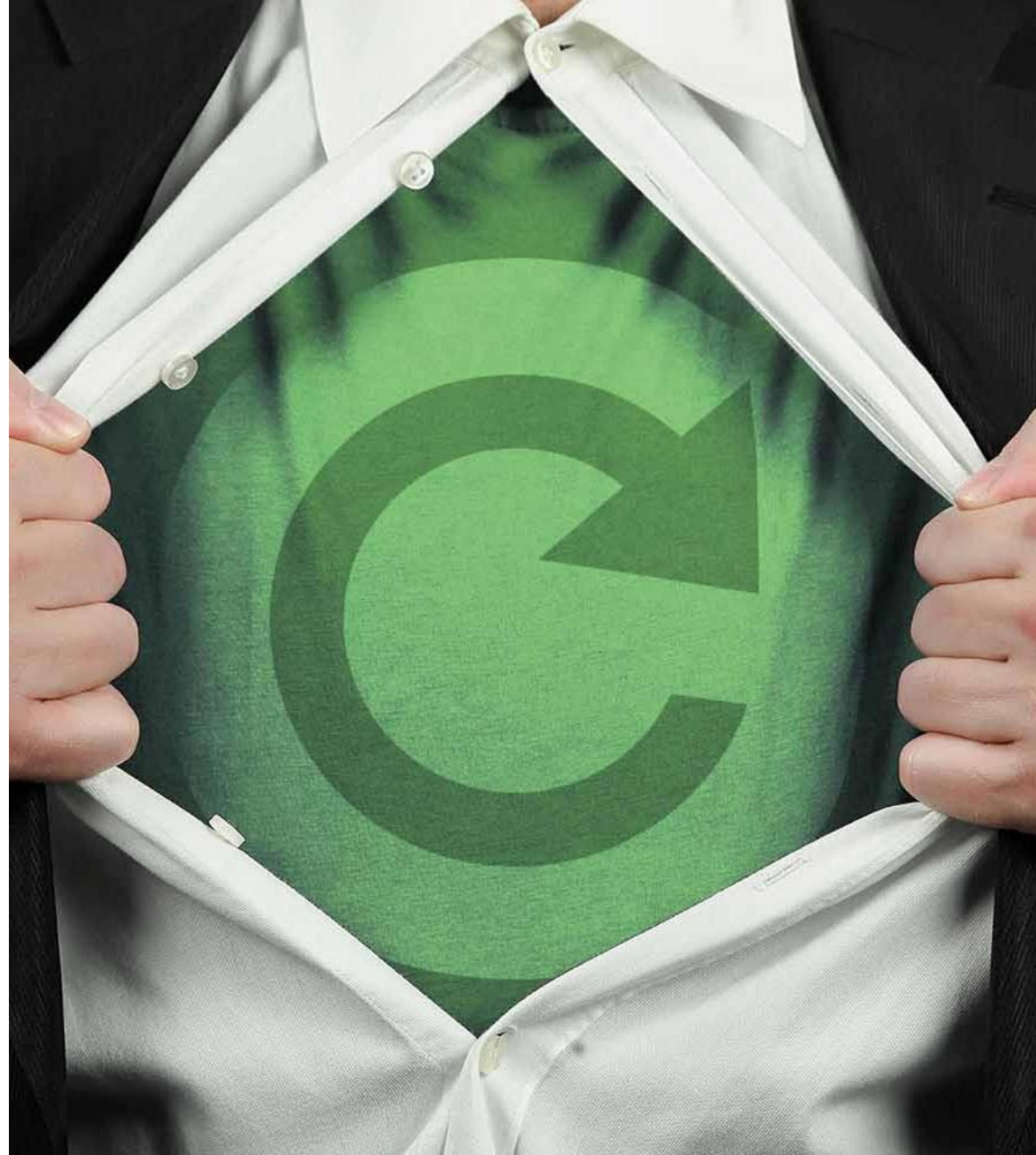


Niklas Högefjord

KR**KEDIL**

Det här är Krokedil

- Från Arvika, Värmland
- Start 2010
- Plugin och integrationer för e-handel
- Fokus på WooCommerce
- 10 personer som jobbar med utveckling, support och förvaltning av våra produkter.



Plugins tillsammans med partners

- Huvudsakligen plugins för integration till betalsystem
- Utvecklar på uppdrag. Fortsätter med förvaltning och support.
- Företaget vi integrerar mot är vår kund men e-handlaren är användaren som vi supportar.

Klarna.

 **QLIRO**

 **Pay**

Kustom

avarda

walley

Dintero

nexi | nets

Egna integrationer via Kroconnect

- Integrationsplattform samt plugin för Woo.
- Synkar order-, kund- och produktdata.
- Logik för frakt i checkout samt bokning och utskrift.
- Synk av utbetalningar till ekonomisystem.



nShift & Krokedil

- Partner sedan 2020.
- Start genom Klarna Shipping Assistant (KSA).
- Omkring 100 via KSA och Walley's leveransmodul.
- Cirka 30 användare på den egna integrationen.



nShift Checkout 2.0

- Krokedil först ut på WooCommerce.
- Smidigt system att jobba mot. Liknande logik som checkout v1.
- Checkout 2.0 innebär en stor förbättring i gränssnitt och logik för e-handlaren.
- Man kan fortsätta använda nuvarande system för bokning av frakt.
- Pilotprojekt tillsammans med Rebelz.



Det här är Rebelz

- E-handel med inriktning på kampsport (jiu jitsu och brottning). Startade årsskiftet 2009/2010.
- Skickar till 54 länder med PostNord, DPD, FedEx, UPS och DHL.
- Använt nShift sen 2018
- Samarbete med med Krokedil sen 2015.
- Utvecklingsfokus på effektivisering. Vi minimerar antal klick.



nShift Checkout hos Rebelz

- Har tre webbutiker. Implementationen görs i steg.
- Visning av frakt sker via inbäddad checkout.
- Samma logik som tidigare gällande bokning av frakt (mot nShift Delivery).
- Automatiska utskrifter av fraktetiketter, tulldokument och följesedlar.
- Returfrakt skapas i samband med att kund registrerar retur.

KROKEDIL

Dina uppgifter

🌐 Svenska ▾

Privatperson

Förändra

Niklas Högefjord

📍 Hamngatan 2, 671 31 Arvika, Sverige

✉ niklas@krokedil.se 📞 +46 71 234 5670

Frakt

☒ PostNord Service Point 55 SEK 

Mötesplats
Ica Kvantum Arvika
Palmviksgatan 12



☐ DHL Service Point 75 SEK 

☐ UPS Standard Access Point 89 SEK 

☐ Hämta på Rebelz

Betalning

FORTSÄTT TILL BETALNING

🔒 Säkra betalningar som drivs av Dintero

VISA  Klarna   swish

Tack!

KR**KEDIL**

17:50-19:30
Mingel Mat & Dryck



TACK

 nShift

It's all in the
delivery.