

PRESS RELEASE

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The credit system for parcel transport is popular among entrepreneurs and smaller companies. Every fifth parcel is paid by credit

Last March, the parcel delivery provider GLS was the first on the Czech market to introduce the e-Balík Profi service, which significantly reduced the cost of sending parcels. The online portal e-Balík Profi enables payments using credits, the creation of multiple directories, the import of contacts or the mass printing of labels. The service has been very popular since its launch, and every fifth parcel sent via the portal is now paid for by credit. These are often start-ups and smaller companies (43%) who have been forced to move their businesses online as part of government measures against the spread of coronavirus.

The coronavirus pandemic has accelerated the transition to the online sphere of many smaller companies that used to offer goods only in classic stores. *"We have introduced a credit system for entrepreneurs who do not need to send hundreds of parcels every day. The aim was to obtain reliable and professional transport services at fair and transparent prices and without the need for complicated paperwork. Since the launch of the service, every fifth parcel has been paid by credit, and senders take advantage of automatic volume discounts. We are glad that many classic stores and small businessmen managed to enter the world of internet sales with our support and at least partially compensate for losses from closed stores,"* says Pavel Včela, Director of GLS Czech Republic.

The credit system has been used since March 2020 by Hana and Jiří Hráček, who operate the e-shops www.ceskeplavky.cz and www.rouskyjihlava.cz, or also the winners in the Businesswoman competition Veronika Švecová with the e-shop www.ganella.cz and Šárka Křivánková with e-shop www.padnoucipodprsenka.cz. *"Previously, we sent the goods primarily by personal submission or inquiry via e-mail. However, it was quite a lot of work and it took a lot of time. We therefore decided to try the credit system from GLS,"* explains Hana Hráčková, adding: *"We send an average of 50 packages per month and we will save up to 12% compared to the previous setting."*

How e-Balík Profi works?

With e-Balík Profi customers can easily send parcels throughout Europe, without the need to conclude a contract, all they have to do is register for free with a TIN number and print out labels. Then all you have to do is bring the parcel to the nearest GLS ParcelShop or order a pick-up by a GLS driver directly at home or at the place of business. Of course, it is possible to monitor the current status of the parcel online. In addition, the e-Balík in the Profi version enables batch uploading of contacts from a computer using a CSV file as well as mass printing of shipping labels. The option of uploading credit, even with a standard bank transfer, has been added to direct online payment. When a larger number of sent parcels is reached, the credit system will allow to automatically receive a discount and thus save significantly on shipping. A fundamental novelty is the automatic creation of invoices at the end of each month according to the number of parcels sent.

"If you send, for example, 65 parcels with an average weight of 3 kg per month with delivery in the ParcelShop, you will use a total of 6.045 credits, however, 500 credits will be returned to you. One credit

corresponds to the value of CZK 1. From the original average price of CZK 93 including VAT per package, you will now get to CZK 85,3 including VAT and all surcharges. In this year, you can save over CZK 6.000 on transport at this rate," explains Pavel Včela.

The more parcels you send, the less money you pay!

Monthly credits drawn	Returned credits
500–999	10
1000–1999	50
2000–4999	150
5000–7999	500
8000–9999	1000
10 000 and more	1300