

eRO 向貨代推出“用戶推介計劃”

長達 24 個月月費半價優惠

各位物流界朋友及一路通服務用戶，大家好！

有業界朋友告訴一路通，一路通的入口貨櫃電子提櫃單(eRO)服務救了他們。為甚麼？因為在新型肺炎疫情肆虐下，面對經濟活動受阻，公司人手資源被迫分隔，而 eRO 就能夠在不受時間及地點局限的環境下，以數碼化形式如常地進行線上換單及傳送工作，無礙運輸到碼頭提櫃。

唯這個服務的優點，對未曾使用過的業界朋友來說，亦未能完全領會。故一路通推出使用“體驗獎賞計劃”，既可為用戶減省成本，又可體驗 eRO 服務的優點好處。

eRO 體驗獎賞計劃 - 12 個月月費半價優惠	
優惠適用於	貨運代理
合資格情況	於 3 個月內 (即 2020 年 4 月 1 日至 6 月 30 日)， 累積使用 *eRO 服務 <u>三次</u> 或以上 (*使用的定義按 eRO 服務收費定義釐訂)
優惠	符合上述情況，可獲 12 個月月費半價 (2020 年 7 月 - 2021 年 6 月) ** 優惠依據賬戶用量核實，一路通保留最終之決定權**

eRO 平台的普及性，決定平台能否充分發揮其潛在價值，為業界帶來更大的整體裨益；有賴貨運代理一直以來對 eRO 服務的支持及積極推動，讓更多業界持分者認識及了解 eRO 服務；為鼓勵及答謝貨運代理繼續推介 eRO 服務予貨主，一路通特此為貨運代理客戶提供額外最多 12 個月的優惠：

eRO 用戶推介計劃		
額外最多 12 個月月費半價優惠		
優惠適用於	貨運代理	
計算期	於 3 個月內 (即 2020 年 4 月 1 日至 6 月 30 日)	
優惠詳情	合資格情況	優惠
	有 11 個或以上你的貨主客戶使用 eRO 服務	額外 6 個月月費半價 (2021 年 7 月 - 12 月)
	有 31 個或以上你的貨主客戶使用 eRO 服務	額外 9 個月月費半價 (2021 年 7 月 - 2022 年 3 月)
	有 51 個或以上你的貨主客戶使用 eRO 服務	額外 12 個月月費半價 (2021 年 7 月 - 2022 年 6 月)

舉例說明：

舉例	於計算期 3 個月內 (即 2020 年 4 月 1 日至 6 月 30 日)		
	發放/轉送 eRO 數目	收到你發放/ 轉送 eRO 的 貨主客戶數 目	享有優惠
貨運代理 A	12	8	12 個月月費半價 (2020 年 7 月 - 2021 年 6 月)
貨運代理 B	80	35	12 個月月費半價 (2020 年 7 月 - 2021 年 6 月) 另加 額外 9 個月月費半價 (2021 年 7 月 - 2022 年 3 月)
貨運代理 C	250	60	12 個月月費半價 (2020 年 7 月 - 2021 年 6 月) 另加 額外 12 個月月費半價 (2021 年 7 月 - 2022 年 6 月)

一路通亦強烈鼓勵未使用入口貨櫃電子提櫃單(eRO)服務的業界朋友，從促登記及開始使用，親身體驗服務為你帶來的裨益。有關服務登記及其他相關資訊，可瀏覽以下網址。

- eRO 常見問題：<https://www.oneport.com/ero/faq.html>
- 已使用 eRO 的船公司名單：https://www.oneport.com/chi/shipreg_enquiry.htm
- 已登記貨運代理及運輸公司名單：<https://www.oneport.com/eroff.html>
- 已登記 eRO 公司的查詢：https://www.oneport.com/chi/comreg_enquiry.htm
- eRO 服務收費：
https://www.oneport.com/chi/popup_terms_service_ero_pricing.htm
- eRO 用戶體驗：<https://www.oneport.com/ero/custexp.html>

一路通有限公司
二零二零年三月三十日

March 30, 2020

eRO Offers “Referral Discount Program”;
You May Get 50% Discount on Monthly Fee up to 24 Months.

Dear eRO users and fellows in the logistics industry,

A friend in the industry told OnePort that OnePort’s **electronic Release Order (eRO)** service saved them. Why? This is because eRO overcomes many problems – including interruptions of business activities and dispersion of labour resources – under the prevailing pandemic. Unrestricted by time and place, eRO allows users to exchange documents and transmit release orders online, without hindering pickup by truckers at terminals. Exchange of documents and pick up of containers are just like a normal day, a day like any other!

However, the advantages of eRO, in most cases, have not been fully comprehended. Taking this into account, OnePort introduces the following “Usage Discount Program” which not only reduces your costs but also allows you to experience its unrivalled benefits.

eRO Usage Discount Program (50% off for 12 Months)	
Applicable to	Forwarder
Eligibility	Accumulated usage* of 3 or more eROs within 3 months (i.e. from 1 Apr 2020 – 30 Jun 2020) (*Definition of usage follows the definition in eRO Service Fee (by customer type).)
Offer Details	Eligible customers are entitled to 50% discount on monthly fee for 12 months (from Jul 2020 - Jun 2021). ** Validity of the offer is subject to verification of account transactions. OnePort reserves the right to make final decision. **

Mass participation across all sectors of users is critical in realizing full potential of eRO platform, bringing greater overall benefits to the industry. With continuous support and backing by freight forwarders, eRO has reached out to a considerable number of potential users. As our token of appreciation to forwarders, we offer an **EXTRA** 12-month referral discount program especially tailored to forwarders in the hope to further promote eRO service to a wider group of consignees.

eRO Referral Discount Program (50% off for EXTRA 12 Months)		
Applicable to	Forwarder	
Calculation Period	Within 3 months (i.e. from 1 Apr 2020 – 30 Jun 2020)	
Offer Details	Eligibility	Offer
	11 or more active consignee customers using eRO	50% discount on monthly fee for <u>EXTRA 6 months</u> (from Jul 2021 – Dec 2021)
	31 or more active consignee customers using eRO	50% discount on monthly fee for <u>EXTRA 9 months</u> (from Jul 2021 – Mar 2022)
	51 or more active consignee customers using eRO	50% discount on monthly fee for <u>EXTRA 12 months</u> (from Jul 2021 – Jun 2022)

Examples:

Examples	During 3-month Calculation Period (i.e. from 1 Apr 2020 – 30 Jun 2020)		
	No. of eROs being released or forwarded	No. of consignees who receive your eROs	Entitlements
Forwarder A	12	8	50% discount for 12 months (from Jul 2020 - Jun 2021)
Forwarder B	80	35	50% discount for 12 months (from Jul 2020 - Jun 2021) PLUS 50% discount for <u>EXTRA 9 months</u> (from Jul 2021 – Mar 2022)
Forwarder C	250	60	50% discount for 12 months (from Jul 2020 - Jun 2021) PLUS 50% discount for <u>EXTRA 12 months</u> (from Jul 2021 – Jun 2022)

For those who have not yet registered, we strongly encourage you to sign up and start to use the service, experiencing the convenience and benefits brought by eRO. For service registration and other information, please check out the following links:

- Frequently Asked Questions: https://www.oneport.com/ero/faq_e.html
- List of Liners Currently Using eRO: https://www.oneport.com/eng/shipreg_enquiry.htm
- List of Registered Freight Forwarders & Trucking Companies:
<https://www.oneport.com/eroff.html>
- Enquiry of eRO Registered Company: https://www.oneport.com/eng/comreg_enquiry.htm
- eRO Service Fees: https://www.oneport.com/eng/popup_terms_service_ero_pricing.htm
- Customer Experience: <https://www.oneport.com/ero/custexp.html>

OnePort Limited