

# PTS

PUBLISHING TECHNOLOGY & SOLUTIONS

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WE CAN DO EVERYTHING  
but we will only do what you want us to.



# PTS TESTIMONIES



“ **WE’VE BEEN WORKING WITH PTS SINCE THE BEGINNING**

- the personal contact, their knowledge and skill sets have been both helpful and comforting. I’ve been recommending them for years!

– **Conor McGoey**, Inside Up Games



“ **PTS IS ESSENTIAL FOR OUR BUSINESS,**

– from all their services, we receive quick responses and prompt actions. We definitely feel that we are an important partner and are taken seriously. Their sales department has a wide range of partners world-wide, and we have increased our sales dramatically because of this. Their Sales rep are very nice to work with and are willing to go the extra mile.

– **Eilif Svensson**, Aporta Games & Chilifox Games.



“ **PTS HAVE BEEN A FANTASTIC LOGISTICS PARTNER FOR US**

Always quick to respond to emails, fair pricing and quick and accurate fulfillment.

– **Alex Murty**, Explosm



“ **WE HAVE BEEN VERY IMPRESSED BY PTS**

- and have no reason to shop around when looking for fulfillment partners PTS has been completely reliable. They’re always the fastest with their fulfillment quotes and have the best format.

– **Ryan Moore**, Bezier Games



“ **A RELIABLE PARTNER IN OUR BOARD GAME VENTURES**

– their localization and logistics work has helped us out across several projects.

– **Helaina Cappel**, KTBG



“ **TO ME, PTS HAS BEEN AN EXCELLENT PARTNER,**

– as they take care of sales, storage, distribution, licensing and more. Equally important, everyone I’ve had the pleasure of getting to know at PTS is always friendly, helpful, and knowledgeable. The partnership allows me to focus on game design and product development, all the while knowing that my games are in the best of hands.

– **Kristian A Østby**, Alion Games.

# PTS OUR FOUR SERVICE PILLARS



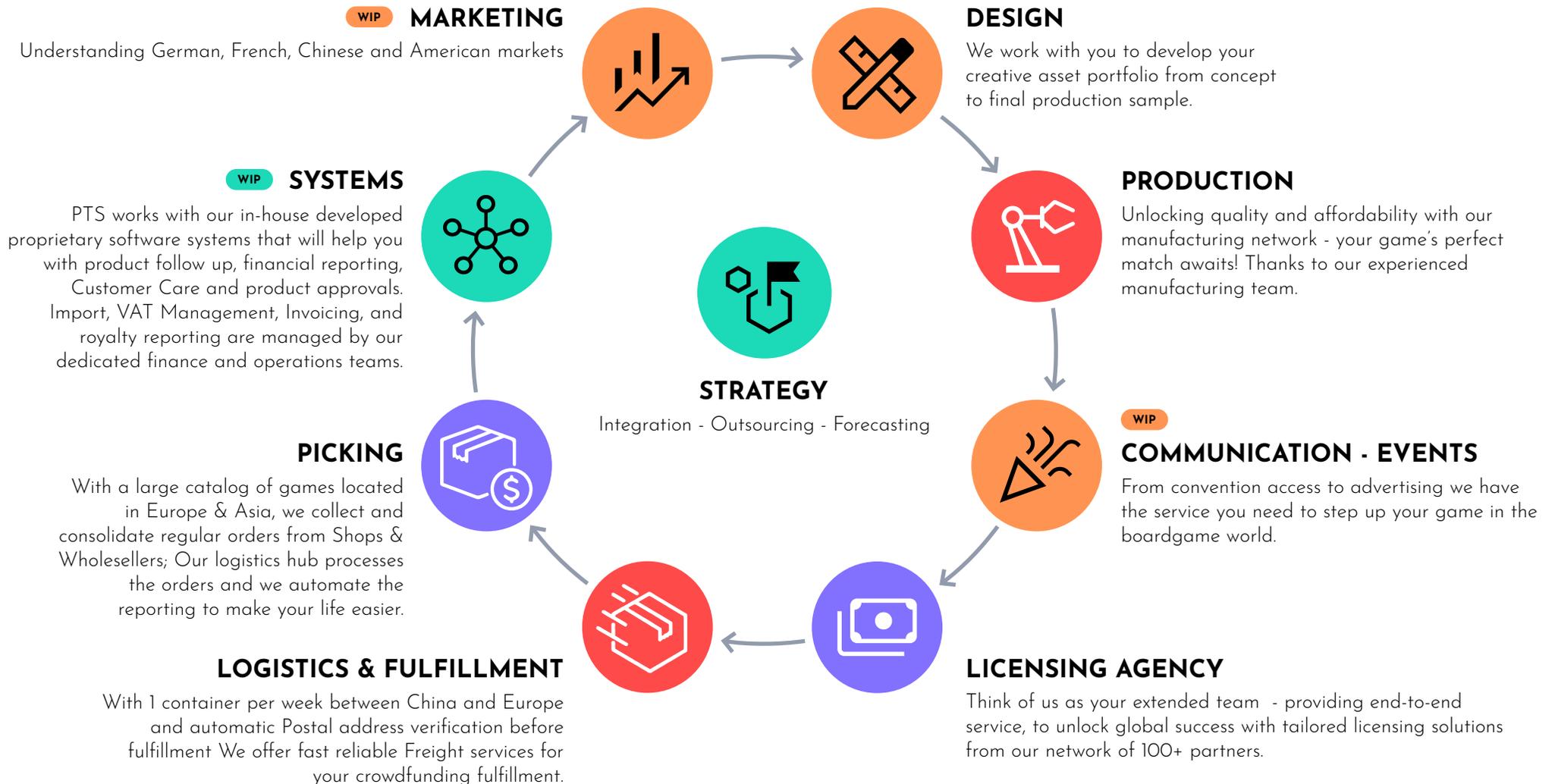
PTS DISTRIBUTION

PTS OPERATIONS

PTS CREATION

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# PTS ADVANTAGES



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# LOGISTICS / FULFILLMENT



With **1 container per week** on average between China and Europe we offer fast reliable Freight services between those locations. We are the perfect partner for your crowdfunding fulfillment.

## Global Service Capability

OUR PRICES PAGES 15-16

Expand your reach with our worldwide network, featuring strategically located PTS hubs in China and Europe, complemented by partner hubs in Australia, UK, USA, and Canada, ensuring seamless global fulfillment for your business.

## Container & Parcel tracking

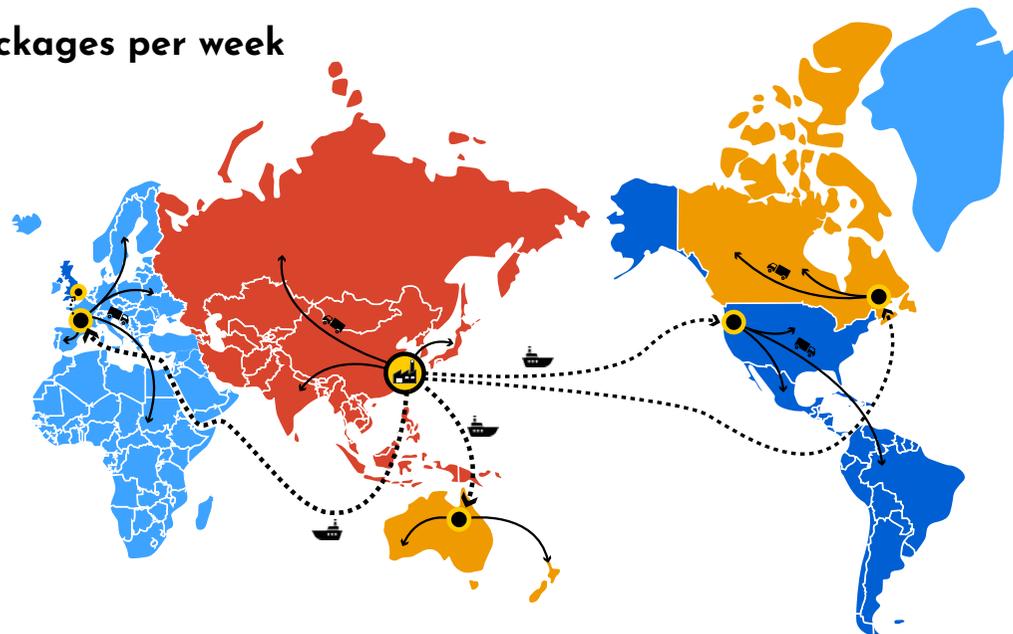
Stay in control with our automated and on-demand tracking services, offering real-time visibility into every step of your shipment's journey for maximum efficiency and peace of mind.



## Combined Orders from China to Europe

Boost your bottom line by consolidating shipments with key industry players, accelerating container dispatch and empowering retailers to procure games from multiple publishers in one cost-effective shipment, saving you time and money. Around **1 containers per week** available for you.

Up to 2300 packages per week



# LOGISTICS / FULFILLMENT

## Address Verification Before Crowdfunding Fulfillment

Say goodbye to costly resendings with our address verification service, 99.61% of successful deliveries, ensuring your shipments arrive on time to the good address and in perfect condition.



## Address Change Service via Ticket

Our team can manage the address changes and updates during the delivery phase. Operating through a ticket Service ensuring complete traceability. Service in trial mode, please ask for our prices for your campaign.

## Import & VAT Management (EU)

Streamline your operations with our simplified import and VAT management processes in the EU, minimizing fees and eliminating hassle, so you can focus on growing your business without unnecessary paperwork.

## Shopify interface

Our Shopify connector provides automated logistics between your website and our shipping teams. A perfect way to address your European customers in just a few clicks.



# PRODUCTION



Unlocking quality and affordability with our manufacturing network - your game's perfect match awaits! Thanks to our Chinese Team.

## Sourcing Team

Our sourcing team constantly looks for new gorgeous components, you just need to ask!

## Quality Control Team Asia & Europe Teams

Production team ensures customer satisfaction through flexible production, stringent quality control, and reliable support. Daily communication between factory and office ensures smooth coordination and prompt issue resolution, fostering lasting client partnerships.

## Strategic Factory Collaborations

Production team collaborates with several high-quality board game production factories, enabling us to choose the most optimal factory for each game's specific requirements. Through careful selection, we ensure that each game is manufactured to the highest standards while meeting the unique needs of the project. This strategic approach allows us to offer unparalleled flexibility and quality assurance, resulting in exceptional products tailored to our clients' preferences and specifications.



Printed fabric used as board  
(SNOWCREST - GRAIL GAMES)



High quality foiled  
& surface-treated cards  
(ROY DES RIBAUDS - MATAGOT)



Glass cast  
(BOTTLE IMP - MATAGOT)



Cardboard and plastic  
seamless integration  
(MURANO LIGHT MASTERS - MATAGOT)



Bamboo pulp inserts  
(TAKENOKO - BOMBYX & MATAGOT)



No burn bamboo made tokens  
(PANDA SPIN - MOON GATE DESIGN)

# SYSTEMS



PTS works with in-house developed proprietary software systems professionalize product follow up, financial reporting, Customer Care and product approvals. Import, VAT Management, Invoicing, and royalty reporting are managed by our dedicated finance and operations teams.

## Invoicing Reporting Management

SINCE 2021

Automated reports are sent every month to easily track your activity.

## Customer Care System (EU)

SINCE 2021

Delight your customers with instant access to our customer care system, ensuring swift and effective resolution of any issues they may encounter, enhancing their overall experience and loyalty to your brand.

## 50-50 Delivery of Pledges to French Stores

SINCE 2021

Offering both support of FLGS and the highest quality of delivery

## Royalties Reporting Management

SINCE 2021

Automated reports are sent every month to easily track your activity.

## Inventory Overview

WIP

Gain instant insights into your inventory with our user-friendly manual inventory overview tool, allowing you to make informed decisions and optimize your stock levels on demand.

## Freight Marine Tracking in Odoo

SINCE 2021

WIP

Status of the boat is updated live in the system allowing alerts and updates of delivery date

## Backers Interface for Adress Control

SINCE 2022

Actively involving backers and allowing 99.61% deliveries without returned packages

## Publisher Portal

Our portal gives you the freedom import your games and campaigns to our system. Through that portal, you can also track your campaign shipment status and interface your Shopify shop with our logistic chain.

# PICKING EUROPE / ASIA



With a large catalog of games located in Europe & Asia, we collect and consolidate regular orders from Shops & Wholesellers; Our logistics hub processes the orders and we automate the reporting to make your life easier.

## Simple

Register with us and we'll make the game available to both B2B & B2C.

## Efficient

OUR PRICES PAGE 14

With a consolidated catalogue of over 60 Publishers, partners go online and order as simply as on Amazon but also getting easy access to a Sales Rep.

## Conventions & events

Our presence on the main boardgame Conventions around the world will ensure great showcase and additional in-booth sales.

## Flexible

No minimum order required, Partners can try new products and reorder as needed.

**+60 PUBLISHERS !**

### Ours partners They already trust us



# LICENSING AGENCY SALES



Think of us as your extended team - providing end-to-end service, to unlock global success with tailored licensing solutions from our vast network, turning your vision into reality.

## Multicultural Team

Unlocking global markets with diverse tongues: Our polyglot team of 7 bridges cultures, enhances communication, and maximizes opportunities for board game licensing success.



## Simple & Transparent

OUR PRICES PAGE 14

By consolidating our talented team, we've created an efficient powerhouse. With streamlined communication and shared insights, we accelerate decision-making, foster innovation, and ensure consistency.

More importantly, experience the transparency of our signature process firsthand! Your involvement ensures that you have full visibility into the choices and pricing from the outset.



## +100 Active partners

Collaborating with top-tier publishers and industry leaders, we forge strategic partnerships that amplify your brand's reach and influence.

Through our extensive network, we open doors to 100 active localization partners, promotional opportunities, and market insights, ensuring your board game achieves maximum exposure and success.

## Ours partners/games



GAMES LOCALIZED  
UP TO 27 LANGUAGES!

# DESIGN & MARKETING



Understand German, French, Chinese and American markets. We work with you to develop your creative asset portfolio from concept to final production sample.

## Graphic design expertise

Our team of seasoned art directors and graphic designers brings your game to life with stunning visuals and immersive artwork. Combining artistic flair with industry expertise, we craft visually captivating game components that enhance gameplay and captivate players. From eye-catching box art to intricate card designs, passing through spicy marketing ideas, our graphic experts ensure that every aspect of your game reflects the quality and innovation it deserves, setting it apart as a must-have in any collection.

## Marketing

Our marketing prowess lies in our deep understanding of the German, French, and American markets. By crafting products that resonate with customer needs and effectively communicating their value, we drive sales and build brand awareness with precision.

## Translation

Unlock the French market for your game without localization hassles with another publisher. We're equipped to translate your game and expand your reach.

## Case study - MicroGames line

**Market Analysis:** PTS conducts thorough market research to understand the demand and identifies target audiences who enjoy quick, portable, and affordable games.

**Product Development:** Matagot designs microgames that cater to the preferences of modern gamers, offering innovative gameplay mechanics, compact packaging.

**Pricing Strategy:** We employ a competitive pricing strategy for our microgames of 7,90€, ensuring that they provide excellent value for money while remaining cheaper than their competitors.



**Distribution Strategy:** Matagot leverages various distribution channels, including online retailers, local game stores, and international partners, to ensure widespread availability of its microgames to target customers worldwide.

**Communication Strategy:** our team launches a new game every month to keep the customers engaged, partners with influencers to promote its microgames and create a marketing display to be seen first on counter local stores.

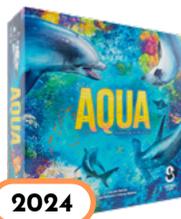
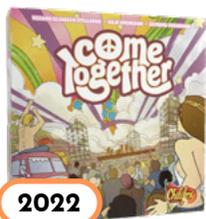


### EXPERIENCE SPEED WITH FAST-TRACK SERVICE

Ideal for urgent needs, it prioritizes your projects for quick completion.

## CREATIONS

Come Together, AQUA



## REDESIGN

Dr. Jekyll & Mr. Hyde ▶ Tatsu  
 Salvage ▶ St Patrick  
 Rankster  
 Crime Zoom  
 Santa Maria ▶ Saltfjord



# COMMUNICATION & EVENTS



From convention access to advertising we have the service you need to step up your game on the boardgame world.

WIP

## Convention Access

Enhance your marketing strategy with access to the Essen Spiel Booth for indie companies. We represent your brand at conventions, ensuring your games are showcased with precision. From booth design to logistics and staffing, we offer cost-effective solutions by representing multiple clients. With PTS, you gain unparalleled exposure and networking opportunities, sparking excitement about your game and growing your brand presence.

## Crowdfunding - Social Media - Online advertisement

Unlock your crowdfunding success with our experienced team. Whether you need guidance, customization, or a tailor-made solution, we're here to craft the perfect landing page and crowdfunding assets or advertisement for you.

## Logistics Partner

From warehouse to booth and back again, let us handle the logistics of your games at EssenSpiel with cost-effective ease. We can send demo copies to your contacts or propose influencers to review your games.

### ESSEN 2023

Size of the Shared Booth: 185 SQM  
Shared Shop: 100 SQM  
Including 40 SQM storage



# APPENDIX & CONTACT

FOLLOW US ON LINKEDIN  
Publishing Technology & Solutions • PTS

OR WRITE TO US AT  
[international@publishing-technology-solutions.com](mailto:international@publishing-technology-solutions.com)



# PTS SALES & DISTRIBUTION REVENUE SHARING

SERVICE	TYPES OF CUSTOMER	PUBLISHER SHARE	PTS SHARE*
Picking Europe / Asia	Consumers in Europe+	60%	40%
	Resellers in France	80%	20%
	Resellers in Europe+ / Asia	90%	10%
Licencing Agency	Publisher Worldwide	90%-95%	10% -5%
	Direct Licensing	75%	25%

\*Delivery costs covered



# PTS LOGISTIC FEES



## OPERATED IN HOUSE • FRANCE • ADDITIONAL FEES

LCL Shipment Door to Door from China per Cubic Meter	€ 380 (classic LCL €755 March 2024)	GENERAL LOGISTICS
Truck reception: by Single reference Pallet	€3.50	
Container (loaded without pallets) reception and storage	€480.00	
Storage per Pallet per month (full or partial)	€8.00	
Handling per package	€1.45	PACKAGE
Single Item reception and management	€0.10	
Packing Material	€1.45	
Beyond the 1st Item, Handling & Packing per item	€0.20	PALLET
Single type of Item	€7.00	
Beyond the 1st Item, per additional different type of item	€4.50	
Pallet (European size)	€15.00	OTHER
Handling and packing material, outside campaign	€5.00	
Special services such as Physical inventory (cost per hour)	€25.00	
Email Address Confirmation	€0.05	CROWDFUNDING
European VAT Declaration Preparation (cost per campaign)	€1000-3000	
European VAT to be transferred	As due	
Ticket System Set-up	€300	
Ticket Answering & Specific Requests Service (Per occurrence)	€2.50	

# PTS LOGISTIC FEES



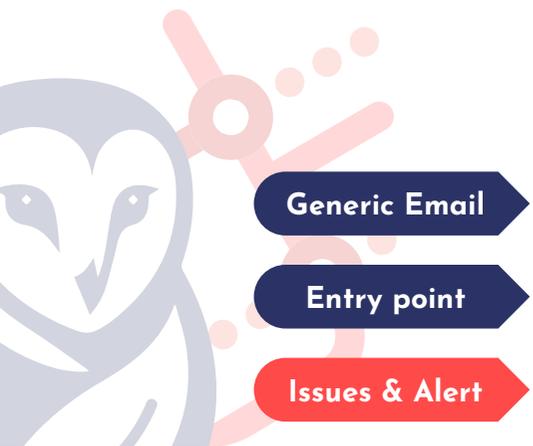
## OPERATED IN HOUSE • CHINA • ADDITIONAL FEES

Truck reception: by Single reference Pallet	€3.00	GENERAL LOGISTICS
Container (loaded without pallets) reception and storage	€250.00	
Storage per Pallet per month (full or partial)	€8.00	
Actual Shipping by pallet depends on the distance between the factory and the hub	€80-€120	
Handling per package	€1.80	PACKAGE
Single Item reception and management	€0.10	
Packing Material	€1.50	
Beyond the 1st Item, Handling & Packing per item	€0.20	PALLET
Single type of Item	€5.00	
Beyond the 1st Item, per additional different type of item	€5.00	
Pallet (European size)	€25.00	OTHER
Repacking (includes 3 items)	€1.00	
Repacking beyond the 3rd Item, per item	€0.20	
Special services such as Physical inventory (cost per hour)	€10.00	

# PTS LOGISTICS CONTACT



## GLOBAL LOGISTICS CONTACTS



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<b>Billy Chandler</b>	billy@publishing-technology-solutions.com
<b>AJ Lambeth</b>	aj@publishing-technology-solutions.com

### EUROPEAN LOGISTICS HUB

### ASIA LOGISTICS HUB



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### UK LOGISTICS SUB-HUB

### AUSTRALIA LOGISTICS SUB-HUB

### NORTH AMERICA LOGISTICS SUB-HUB



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# PTS DISTRIBUTION CONTACT



## GLOBAL SALES

- Generic Email
- Issues & Alert

<input type="text"/>	international@publishing-technology-solutions.com
Anna Metton	anna@publishing-technology-solutions.com

Get info to sell your stock in europe ( BtoB / BtoC ) / Find a partner to localize your game.

You are not able to see your game on the Website, or missing infos.

- MATAGOT & FRIENDS - BtoC
  - EUROPE SHOP - BtoB
- IPA • PENDING REBRANDING

Generic Email

<input type="text"/>	shop-europe@matagot.com



MATAGOT-FRIENDS.COM



EUROPE.SURFINMEEPLE.COM



# PTS SERVICES CONTACT

## CREATION, PRODUCTION & SYSTEMS



### MARKETING, DESIGN & COMMUNICATION



Generic Email

[Redacted]

marketing@publishing-technology-solutions.com

#### SENDING COPIES TO REVIEWERS

shop-europe@publishing-technology-solutions.com

Issues & Alert

### PRODUCTION



[Redacted]

production@surfinmeeple.com

Sunny Li

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### SYSTEMS



Issues & Alert

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