BERTHA

GLOBAL ONLINE SALES PLATFORM

Pre-Integration Questionnaire
Response - Origins Logistics

Prepared by: BERTHA Global Online Sales Platform
Date: October 29, 2026
Recipient: Origins Logistics - Pre-Integration & Commercial Team
Re: Soft Launch & Pilot Phase Shipping Partnership (Scoped)

> SCOPE: These responses cover BERTHA's soft launch (November 26 - December 31, 2026) and the first six months of the pilot launch (January - May 2027) only. Origin markets are limited to Ghana, Kenya, Nigeria, and South Africa. The sole destination market for this phase is the United States. Caribbean origins and all other destination markets are deferred to Phase 2 (H2 2027).

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01 Merchant Vendor Profile

Country, city/location, product categories, and label-printing capability

BERTHA is an African luxury e-commerce marketplace serving the African diaspora. For the soft launch and pilot phase, our active Merchant Vendor base will be drawn exclusively from four African origin markets shipping to buyers in the United States.

Active Origin Markets - Soft Launch & Pilot Phase

Country	Primary Cities	Product Categories	Can Print Labels
Ghana	Accra, Kumasi	Fashion & apparel, handmade jewellery, African print textiles, beauty & skincare, home decor, art & crafts	Mostly No - label generation via BERTHA portal required
Nigeria	Lagos, Abuja, Port Harcourt	Fashion, beauty & wellness, food & gourmet, art, digital products, electronics accessories	Mixed - Lagos-based vendors more likely to have label capability
Kenya	Nairobi, Mombasa	Fashion, home decor, art & crafts, beauty, food	Mostly No
South Africa	Johannesburg, Cape Town, Durban	Fashion, beauty, home decor, art, books	Mixed

Label Printing - Platform Approach: The majority of our Merchant Vendors in Ghana, Kenya, and Nigeria do not have independent label-printing infrastructure. BERTHA's vendor portal generates and delivers printable shipping labels (PDF/PNG) directly to vendors via the portal dashboard and by email, using EasyPost as our label-generation provider. We will require Origins Logistics to provide a label specification - barcode symbology, required data fields, and format dimensions - so that BERTHA-generated labels are fully compliant with your network's scan and routing requirements. For vendors who cannot print, we will need to discuss a drop-off or agent collection-point solution in Accra, Lagos, Nairobi, and Johannesburg.

02

Package Profiles, Declared Values & Special Items

Typical weights, dimensions, declared values, and flagged item categories

Package Profiles

Profile	Description	Typical Weight	Typical Dims (cm)	Est. % Volume
Small soft goods	Folded garments, scarves, wraps, accessories	0.3 - 1.2 kg	25 x 20 x 8	**~45%**
Medium fashion	Dresses, suits, multi-piece sets, shoes	1.0 - 2.5 kg	35 x 28 x 15	**~25%**
Beauty & wellness	Skincare, haircare, soaps, oils (non-aerosol)	0.5 - 2.0 kg	25 x 20 x 15	**~15%**
Home decor & art	Sculptures, ceramics, woven baskets, framed prints	1.5 - 8.0 kg	40 x 35 x 30 (var.)	**~8%**
Books & printed	Books, music, printed materials	0.3 - 2.0 kg	30 x 22 x 5	**~5%**
Food & gourmet	Packaged spices, teas, dried goods, confectionery	0.5 - 3.0 kg	30 x 25 x 15	**~2%**

Declared Values

Typical range: USD $25 - $350 per shipment
High-value items: USD $350 - $2,500

Guidance needed on CBP de minimis threshold treatment and documentation requirements above USD $800.

Special Item Flags

Fragile: Ceramics, glass art, sculptures - flagged in shipment data. Vendors are required to use appropriate protective packaging per BERTHA Seller Policy.

Liquids: Beauty oils, liquid skincare - non-aerosol, non-hazardous. Typically under 250 ml per unit. We will need your packaging and IATA/IMDG compliance requirements for liquids on the Africa-USA lane.

Food: Packaged, shelf-stable only: spices, teas, dried goods, confectionery. No fresh, chilled, or frozen items. CBP guidance on FDA Prior Notice requirements will be needed.

High-value: Items declared above USD $500 will be flagged for insurance. We will need your process for declared-value coverage on this lane.

03

Destination Mix & Order Volumes by Lane

Soft launch and first six months of pilot - Africa -> United States only

> For the soft launch and the first six months of the pilot, all shipments will move on a single lane: Africa (Ghana, Kenya, Nigeria, South Africa) -> United States. No other destination markets are in scope for this period.

Soft Launch - November 26 - December 31, 2026

Controlled pilot with up to 100 invited Founding Vendors across four origin countries.

Origin Country	Destination	Est. Monthly Orders	Notes
Ghana	United States	**60 - 120**	Largest vendor pipeline; Accra-concentrated
Nigeria	United States	**70 - 140**	Lagos-heavy; strong diaspora buyer base in NY, TX, MD, GA
Kenya	United States	**30 - 60**	Nairobi-concentrated; growing diaspora in TX, MN, WA
South Africa	United States	**25 - 50**	JHB and Cape Town vendors; diaspora in NY, CA, TX

Total estimated soft launch monthly volume: 185 - 370 shipments

Pilot Phase - January - May 2027

Broader vendor onboarding and US diaspora marketing activation.

Origin Country	Destination	Est. Monthly Orders	Growth Driver
Ghana	United States	**200 - 450**	Broader vendor onboarding; diaspora marketing in NY, NJ, MD, VA
Nigeria	United States	**250 - 550**	Largest vendor base; strong US Nigerian diaspora community
Kenya	United States	**100 - 220**	East African diaspora outreach; community partnerships
South Africa	United States	**80 - 180**	Premium fashion and beauty category growth

Total estimated pilot phase monthly volume: 630 - 1,400 shipments

04 Caribbean Origins to Prioritise

Deferred to Phase 2 - planned for H2 2027

> Caribbean origins are outside the scope of the soft launch and first six months of the pilot. BERTHA's Caribbean vendor base and Caribbean-origin shipping lanes are planned for activation in Phase 2, currently targeted for H2 2027.

We are happy to discuss Caribbean lane planning with Origins Logistics in a separate session closer to that timeline. At that point, our priority markets will be:

1. **Jamaica** - Kingston, Montego Bay - fashion, beauty, food & gourmet, music/digital; diaspora in NY, FL, CT and UK
2. **Trinidad & Tobago** - Port of Spain, San Fernando - fashion, food & gourmet, beauty, art; diaspora in NY, NJ and UK
3. **Barbados** - Bridgetown - fashion, beauty, art & crafts; diaspora in UK and Canada
4. **Guyana** - Georgetown - fashion, food, art; diaspora in NY and Canada

We would welcome any advance intelligence Origins Logistics can share on collection infrastructure, transit times, and customs complexity for these lanes so we can plan accordingly.

05

Integration Documentation, Data Fields & Technical Contact

Shipment data schema, webhook events, and working session details

BERTHA's shipping integration layer is built using a provider-agnostic abstraction with EasyPost as our label-generation provider. We would like to understand whether Origins Logistics operates within the EasyPost carrier network, or whether a direct API integration is required. If a direct integration is needed, please share your API documentation, authentication method, and sandbox environment details ahead of the working session.

Data Fields BERTHA Will Provide Per Shipment

Field	Description
order_id	BERTHA internal order identifier
vendor_id	BERTHA Merchant Vendor identifier
origin_country	ISO 3166-1 alpha-2 country code (GH, NG, KE, ZA)
from_address	Vendor name, street, city, country, postal code, phone, email
to_address	Buyer name, street, city, state, ZIP code, phone (US addresses only for this phase)
parcel_weight_kg	Gross weight in kilograms
parcel_dimensions_cm	Length x width x height in centimetres
declared_value_usd	Declared customs value in USD
product_description	Plain-text description of contents for CBP customs entry
hs_code	Harmonised System code (where vendor has provided it)
is_fragile	Boolean flag
contains_liquid	Boolean flag
contains_food	Boolean flag
insurance_required	Boolean flag - triggered above USD $500 declared value
service_level	Requested service level (standard / express / economy)
label_format	PDF or PNG

Webhook Events BERTHA Dashboards Expect

Event	Trigger	Required Fields
label_created	Label successfully generated	tracking_number, label_url, carrier, estimated_delivery_date
shipment_collected	Package collected from vendor or dropped at agent	tracking_number, collected_at (ISO 8601), collection_location
in_transit	Package in carrier network	tracking_number, status, current_location, updated_at
out_for_delivery	Package with last-mile carrier in the US	tracking_number, estimated_delivery_date
delivered	Confirmed delivery	tracking_number, delivered_at (ISO 8601), proof_of_delivery_url

delivery_exception	Failed delivery, CBP hold, address issue	tracking_number, exception_code, exception_description, next_action
return_initiated	Return shipment created	original_tracking_number, return_tracking_number, reason

We prefer webhook delivery (HTTP POST) with exponential-backoff retry and a minimum 30-day event retention window.

Technical Contact

Email: info@bertha.info
Platform: bertha.online
Preferred format: Video call (Google Meet or Zoom)
Time zone: Eastern Time (UTC-5)

06

DDP vs DAP by Lane & Billing Model

Incoterm preferences and shipping account structure

Incoterm Preference - Africa -> United States

Our preference is DDP on this lane without exception. US buyers expect a fully landed price at checkout with no surprise customs charges, brokerage fees, or CBP duties assessed at delivery. DDP is a commercial requirement - not a preference - for the US market. Any unexpected charge at the door increases return rates and damages trust in the BERTHA brand, particularly for first-time diaspora buyers.

We will need Origins Logistics to provide:

- A duty and tax estimation API or rate table by HS code and declared value for the Ghana, Kenya, Nigeria, and South Africa -> USA lane
- Confirmation of DDP service coverage for all four origin countries
- Your process for CBP entry filing and any documentation required from BERTHA or the vendor

Billing Model Preference

PREFERRED

Funded Shipping Account

- Pre-funded balance drawn down per shipment
- Real-time per-shipment cost deduction from vendor net payouts at label purchase
- Eliminates invoice reconciliation lag during variable-volume soft launch
- Live balance visibility in BERTHA Finance Payout Report
- Target: January 2027 onward

INTERIM

Monthly Invoicing

- Acceptable during soft launch validation period
- Allows volume verification before committing to funded account
- Period: November - December 2026

Open Questions for Origins Logistics

- Minimum opening balance and top-up threshold requirements
- Whether automatic top-up (ACH or wire) is supported when the balance falls below a defined floor
- Whether you offer a credit facility or net payment terms for established accounts after the pilot period