

Optimize postage savings. Expedite mail delivery.

Pitney Bowes helps you make your mailstream more efficient.





To our friends and customers,

We understand the pressure your business is facing to remain competitive in today's global marketplace. We also know that postage and delivery account for as much as 70% of mailstream expenses, and effective cost-cutting solutions require an increasingly specialized skill set and infrastructure.

Pitney Bowes Mail Services is here to help. It takes seven core capabilities to deliver the most effective – and innovative – mail-service solution. We have the experience, scale and technology to excel in each and to optimize your mailing program.

A National and Global Network: With an expansive network of domestic presort and international processing locations, we have the capacity and redundant operations to keep your mail moving.

Postal Knowledge: Our close relationships with private and public carriers and agents throughout the world enables us to provide you with the best service at the best price, while helping you remain compliant with rules, regulations and codes.

Automation: We have the capabilities to match the right technology to your specific requirements, regardless of your mail volumes.

Advanced Software: Our proprietary software supports the latest barcode functionality, move updates and corrections.

Volume Discounts: Processing billions of pieces of mail every year, we have the means to obtain significant volume discounts to destinations around the world.

Enhanced Quality and Security: Receiving the industry's highest certifications – Mail Preparation Total Quality Management by the USPS® and Certified Cargo Screening Facility by the Transportation Security Administration guarantees the best and secure service guarantees for Presort and International mail processing.

Innovative Technology: We understand that access to accurate information is the only way businesses can improve their mailing programs and grow profits. Our evolving web capabilities provide the up-to-date information you need to manage your Presort and International programs efficiently and more cost effectively.

Pitney Bowes Mail Services is uniquely qualified to help your company enhance the quality, speed, security, reliability and cost-effectiveness of your mail operations. We look forward to working with you to create a customized solution designed to meet the specific needs and goals of your organization.

Sincerely,

Jay Oxton

President, Pitney Bowes Mail Services



Innovating to manage mail - efficiently and securely.

No matter what type of mail you are sending, or where you are sending it, Pitney Bowes Mail Services can help you get it there quickly, safely and cost-effectively.

Uncompromising security

Our advanced security systems protect your mail and all those who come in contact with it. We work directly with postal authorities and government agencies to ensure the highest security standards are met.

TSA Cargo Screening

Under regulations issued by the Transportation Security Administration (TSA), cargo placed on a passenger aircraft must be screened by the airline, or a Certified Cargo Screening Facility (CCSF). Pitney Bowes International Services facilities are certified by the TSA.

Beyond the already exceptional security practices at our facilities, the TSA requires:

- All Pitney Bowes International Services employees pass security background checks and certification programs.
- Physical security at our locations meet, or exceed,
 TSA policies for restricted access.

As a Certified Cargo Screener, we are allowed to tender freight directly to the airlines – ensuring quicker, uninterrupted transportation for your international mail, publications and packages.

Disaster Recovery Solutions

Pitney Bowes is well prepared to keep your mail flowing through natural disasters and other disruptions. Our facilities have state-of-the-art disaster recovery and business-continuity capabilities, and our national network of processing facilities provides us with the redundancy to work around encumbered regions.

Online Account Management

Our evolving web-based account management tools offer customers on-line visibility into their mailstream with detailed, up-to-date tracking and reporting – available 24/7.

Presort Account Management Tool Features:

- Detailed invoice information by mail job, resource and date
- Delivery analysis that enables you to track inbound and outbound mail pieces
- Mailing analysis with readability and tracking information
- Reporting, including customer volumes for specific invoice cycles

International Account Management Tool Features:

- Create shipping manifest and Bills of Lading no more paper!
- Track and monitor the movement of mail, publications and parcels
- Customize reports to track and forecast international post spend and historical mailing activity
- Communication links keep you in the loop of inbound shipments and mail processing





Presort Services

Experience the economic benefits of mail commingling!



Pitney Bowes is America's only national provider of presort services for First-Class™
Letters and Flats and Standard Mail.® We are a workshare partner of the United States
Postal Service, processing more than 14 billion pieces of mail annually. By combining large
volumes of mail from companies of all sizes, we offer you access to significantly lower
postage and handling costs than you could obtain on your own.

Our guaranteed per-piece pricing lets you lock in these savings, while our unique processes improve the delivery and timing of your mail. And, we can help you ensure your mail is in compliance with the latest postal regulatory requirements and standards. We'll even invite you to complimentary educational seminars at our facilities throughout the year to keep you up-to-date and prepared for the latest industry news and changes.

A simple, convenient process makes it easy for you:

- Pickup We come to your facility to pick up your mail.
- 2. **Quality check** We inspect your mail for print quality, weight and proper postage.
- Sort We sort your mail accurately to achieve the best discounts for our customers - and to prepare for postal inspections at our site.
- USPS induction We induct your mail into the USPS mailstream in the most efficient manner for speedy delivery via our proprietary Mail Exchange network.

We provide presort solutions for all types of First-Class" and Standard Mail, including:

- ✓ Invoice/statement mailings
- ✓ Notification and solicitation mailings
- ✓ Daily and sporadic mailings
- ✓ Letters, postcards and flats
- ✓ Marketing and non-profit mail
- ✓ Pre-barcoded and CASS-Certified[™] mail
- ✓ Self mailers and postcards





International Services

Leading consolidator of Mail, Publications and Parcels around the globe!

Pitney Bowes offers a full-suite of international mailing solutions to send mail, publications and parcels to your customers around the world. We have the expertise and the track record to provide a customized solution for the way you do business. Our automated processing facilities, both in the United States and the United Kingdom, are state-of-the-art and our technological advancements to track and manage mail are paramount to the industry.

We can help streamline your international mailing program so that mail is properly prepared and ready to go to our processing facility. Or, we can do it all for you: pick-up, sort, bag, tag and screen your mail in preparation for transport to the country of destination. With our variety of delivery options around the world – backed by extensive postal resources and partnerships, including the USPS® as a postal qualified wholesaler, Pitney Bowes can help you meet your budget and delivery requirements.

We provide solutions for all types of international mail, including:

- Letters, postcards and flats
- ✓ Packages (dutiable and non-dutiable)
- ✓ Publications (books, magazines, trade journals)
- ✓ Marketing and non-profit mail
- ✓ Notification and solicitation mailings
- ✓ Invoice/statement mailings

Give Your Mail a Local Look & Feel

With Postal Direct, you can communicate with your current and potential customers, subscribers, members or donors in a manner that is visually and culturally familiar. We utilize the services of the local postal authorities and agencies, so your mail will look and feel as if it were produced by your local office or representatives in the country of destination.

We're ready for your future.

Financial stability supports continual improvement

Building on an industry-leading ability to process mail and manage over \$20 billion in postage funds, Pitney Bowes has pushed every part of the mailstream to efficiencies undreamed of only a few years ago.

For instance, with Pitney Bowes Total Postage
Management offered by our Global Financial
Services (GFS) Group, you have visibility to manage and fund your postage accounts. See all postage expenses instantly - meters, permits and mail house service provider payments, from any source, including non-Pitney Bowes meters. Pitney Bowes Total
Postage Management provides postage account balances, payments, transaction information, and more.

Pitney Bowes Total Postage Management includes two programs that work seamlessly with Mail Services to help you fund your postage accounts:

- The Easy Payment Postage Option allows you to pay for postage without any money up front.
 You receive an invoice for postage used after mail processing.
- The Reserve Account Option allows you to pre-pay for postage used, and receive 1% interest on unused balances.

Backed by the strength of Pitney Bowes

Pitney Bowes is a world leader in helping companies connect with customers. We are opening markets, speeding transactions and revolutionizing business communications. By doing so, we're creating new opportunities for our customers. Today, we are helping thousands of clients move billions of pieces of mail to every corner of the globe.



Put Customers First Be Accountable Collaborate Be Passionate Act with Integrity

See how Pitney Bowes Mail Services can help you move all of your mail across the country and around the world with the greatest possible confidence, competence and efficiency. Let us show you how we can manage your mailstream to reduce your costs.

Please call us toll-free at 1-877-9-MAIL-SVCS or, visit us at www.pb.com/mailservices.



For more information call 1-877-9-MAIL-SVCS or visit us online: www.pb.com/mailservices World Headquarters 1 Elmcroft Road Stamford, CT 06926-0700





