Pitney Bowes

The Pitney Bowes Entrepreneurial Competition

2012

The Pitney Bowes Entrepreneurial Competition

Contents

Overview

The Pitney Bowes Entrepreneurial Competition is being held by Pitney Bowes to create connections with promising entrepreneurial businesses and to explore new business opportunities built upon Pitney Bowes technologies and capabilities within the digital and physical customer communications management (CCM) arena. The Competition is designed to create a clear communication pathway between the startup community and Pitney Bowes, with the goals of increasing opportunities for collaboration and stimulating economic growth. The Competition is inclusive of both entrepreneurs with technology that addresses one of Pitney Bowes's three areas of interest, and those who may not have considered such an application as of yet. The Competition is open to both brand new ventures and those entrepreneurial companies that are already fully formed, including any small company, U.S. based or international that meets the requirements defined in the *Terms and Conditions for the Pitney Bowes Entrepreneurial Competition* section below.

Prize

Winners of the Competition will receive:

- One year of free utilization of office space and internet access in our Pitney Bowes WHQ in Stamford, CT
- Access to Pitney Bowes platforms and capabilities relevant to the three competition areas, along with PB's technical and business expertise
- An introduction and access to our partner, the Stamford Innovation Center, along with their mentoring and coaching services for PB Entrepreneurial Competition companies.

Competition Timetable

The competition topic areas will remain on the website for 5-6 weeks. Applications submitted during this time period will be considered for the Competition. After this time period, submitted applications will be judged by a group of technical and business experts.

Applicants selected by the judging will be asked to participate in the **Final Round** and provide a 15 minute pitch presentation (10 minute presentation, 5 minute Q&A) at Pitney Bowes's headquarters in Stamford, Connecticut. After the Final Round, Pitney Bowes will determine whether there are any winning applications. **One or more** entrepreneurial entities may be selected as the winner(s).

Important Dates

Milestone	Date
Competition Launched	July 23, 2012
Applications Due	September 14, 2012
Final Round Contestants Notified	September 2012
Final Round Presentations	October 2012
Winners Notified	October to November 2012
Winners begin to take occupancy of space	October to December 2012

Judging Criteria

Overall, submissions will be judged on:
1) Business potential of the idea – customer need addressed and value proposition
2) Solidity of the business model
3) Value that PB technology brings to their success
4) Capabilities of the principal players

First Round Judging Criteria and Final Round Judging Criteria are defined below.

Competition Questions

I.   Location Intelligence

Location Intelligence is a rapidly expanding field, thanks to advances in mobile technologies, sensors, data quality and analytics. Pitney Bowes Software is a leader in the geospatial industry with over 25 years experience and global presence. We are offering unprecedented access to our technology platforms and data sets to companies that can integrate them into new products and services.

There are strong opportunities for new and innovative businesses that can be differentiated using location intelligence and data management technology. Fields where we see the greatest opportunities are:

- Location Based Services
- Social, Local and Mobile
- Location based marketing and targeting of customers
- Context Aware Computing

Successful proposals will build on one or more of our capabilities in the fields of location intelligence or enterprise data management or leverage data assets provided by PB Software. Key products within the suite include Spectrum Spatial and MapInfo Professional.

Server Platforms

PBS server platforms provide:

- Mapping - map based visualization, spatial searching/query and coordinate geometry operations to deliver mapping and analysis capability.
- Geocoding – global forward and reverse geocoding plus many more capabilities.
- Routing and Drive Times – Route directions, drive/travel time matrix and isochrones for car, lorry and walk. Support for many regions of the world is available.
- Data Integration – Batch and transactional data integration

- Data Quality – cleaning, de-duplication/normalization, matching and augmentation excelling in customer data (person, address) but applied much wider.
- Data Governance – monitoring and profiling.

There are many additional modules available in the Spectrum platform that may also prove useful to organizations taking up the challenge.

On Demand/SaaS

PBS provides On Demand offerings including Geocoding, Routing/Drive Time, Address Validation and more. In addition to the publicly available On Demand products PBS is interested in propositions using its embedded multitenant SaaS location intelligence web services platform that power MapInfo Stratus. These services provide similar and compatible capability and interfaces to Spatial Server.

PBS Location Intelligence has strong presence in Telco, Government, Insurance and Finance verticals. PBS strength in these fields may offer opportunities for PBS to open doors for the right new innovation.

Learn more about Pitney Bowes Location Intelligence, Spectrum platform and Data products here.

Product Information

http://www.pb.com/software/Data-Management-and-Quality/Enterprise-Location-Intelligence/Spectrum-Location-Intelligence-Module.shtml

http://www.pb.com/mapinfo/product-suite/spectrum-spatial.shtml

Additional details can be found at:

http://reference.mapinfo.com/software/spectrum/lim/8_0/index.html

http://www.pb.com/software/Data-Visualization-and-Reporting/Geographic-Data-Profiling-and-Mapping/spectrum-spatial-module.shtml

http://www.pb.com/software/Data-Management-and-Quality/Enterprise-Location-Intelligence/Spectrum-Location-Intelligence-Module.shtml

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Winners of the Location Intelligence Competition will have access to:

- Technical and business expertise as well as technical support on location intelligence platforms
- Introductory training on our platforms
- Evaluation licenses for prototypes, trials, concept development, initially for up to one year
- Visibility and support in the Pitney Bowes Location Intelligence community for idea development

II. Secure Evidencing Platform (SEP)

Data is exploding everywhere, increasing opportunities for security breaches of sensitive information. Lower costs of electronics are making it possible to make and deploy a variety of sensors and detection devices that didn't exist before. For example, GPS location and temperature detection are built into shipping containers. Most fleet vehicles have sensing/recording equipment that they didn't have in the past. Everything from medical devices to environmental sensors stores and transmits vast amounts of data. Security tends to be an afterthought. Yet, security is needed to ensure the veracity/validity of the data.   Pitney Bowes offers superior technology to secure this data. We are looking to work with entrepreneurs and startups to leverage our deep expertise and advanced technology in new and exciting ways.

How could remote sensors be made secure?

Other areas where our technology could be used:
- Document integrity
- Smart grid
- Metering usage

Background Information on Secure Evidencing Platform
The Secure Evidencing Platform (SEP) enables rapid prototyping and deployment of security applications. Secure evidencing applications are employed where there is a need to ensure the confidentiality, integrity and/or authenticity of data involved in supporting a transaction. Possible applications include:
- Certifying document or data authenticity
- Metering or accounting for payment/use of software or data
- Restricting access to encrypted data based upon time and location
- Metering or accounting for verification of credentials

The platform leverages PB's expertise in a number of technological disciplines including: the design, deployment and management of secure, tamper resistant and tamper responding devices
- Cryptographic system design and management
- Funds/resource management
- The marking and reading of data on paper (barcodes, optical character recognition...)

At the heart of the SEP lies the **Cryptographic and Accounting Module (CAM),** an integrated circuit designed to provide assurance of the integrity and privacy of transactions. The CAM differs from commonly available devices in several important ways:

1. The single chip security module within the CAM actively responds to tampering attempts and disables itself.
2. Additional data from within the CAM, most importantly time from a secure real-time clock, can be combined with external data to further enhance the security of the external data.
3. The CAM can restrict access based upon the consumption of an internal resource. The CAM will stop executing cryptographic operation when the resource is spent. For example, the CAM can be loaded with $50 worth of value that is spent on tax payment stamps or loaded with an authorization to verify 50 educational certificates.
4. The Pitney Bowes Security Management System controls the security life-cycle of the CAM. This includes:
   - The ability add resources to the CAM
   - The ability to set a time period within which the CAM must contact the Pitney Bowes data center. If the CAM fails to contact the data center within that time period cryptographic functions will be disabled until such contact is successful.

Cryptographic Accounting Module

The Cryptographic and Accounting Module (CAM) is an integrated circuit designed to provide assurance of the integrity and privacy of transactions. Within its tamper responding secure boundary, the CAM contains a real-time clock, transaction registers, a user management system, a cryptographic coprocessor and cryptographic key store. The integrity and privacy of data related to transactions/events is accomplished by employing the cryptographic functions supported by the CAM. In addition the CAM provides several mechanisms to restrict the use of the cryptographic functions based upon the passage of time or use of a resource.

The CAM is accessed through a USB interface. It is available packaged in three form factors: a single integrated circuit, a plug-in module with integrated support circuitry, and integrated within a BugLabs trusted mobile modular development system. Three interfaces have been developed for the plug-in module:

- A small box providing a standard USB interface
- A BugLabs module
- A rack mounted board that provides a USB interface to multiple CAM's (in development).

Cryptography

The CAM offers a number of cryptographic services to protect the source, integrity and privacy of data. The CAM contains an internal key store for each user.

Digital Signatures

Digital signatures provide source authentication (where did the data come from?) and data integrity (has the data been changed?). Digital signatures are created using a private key and

verified using a public key. Internal CAM data can be included in the digital signature including: Date/Time, serial number, ascending and descending registers, transaction count, and username. External data sent into the CAM can be used as input to the digital signature. Digital signatures can be verified using the CAM's public key which is contained in an X.509 certificate stored within the CAM. The X.509 certificate can be stored in a database or transmitted along with the signature. The CAM is not necessary for verification.

A CAM can be used to verify a digital signature created by another device. The public key of the other device must be prepared for loading into the CAM (e.g., a server may provide an encrypted version of one CAM's public key to another CAM).

The CAM can load an external key pair that has been prepared for it (e.g., a server may provide an encrypted key pair to a CAM). This is useful for sharing a key pair between multiple CAM's.

Encryption
Encryption provides a mechanism to protect the privacy/disclosure of data.
The CAM can encrypt data for itself. This is useful for short or long term storage of data external to the CAM (e.g., locally on a PC, on a remote server).
The CAM can agree on an encryption key with another CAM to encrypt data for shared between the CAM's. This is useful for ensuring privacy of data transmitted from one CAM to another. It can also ensure that data encrypted by a CAM can be accessed if the CAM fails.
The CAM can agree on an encryption key with another device (e.g. a server).
The CAM can load an external encryption key that has been prepared for it (e.g. a server may provide an encrypted key to a CAM). This is useful for sharing a key between multiple CAM's.

Message Authentication Codes
Message authentication codes (MAC's) provide data integrity (has the data been changed?). MAC's are created and verified using a secret (symmetric) key. Since the MAC creator and verifier use the same key. MAC's do not provide source authentication.
The CAM can create MAC's for itself. This is useful to detect if data stored locally has changed (e.g., data stored external to the CAM on a local PC).
The CAM can agree on a MAC key with another CAM. This is useful for ensuring the integrity of data is maintained during transmission or storage.
The CAM can agree on a MAC key with another device.

Restricting Use
The CAM's functionality can be restricted in whole or in part based upon expiration periods, specific dates, use of a resource or a combination of the three. These restrictions are managed via a server infrastructure which performs manufacturing, cryptographic key management and CAM configuration management.

Time based
The CAM has an internal real-time clock. The value of the clock is set to GMT during CAM

manufacturing. There are two mechanisms within the CAM that restrict use based upon the time stored within the CAM. The two mechanisms are independent and can be used simultaneously.

An expiration period can be set within the CAM. If the expiration period has passed, the CAM will not perform any cryptographic operations using user keys (communications with the infrastructure are not affected). The expiration period is renewed by a series of signed messages between the CAM and the infrastructure. The infrastructure checks the CAM status (register values) for consistency before renewing the expiration period.

Each key within the CAM is assigned an expiration date. Once a key has expired the CAM will not perform any operations using that key. The expiration of a key does not affect the use of other keys.

Accounting/Resource Based

The CAM contains three registers: an Ascending Register (increases as resource is expended, total of all resource expended for the life of the CAM), Descending Register (decreases as the resources is expended) and transaction counter (increments for each transaction). If the descending register is lower than the requested amount no digital signature operation will be performed. The descending register may be decreased by a variable amount during signature generation and a fixed amount during signature verification. A minimum debit amount may be specified for signature generation. Both the minimum debit amount for signature generation and the fixed amount for verification may be zero. Typical uses for the descending register include funds (postage, tax payment…) or to limit use (decrement by 1 each time a document is signed). The CAM may be configured to increment the transaction count for each signature generation and/or each signature verification.

The infrastructure adds resources to a CAM's descending register by exchanging a set of digitally signed messages with the CAM.

Winners of the Secure Evidencing Platform Competition will have access to:

- Technical and business experts
- The Cryptographic Accounting Module (CAM) - the secure hardware
- The infrastructure that manages the lifecycle of this hardware
- API's

III.   Connect+®

For many years mail machines just put a red mark on an envelope to show postage had been paid. There was limited flexibility with these proprietary systems. With the introduction of the Connect+® Series, Pitney Bowes not only launched the world's first mailing machine with a web based architecture, they also launched the first full color mailing system which now enables clients to use the mail piece as a marketing tool to engage their customers and prospects.

Connect+® mailing systems are used by thousands of businesses in the US and abroad and in the last year have processed over 1 billion mail pieces. In the next 5 years that number will exceed 7 billion as Pitney Bowes migrates their existing customer base to this new and exciting platform.

Whether you focus on the mailing system's color print capability on the envelope or leveraging the detailed data set that is captured for every mail piece, the combination of a Linux operating system, persistent high speed internet connection, and color touch screen provides a unique opportunity to engage end-users and develop value-added solutions that further enhance the Connect+® Series.

- How would your business use Connect + to increase the value of the mail piece for each recipient?
- How could we leverage the capability of color printing on the envelope to provide new opportunities for Connect+ mailers and their customers?
- What types of compelling mailing or shipping applications could be developed for users of Connect +?

This challenge will expose you to thousands of business users across the country that rely on mail to drive their business and will allow you to influence the value of billions of mail pieces for these users.

See "Connect+ Printing, Connectivity, User Interface, and Browser Specifications" and "Connect+ Flexible Printing -- The Stripe" below for technical details.

For more information on Connect+ click here: http://www.pb.com/equipment/Postage-Meters-and-Scales/mailing-systems-high-volume/ .

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Connect+ Printing, Connectivity, User Interface, and Browser Specifications

Printing

- Print Resolution: 300 x 1200 dpi
- Print Options:
    - Process Color (CMYK)
    - Spot K (black)
    - Fluorescent red (postal red ink)
- Media Size
    - Min 3 ½" x 5" to 10" x 14" – Landscape or portrait
    - Maximum thickness – 5/8" to ¾"
    - Printing height is always a maximum 7/8"

System Connectivity

- Multiple types – constantly connected to infrastructure
    - LAN
    - WiFi
    - DSL
    - 3G

User Interface

- Screen Size
    - 10" Color Display – mounted to machine (native resolution of 1024 x 600)
    - 15" Color Display – mounted or detached (native resolution of 1024 x 768)
    - The 10" screen has 118 dpi and the 15" screen has 86 dpi
- This full area on both screens is not available to the browser, as the applications have a titlebar area (61 pixels vertical), and within the Web Browser Application, there is another border (54 pixels vertical) for the web page. The user can utilize a stylus to navigate hyperlinks on established web pages for the 10" display. Total usable vertical area for 10" screen is 485 pixels and 653 for the 10" screen. The full 1024 horizontal width is available.
- User Input
    - Touchscreen – including onscreen key board (default)
    - External keyboard and trackball/mouse

Browser

- The target browser is the Application Platform's Web Browser, which is built from the QT 4.6 WebToolkit. This toolkit supports portions of the HTML 5.0 standard. It does not support Java applets, but does support Javascript. Connect+ does not support the use of external Adobe Flash, Microsoft Silverlight, etc add-ons.
- The URL entry screen and history icon that are part of the present QT4.6 webkit are suppressed
- The QT4.6 Browser setting for download *is set to off with no user access to modify it.* This is to protect against exposing the Linux file system to the user for downloaded file dialog boxes.

Connect+ Flexible Printing – "The Stripe"

The Connect+® series allows for the creation of customized envelopes for different size pieces through the use of *The Stripe* that is broken down into the transpromotional zone and the postal zone. The Connect+™ 2000 and The Connect+™ 3000 Series equipped with "Weigh on the Way" (WOW) and in shape-based rating (SBR) mode will automatically left justify the elements based on the size of the envelope!

1. Two zones are available for image positioning: 1) Left justified Transpromotional Zone, 2) Right justified Postal Zone
2. Printing height is always a maximum 7/8" – matching the postal indicia imprint and other postal markings
3. The Transpromotional Zone is intended for company logos, return addresses, or other text or images
4. The Postal Zone is intended for the Postal Inscription, Postal Endorsement, PresortXtra or Drop Ship Authorization text, traditional Meter Advertisement, Permit imprint, or other text and images appropriate for the area to the left of the required Postal elements

Transpromotional Zone

- Multiple elements can be printed in the Transpromotional Zone (from left to right), including: 1) Graphic image from the Edit Envelope Library, and 2) Text Entry field
- The maximum size of a single imported Graphic image is 6" – imported via MyGraphics™ Designer
- Imported Images may consist of 1) Graphics only, 2) Text only or 3) Graphics and Text combined
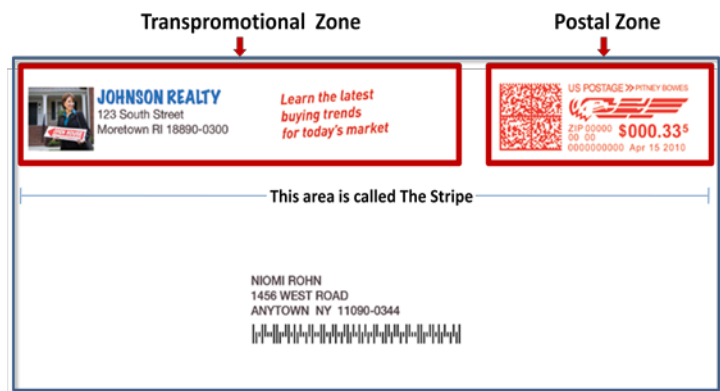
Postal Zone

- Four elements can be printed in the Postal Zone (from right to left) including: 1) Postal Indicia or Permit Imprint, 2) Postal Inscription, 3) Graphic image from the Edit Envelope Library, and 4) Text Entry field
- The Postal Indicia is a fixed image printed according to Postal specifications
- The Permit Imprint is a selectable format based on approved images from the USPS
- Postal Inscriptions are the vertical markings required by the USPS for certain mailings

- Images are automatically justified to the top and right corner of the envelope

Connect+ Flexible Printing – "The Stripe" *(continued)*

"Text Entry" field is also available in both the Postal Zone and Transpromotional Zone

- User may enter up to 5 lines of text directly on the Connect+™ system (without MyGraphics™ importing).
- Text Entry allows approximately 20-25 characters per line for typical font sizes, and up to 100 total characters possible. It can be a continuation of the previous sentence.
- Text Entry inputs in the Postal Zone are always right-justified, but printed to the LEFT of any imported graphics in this zone. If no Graphic image is desired, the Text Entry will be fully right-justified (to the other postal elements).
- Text Entry inputs in the Transpromotional Zone are always left-justified, but printed to the RIGHT of any imported graphics in this zone. If no Graphic image is desired, the Text Entry will be fully left-justified on the envelope.
- New font choices are available. Standard: Arial, Garamond, Times New Roman, Verdana, Tahoma. Optional fonts available, see Pathfinder.

Winners of the Connect+ Competition will have access to:

- Orientation on Connect+ platform capability
- Business support/feedback on solutions as they are being developed
- Web access, if applicable, to your application by Connect+ customers through the Connect+ touch screen interface
- Demographic profiles of Connect+ users, types of businesses, and usage profiles around the mail that is sent
- Technical support, including access to a Connect+ machine

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Competition Submissions

Please submit your responses via https://pbchallenge2012.skild.com. You will be required to agree to our terms and conditions and prompted to submit the following information:

1. Basics: Your name and title, your company's name, title of your proposal

2. Business Summary:
   a. Describe the product, service, or application and its benefits
   b. Revenue model: How do you make money?
   c. What is your core value proposition?
   d. What is your cost structure?

3. Technical Summary:
   a. Describe the state of the technology required for the product or service
   b. What are the technology risks you foresee?
   c. What is the timeframe for the development effort?

4. Management Team
   a. What is your experience? What is the background and capability of the principals who will work on this?
   b. What is your motivation/passion to work on this startup?

5. Target Market: Target audience/customers
   a. Who are your customers?
   b. Describe how these customers benefit from your proposed offering
   c. Have you done any customer validation or research? Please specify

6. Sales/Marketing Strategy
   a. What distribution channels do you see would be needed to reach customers?

7. Competitive Analysis
   a. Who is your competition and how is your proposed approach differentiated?

8. Resources
   a. How many people will work on this?
   b. What technology do you need to make this work? [What additional technologies do you anticipate that we have not listed as available?]
   c. What additional resources do you need?

9. Please provide any other information you think would help us evaluate your submission.

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Submission Guidelines

Competition submissions must conform to the following guidelines:

- The Application should clearly identify the Competition Area they are addressing
- Submissions shall not contain any confidential or proprietary information, including any information confidential or proprietary to any third party.
- Applicants may apply to more than one competition area. However, each application must address only one competition area and must be submitted with a different email address, via the website at https://pbchallenge2012.skild.com.

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First Round Judging Criteria

Weighting Factor	Judging Criteria	Description
Pass/Fail	Alignment with Competition Area	Application clearly states Competition Area being applied for. Technology/product presented meets the need defined in the Competition Area.
Pass/Fail	Alignment with Pitney Bowes core values	Application demonstrates the highest caliber of ethical behavior in all aspects of both the technology/product and business proposition. You can read about our business practices and values here: http://www.pb.com/Our-Company/Corporate-Responsibility/Our-Business-Practices/index.shtml
25	Alignment with one of the three Pitney Bowes technologies offered	How well does the solution/service leverage PB's technology/service offerings?
25	Business potential of the idea	Originality, Creativity, and Innovation: Does the entry provide creative solutions to existing problems? Has a customer need been identified? How effective is the proposed solution/service in addressing that need? How unique is the technology or solution? Is this idea technically realistic?
10	Competitive advantage	Why is this market attractive? Has this team considered the competitors in the space? Does this business have a competitive advantage?
20	Solidity of the business model	How would this business make money? Scalability and sustainability: How easy would it be to add increasing numbers of users or customers to the system? Likelihood of long-term success: Sustainability of concept and ability to continue operations
20	Capabilities of principal players	Does the team consist of individuals with complementary skills? Team has experience in relevant disciplines to support current technology and business development strategy

Final Round Judging Criteria

Weighting Factor	Judging Criteria	Description
Pass/Fail	Alignment with Pitney Bowes core values	Final presentation continues to demonstrate the highest caliber of ethical behavior in all aspects of both the technology/product and business proposition. You can read about our business practices and values here: http://www.pb.com/Our-Company/Corporate-Responsibility/Our-Business-Practices/index.shtml
20	Alignment with the business goals of Pitney Bowes	What is the plan for implementation and integration with PB's existing technology/service offerings?
20	Business potential of the idea	What empirical evidence is there to indicate that this will work? Have you tested the technology/solution with customers? If not, do you have a viable pilot testing plan and what criteria will be used to judge the success of the pilot test?
10	Competitive Advantage	What work has been done to size the addressable market? Have the top competitors been identified? Have compelling reasons been established for product differentiation?
20	Solidity of the business model	Clear articulation of business model: Viability of business to generate revenue and profits after financing. Company presents evidence that supports its viability, growth and valuation.
30	Capabilities of principal players	Presentation team clearly displays and communicates technical and business knowledge and presents plans for growth.

Terms and Conditions for the Pitney Bowes Entrepreneurial Competition

NOTE: By entering a submission you agree that you meet the Eligibility Requirements and that each submission shall be subject to the below Terms and Conditions

Eligibility Requirements

An entrepreneurial entity or small team within a larger entity is eligible to compete, provided the following requirements are met:

- The entity or team may not consist of more than **10 full time employees.**
- The entity may not have annual revenues in excess of **$5 Million US.**
- Each entity must have **at least one full time employee** working on the technology or product. A 'full time employee' is defined as a person who maintains standard business hours working on the technology or venture.
- The product or technology the entity is offering for consideration represents **original ideas wholly owned or licensed by the entity** and provides a **functionality or capability not currently available in any off the shelf product**
- The product or technology the entity is offering for consideration **represents original ideas wholly owned or licensed by the entity**.
- The entity is willing to relocate not less than **2 of its members (unless the submission is a sole person) full time to Pitney Bowes' World Headquarters, Stamford CT to participate in-person.**

Terms and Conditions

As used herein, "Applicant" shall mean the entity entering a submission in response to the Pitney Bowes Entrepreneurial Competition. All Applicant submissions may only be provided to Pitney Bowes under the conditions stated below.

- The Applicant agrees that all submissions are deemed non-confidential and non-proprietary by the Applicant and Applicant's associates and the submissions contain no third party confidential or proprietary information.

- The disclosure of the submission by Applicant to Pitney Bowes will not give rise to any business relationship with Pitney Bowes.

- The Applicant agrees that Pitney Bowes may keep a copy of all submissions for its files and that Applicant's rights and remedies (and those of anyone who may be associated with or claiming through Applicant in the matter) arising out of the use or disclosure of any information that Applicant submits to Pitney Bowes under this Competition, shall be only such as Applicant and Applicant's associates may be entitled to under the patent statutes of the United States or foreign countries.

- If it should turn out that Pitney Bowes previously worked on, or is now working along lines similar to Applicant's submission, or if it has learned of such subject matter from other sources, Pitney Bowes would not be obliged to so inform the Applicant, since Pitney Bowes usually does not make its work public until it is well advanced or in production.

PITNEY BOWES RESERVES THE RIGHT TO CHANGE OR ELIMINATE THE PITNEY BOWES ENTREPRENEURIAL COMPETITION, INCLUDING ANY OF THE TERMS AND CONDITIONS, ELIGIBILITY OR PRIZES AT ANY TIME, WITHOUT NOTIFICATION.

Note: Ideas may be submitted that are believed to be novel, but which upon examination may already be in the public domain. Ideas may be submitted that may be the same or similar to concepts/technology previously originated by Pitney Bowes. We suggest that you consult your own attorney before participating in this Competition.

Frequently Asked Questions

My technology applies to one of the Competition Areas, but my business is international or based away from the New England area. Can I still compete?

Yes. It is envisioned that winners of the competition will comply with the requirement of placing at least two members at Pitney Bowes World Headquarters full time. This is to allow the entrepreneurial entity to derive the most benefit from the collaboration, given the close proximity to the Stamford Innovation Center. However, it is possible that this restriction will be lifted as the competition matures. It is also conceivable that exceptions could be made for truly differentiating technology where the placement requirement cannot be met.
If you cannot meet the placement requirement, please clearly state this as part of your Competition application.

Can the Competition change or an entity be disqualified?

Yes, while not anticipated, Pitney Bowes reserves the right to change, alter or eliminate the Competition or any of the corresponding rules or prizes at any time, without notification.

The winning entity will be required to enter into separate post-award agreements with Pitney Bowes prior to being housed within the World Headquarters and prior to having access to Pitney Bowes personnel designated to support the program as well as the Stamford Innovation Center programs. Failure to enter into these agreements will disqualify an entity. Pitney Bowes also reserves the right to disqualify from competition and/or revoke a prizes from entrants deemed to have practiced illegal or unethical behavior during an action that has bearing on their business or technology.