



State of Florida Contract # 44102100-17-1



Made in USA

Renewal IMI PowerPoint

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Luis Sanchez
Pitney Bowes

Pitney Bowes - Confidential

What is the IMI mandate for the post office?



The IMI mandate is a requirement by the USPS for all postage meters in the industry to produce an Intelligent Mail Indicia (IMI). This mandate ensures that postage meters are up-to-date, more secure, and can provide better data for improved postal operations.

Come June 30, 2024, all postage meters that do not meet the USPS IMI-compliance standards will be decertified. If your current postage meter is an Information Based Indicia (IBI) device, it will need to be replaced with one that is IMI-compliant. Dec 27, 2023

IMI strengthens data security.

Cybercriminals are constantly on the lookout for vulnerabilities in data security. IMI incorporates robust security that encrypts sensitive data to facilitate Fraud Detection. It also ensures secure transmittal both to and from the meter. Built-in FIPS 140-2 Security Level 3+ (a U.S. government computer security standard for cryptographic modules) also provides physical tamper-resistance and identity-based authentication to protect against fraud.

CURRENT POSTAGE EXPENDITURE

Mail Volumes from 3-2023 to 2-2024 (12 active months)

Mail Class	Total Pieces	Total Postage	Average Piece Price
First-Class Mail® Letters	13826	\$8,646.94	\$0.63
First-Class Mail® Flats	21	\$49.13	\$2.34
Ground Advantage Retail™	0	\$0.00	\$
Priority Mail®	2	\$24.15	\$12.08
Priority Mail Express®	0	\$0.00	\$
Package Services	0	\$0.00	\$
International	0	\$0.00	\$
Certified Mail® Service	2215	\$14,162.86	\$6.39
First-Class Mail® Automation Letters and Flats	0	\$0.00	\$
First-Class Mail® Presort Letters and Flats	0	\$0.00	\$
USPS Marketing Mail Automation - Incl. Non Profit if Applicable	0	\$0.00	\$
USPS Marketing Mail Presort - Incl. Non Profit if Applicable	0	\$0.00	\$
Key In Postage - Not run through a class or category	0	\$0.00	\$
Zero Postage - Usually for seal only or permit projects	0	\$0.00	\$
Others	0	\$0.00	\$
Total Mailing for Period 3-2023 to 2-2024	16064	\$22,883.08	\$1.42

Current Breakdown

SendPro 2000



Not IMI Compliant

Relay 3500



60 months @ \$1,452.97/ month
\$4,358.91 / quarter

Software Platforms



Outdated



No longer available

Solution Recommendations

- **SendPro® MailCenter 2000**

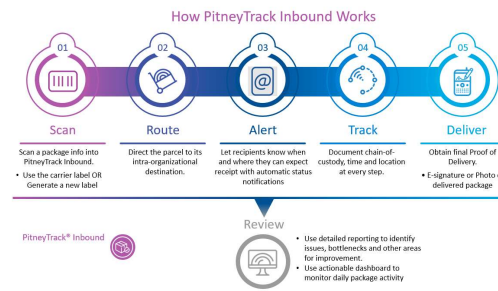


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NEW : Software Platforms



PitneyTrack Inbound



PitneyShip™ Pro



Lease Investment Summary

Hardware and software as described above	Included
Maintenance, rate updates, and support	Included
Freight, delivery, and installation	Included

Valid until:

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- 60 Month agreement (billed quarterly)
- \$1,094.13 / month - \$3,282.39 / quarter

New agreement commencement Date: 9/10/24



Key features

With a reinvented user experience, the SendPro MailCenter is an advanced mailing solution, making sending easier and more streamlined.

<ul style="list-style-type: none"> • Simplify all your mailing processes with an advanced mailing solution 	<ul style="list-style-type: none"> • For letter mail, the SendPro MailCenter 2000 will seal and print postage for mail up to 5/8" thick at up to 145 letters per minute.
<ul style="list-style-type: none"> • Weigh-on-the-Way module accurately rates mail based on the weight and dimensions of each envelope at speeds up to 70 letters per minute. 	<ul style="list-style-type: none"> • Open or Closed-flap sealing for envelopes up to 5/8" thick with advanced pump-fed pad, complete with moisture adjustments at a job-level.
<ul style="list-style-type: none"> • Minimize interruptions with proven self-aligning, reverse separation technology. 	<ul style="list-style-type: none"> • Save on every piece of First-Class Mail
<ul style="list-style-type: none"> • Accurately weigh envelopes and packages with an integrated weighing options 	<ul style="list-style-type: none"> • Complies with all current USPS® regulations including Intelligent Mail Indicia® (IMI)*, Dimensional Weighing® (DIM) and Intelligent Mail Package Barcode® (IMpb) when using compliant trackable label.

The SendPro[®] MailCenter

IMI Compliant

The SendPro MailCenter meets all the latest Intelligent Mail[®] Indicia (IMI) specification.

A Reinvented User Experience

Faster and easier-to-use technology streamlines all mailing

- Noticeable improvements
- Increased productivity & optimization

What's New

Continuing to enhance the client experience and value

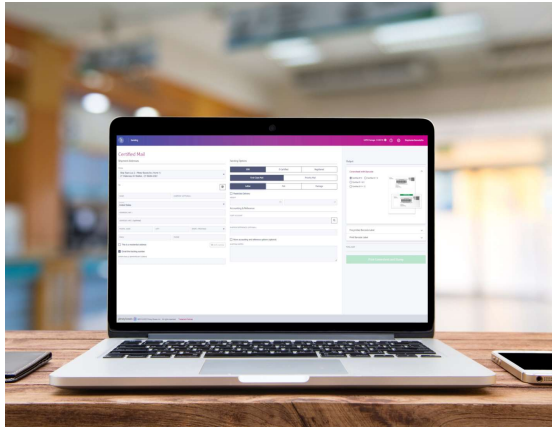
LARGER, easier to read and more responsive
15" touch-screen display with improved contrast and updated browser for faster processing

Faster time to first print, reduction in downtime
solid state hard drive & updated operating system:

IMI compliant



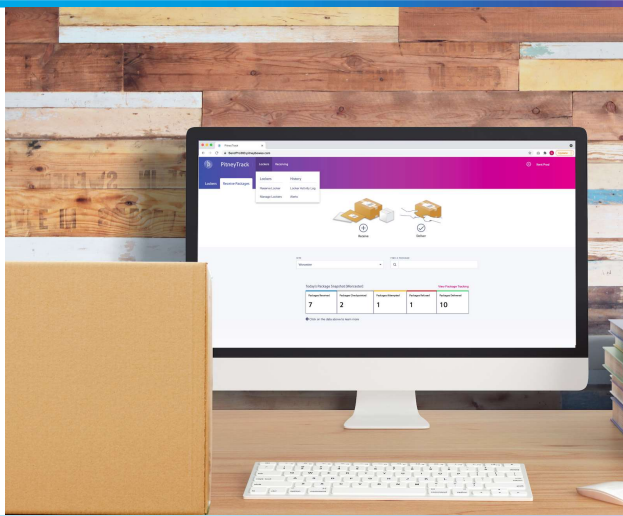
PitneyShip® Pro Shipping Software



Key features

Transmit electronic eRR information to stakeholders quickly and efficiently.

- Automate your USPS Certified Mail processes, while gaining greater visibility and control over signatures.
- Save \$1.35 on every Certified mail piece you send with eRR vs. the manual green card Return Receipt.
- Recipient information is easily entered online eliminating the need to **handwrite** Green Cards.
- The eRR is sent back as a password protected, read-only PDF file and can be stored and tracked electronically.
- Complies with all current USPS® regulations including Intelligent Mail Indicia® (IMI), Dimensional Weighing® (DIM) and Intelligent Mail Package Barcode® (IMpb) when using compliant trackable label.
- Eliminate manual processes with the ability to instantly search and retrieve delivery status and signatures.
- Gain peace of mind by removing manual process of tracking status and wondering where lost, misplaced, or unreturned green cards.
- You can choose to generate Certified Mail coversheets with postage, print labels or use pre-printed USPS Certified labels.
- Cloud-based solution makes it easy for any employee to send Certified mail whether they work in the office or from home.



Key features

PitneyTrack Inbound is a cloud-based solution that streamlines logging, tracking and management of incoming packages and important mail.

- Cloud-based solution for receiving and tracking inbound packages.
- Save time by eliminating manual logs with a dashboard view of package status.
- When packages are delivered, easily capture signatures on Tracking Assistants. Photos can also be taken with the Tracking Assistant and used as proof of delivery.
- SaaS solution means software updates are seamless and automatic.
- Gain complete visibility and establish chain-of-custody for of all incoming packages and mail with simple barcode scan.
- Email notifications alert recipients of package delivery and ready for pickup. Automated reminders can also be set up if recipients don't pick up their packages right away.
- Available reporting features include an actionable dashboard that shows daily package activity in one place.
- Integrate with ParcelPoint Smart Lockers Lockers for end-to-end, contactless receiving workflow.

Client Care - Added Value

Our national service network includes:

Remote Support Operations

- Two U.S. based remote support call centers
 - West Coast - Spokane, WA
 - East -Midwest - Appleton, WI
- Additional U.S. based Centers of Expertise
- Dedicated highly skilled technical product specialists
 - Conducting analysis and continuous improvement
 - Working with your business needs in mind
- Live agents available 8 AM – 8 PM EST
- Always connected to our field support team via state-of-the-art CRM systems

Onsite Field Support

- 1000 Customer Service Reps
- 100% of Customer Service Reps are A+ certified
- Customer Service Reps are direct Pitney Bowes employees, accountable to a company you trust
- All Customer Service Reps equipped with wireless link to National Dispatch Center



Our Team of Service Experts Provide Onsite & Remote Client Support



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At Pitney Bowes We Stand Behind Our Solutions

