




Practical solutions
that save time,
money and the
environment









Pitney Bowes Customer Summit




June 9-10, 2009 Danbury, CT




Solution	Description	Customer Benefit		
<p>Production Intelligence® Software Solutions: Link print and mail with Production Intelligence®</p>	<p>New technology center tour will demonstrate the benefits of transforming traditional print and mail workflow into a sustainable practice for increased efficiency and savings.</p> <p>The tour will highlight merging, modifying, sorting and splitting of applications to include applying householding and document consolidation solutions, along with mailpiece and job-level tracking from receipt of print to finishing and sorting.</p>	<p> Saves time Improve Efficiency and</p> <p>Workflow: Automate manual processes, accelerate customer communications and workflow changes, real-time end-to-end tracking and monitoring of jobs and performance analytics</p> <p>Flexibility: Balance workload and enhance business continuity processes</p>	<p> Saves money Reduce cost: Maximize asset utilization, decrease IT communication infrastructure costs, lower postage and mailpiece unit costs</p>	<p> Environment Reduce consumables: Implementing householding and document consolidation solutions, leverage white space and electronic inserts for TransPromo content</p> <p>Reduce carbon footprint: Minimize overall travel costs for each mailpiece and reduce departmental printer usage</p>
<p>MPS 26</p>	<p>HPI-72C, input line scan, Twist-no-Twist (TnT) at 26K, rotary feeder at 26K, DM Infinity at 26K and EFS at 26K</p>	<p>Saves time MPS 26 enhancements: High speed system powered with intelligent motion control</p>	<p>Saves money Reduce labor: Less operators required</p>	<p>Environment RoHS compliant: System is free of hazardous heavy metals and is equipped for recycling without a negative impact on the environment</p>
<p>FPS™ Split Drive</p>	<p>API-36S sheet feeder, rotary and friction feeders, Envelope Finishing System (EFS™), and DM Infinity Series digital meter</p>	<p>Saves time One system, endless applications: Process letters and flats on the same platform</p>	<p>Saves money Standardize envelope stock: EFS lets your print more on the envelope to reduce different type so envelopes</p>	<p>Environment RoHS compliant: System is free of hazardous heavy metals and is equipped for recycling without a negative impact on the environment</p>
<p>Olympus® II Flexible Tier Sorter</p>	<p>New flexible tier pockets demonstrating two-pocket tiers and two tray rack tiers. Full Service Intelligent Mail® barcode processing, including hand scanner and tray and pallet tags</p>	<p>Saves time Flexibility: Additional configuration options to better suit customer's environment</p> <p>Mailstream visibility: Enable track and trace capabilities both within mailroom processing environment and the USPS® mailstream</p>	<p>Saves money USPS® Compliance and maximum postage discounts: Meet Full Service Intelligent Mail® barcode processing requirements</p>	<p>Environment Optimize transportation infrastructure: Reduce travel cost with presort or further reduce with Intelligent Mail® barcode electronic MAIL.DAT submission</p> <p>Reduce energy consumption: New lighting system and new pockets utilize less power</p>

Solution	Description	Customer Benefit		
Production Intelligence® Software Solutions				
VIP™	Print stream transformation	 Saves time Improve workflow: Greater operational efficiency with concurrent input and output processing and centralized resource management Flexibility: Leverage output to any PDL (print stream) and including electronic output (PDF)	 Saves money Maximize printer asset utilization: Gain printer vendor independence Reduce cost: Replace channel extenders	 Environment Reduce paper: Leverage electronic output (pdf) for e-delivery
VDE™	Modify, re-purpose and enhance print ready applications and re-engineer workflow in “real-time”. Consolidate mailpieces by merging documents from multiple input sources into a single envelope (householding) with alternative channel delivery (e-delivery). Concatenate different print streams and/or small jobs into a single large job to enhance printer and sorter cycle time.	Saves time Improve workflow: Automate reprint for greater operational efficiency. Merge different print stream (PDL) formats and / or merge small jobs into a single job to optimize printer and sorter performance Flexibility: Modify and enhance application in “real-time” without making changes to the original business application	Saves money Enhance print-ready documents: Apply Intelligent Mail® and other barcodes, enrich black and white documents for digital color printers Document consolidation: Incorporate householding technique to reduce postage, materials and warehousing costs	Environment Reduce carbon footprint: Minimize overall travel costs for each mailpiece, including paper usage, warehousing and materials Reduce energy consumption: Lower printer cycle up and cycle down time
VDE™ with Sorter IntelliScheme™	Optimize your time to sort by performing an electronic first pass. VDE™ with IntelliScheme™ extracts ZIP™ Code information for every mailpiece in your print stream then dynamically configures your sorter with an optimal sort scheme.	Saves time Improve workflow: Reduce total time to sort with efficient utilization of available sorter pockets	Saves money Save additional postage: Shorter time to sort enables finer sort for greater postage discounts	Environment Optimize transportation infrastructure: Presorted mail skips USPS® processing steps, reducing overall travel costs for each mailpiece
FlexServer®	Enterprise print management control. Now available on Microsoft® Windows® platform.	Saves time Improve workflow: Centralized print resource management, balance workload between single and multi-site operations. Simple drag and drop action to send a job to a remote site Flexibility: Provide for critical overflow or disaster recovery capabilities	Saves money Maximize asset utilization: Make the best use of your printer resources Reduce cost: Replace channel extenders and dedicated communication lines	Environment Reduce energy consumption: Minimize number of dedicated print servers

Solution	Description	Customer Benefit		
Production Intelligence® Software Solutions (cont.)				
P/I Wizard	Simplify and accelerate the migration to digital color, transform transactional documents by adding TransPromo content, apply Intelligent Mail® barcode and create an integrity control file (MRDF) for closed-loop reprinting, tracking and reconciliation.	 Saves time Accelerate mail production: Gain workflow and control efficiency to legacy and complex applications without modifications to the host application and minimize consuming tasks of manually creating scripts	 Saves money Grow revenue: Add TransPromo to your document white space and increase profitability Enhance print-ready documents: Apply Intelligent Mail® and other barcodes Minimize technical resource: Simplify document changes with intuitive document-driven, browser-based interface and no scripting	 Environment Leverage white space: Consolidate separate mailings /offers when you embed offers within and existing statement and reduce storage and warehousing of pre-printed inserts
P/I OfficeMail™	Aggregate enterprise desktop mail into the production facility via a web portal to track and manage.	Saves time Greater operational efficiency: Re-direct departmental printing to a centralized production facility to automate folding, inserting and handling of office mail	Saves money Gain economy-of-scale: Reduce unit cost of each mail piece in labor, postage (combined, pre-sorted, and commingled) and consumables	Environment Reduce carbon footprint: Minimize use of desktop departmental printers, pre-printed stationery and consumables
DFWorks® Sorter Integration	Include sorting in your end-to-end job tracking with the new DFWorks® Sorter Integration. Your ability to monitor real-time workflow, resource, production job and mailpiece status has been extended to include Pitney Bowes sorters. What's more, you can leverage the sorter to capture envelope images for piece-level reporting, mailpiece look-up and proof of mailing.	Saves time Track and monitor: End-to-end jobs from receipt to finishing to sorting Automate operational data collection for mail piece and job-level tracking	Saves money Automated proof of processing: Extend proof of processing to include the envelope image, potentially eliminating the need for USPS® return receipt service	Environment Electronic return: Eliminate need for USPS® to physically return mail by matching electronic NDA information with electronic image
Breakthrough Innovations in Mail Finishing				
FPS Split Drive with card integration	Market: Secure plastic card attaching Applies driver's license to the carrier, prints the name and address on the carrier, validates the license to the database and printed carrier, fold and send to the FPS for inserting with additional inserts. Customers will require matching the ID card magnetic stripe data with the database, printed name and address on the front of the card, and printed name and address on the carrier. Built in integrity ensures each mail piece is assembled correctly.	Saves time Streamline efficiencies: Combining card affixing and inserting in a single, integrated process for high speed finishing of a complex application Flexibility and integrity: Showcasing the flexibility of the FPS Split Drive to apply, read, match, fold and insert highly sensitive Identification IDs	Saves money Reduce labor: Integrated processes decrease manual intervention	Environment RoHS compliant: System is free of hazardous heavy metals and is equipped for recycling without a negative impact on the environment

Solution	Description	Customer Benefit		
Breakthrough Innovations in Mail Finishing (cont.)				
MPS with 3-way merge	Market: Insurance Two HPI cutters, processing 2-up and merging. New merge module with 1-up and merging the three collation sources and thickness detect feature.	 Saves time Showcase complex application merging: High speed inserter – ideal to replace swing arm systems High speed processing: Combining multiple communications in a single application	 Saves money Increased confidence of mailpiece: Higher integrity with thickness detect	 Environment RoHS compliant: System is free of hazardous heavy metals and is equipped for recycling without a negative impact on the environment
FPS Split Drive with HPI-72C & continuous form	Market: Finance HPI-72C cutting continuous form processing high page count letter and flats application. Using the Portrait-to-Landscape (P2L) module to process both applications at high speeds.	Saves time Maximum system uptime: Quick changeover between flat/folded applications	Saves money Run more mail, faster: More uptime with fast changeover between flats and folded mail	Environment RoHS compliant: System is free of hazardous heavy metals and is equipped for recycling without a negative impact on the environment
FPS with unique document folding	Market: Consulting services Large survey application printed on 11"x17" paper. Document is cross-folded then tri-folded through merging dual high cap.	Saves time Automate manual processes: Large scale jobs were previously done by hand	Saves money Offer new services: Bring outsource jobs in-house that involve complex graphic arts applications.	Environment RoHS compliant: System is free of hazardous heavy metals and is equipped for recycling without a negative impact on the environment
MPS with new buffer and mini-accumulator	Market: Telecommunications New input technology: buffer with mini-accumulator after the folder to collate and merge high page count applications in stages. Runs up to 40,000 documents per hour. <ul style="list-style-type: none"> ▪ Documents accumulated after fold ▪ Last page is fed first on chassis 	Saves time Technology speeds high page count folding: Job can be cycled faster than usual to process the job faster	Saves money New technology to address print stream challenges: Allows customer to run printed applications "as is" while still processing on a high speed system	Environment RoHS compliant: System is free of hazardous heavy metals and is equipped for recycling without a negative impact on the environment
FPS™ Split Drive	Market: Financial HPI-50S sheet feeder, rotary and friction feeders, Portrait-to-Landscape module (P2L), input and output line scan vision solutions and thickness detect feature	Saves time Faster letter/flats changeover: P2L can be turned on and off Process more mail: P2L lets you process more types of applications for maximum flexibility	Saves money End-to-end integrity: Scanning documents and mailpieces to ensure quality and accuracy Increased confidence of mailpiece: Higher integrity with thickness detect	Environment RoHS compliant: System is free of hazardous heavy metals and is equipped for recycling without a negative impact on the environment
MPS with G-Trax	Market: Transactional Mailstream merging module (G-Trax), MPS 26	Saves time Module feeds up to 77,000 sheets (4") per hour	Saves money Print and feed your inserts on demand and merge them on the chassis	Environment RoHS compliant: System is free of hazardous heavy metals and is equipped for recycling without a negative impact on the environment

Solution	Description	Customer Benefit		
Productivity-Driving Direct Mail Solutions				
FlowMaster® with inline card attaching	Feed-S into a Product Attaching system with 5"x7" cards transported as 1-up through Bridge Accumulation Transport (BAT) scanned with MCS camera feed through 6 rotary/friction feeders, collation inserted into the envelope printed with Flexible Inkjet Transport (FIT) verified with read and print off-loaded to speed sort conveyor. BAT transfers the product into a "7th station feeder" which is a bolt on Servo Forceflex feeder that allows the user to move the separators to avoid having it over the card.	 Saves time Reduce labor and operating costs: Direct integration of card attaching and mail finishing processes for faster mail piece processing Increase productivity: Streamline multiple separate operations into one streamlined process	 Saves money Integrated work cell: Consolidate floor space Reduce envelope costs: Standardize envelope types with variable in-line printing for return and customer addresses, marketing messages and the Intelligent Mail® barcode in a single pass through the FIT	 Environment RoHS compliant: System is free of hazardous heavy metals and is equipped for recycling without a negative impact on the environment
Standalone MCS Graphics Imaging System 4250	High speed, high volume inkjet printer in standalone configuration. System output is 600 ft/min and can produce over 30,000 mail pieces per hour at up to 600 x 1200 dpi with a continuous ink supply.	Saves time Fast, high resolution graphics: Provides unsurpassed quality for accurate print production	Saves money Expand envelope print options: Print customer address, variable return address, variable marketing message and the Intelligent Mail® barcode	Environment Reduce paper requirements: Standardize envelope stock reduces need for different paper types
FlowMaster® showcasing new technology concept: One-sided Envelope Loading	FlowMaster with unique conveyor system lets operators remain on one side of the system at all times. Envelopes are loaded on a heavy duty conveyor that packs them on the envelope conveyor for application insertion. Operators are centrally located in the work cell with no need to walk around the system.	Saves time Increase productivity: Creates ergonomic work cell that allows operators to focus on all functions of the system, remaining in a compact area	Saves money Labor savings: Reduces need for multiple operators per system	Environment RoHS compliant: System is free of hazardous heavy metals and is equipped for recycling without a negative impact on the environment
Flexible Sorting Solutions				
Olympus® II Flexible Tier Sorter	Market: Mail consolidators, Enterprise mailers International Mailer collects mail from commercial customers within the UK, sorts and provides to UK's Royal Mail (national postal service of the United Kingdom) for last mile delivery. NEW! Olympus® II Flexible Tier Sorter utilizing two tiers of pockets combined with two tiers of tray racks. System also includes dynamic pocket allocation, indicia detection, double detection system, 3D measurement, separator cards, 36K inkjet printer (Postjet) will print barcode, endorsement text, DSA indicia, logo and return address at top of envelope, MLOCR, NEW large LED status displays and NEW lighting system and camera.	Saves time Flexibility: Additional configuration options to better suit customer's environment Integrity: Integrated tray racks lead to higher sweeping accuracy and efficiency	Saves money Increase productivity: LED displays improve operator efficiency New revenue stream: Enables international mailers to obtain mail from a wider variety of customers and still meet Royal Mail Downstream Access standards	Environment Reduce energy consumption: New lighting system and new pockets utilize less power

Solution	Description	Customer Benefit		
Flexible Sorting Solutions (cont.)				
EZ-Flats incoming and outgoing	Market: Enterprise mailrooms EZ-Flats Sorting System with both incoming and outgoing mail sorting capabilities. Outgoing sort utilizes scale and labeler to prepare mail for USPS® submission at speeds up to 2,000 pieces per hour. System helps identify the largest postal discounts in a single pass, specializing in bundle-based processing. Includes First-Class flats, Standard Class flats or Bound Printed Matter. New Inbound sorting capabilities integrates with enterprise employee database.	 Saves time Efficiency and accuracy: Automate a currently manual process for both outbound and inbound sort	 Saves money Reduce costs: Maximize postal discounts for First-Class® Flats, Standard Mail™ flats and bound printed matter Cost-effective investment: Compact system, quick return on investment (ROI)	 Environment Optimize transportation infrastructure: Presorted mail skips USPS® processing steps, reducing overall travel costs for each mailpiece
VariSort™ with manual feed trays	Market: Private posts, Mail consolidators The VariSort Mixed Mail Sorter automates difficult-to-sort flats—including polywrap® and irregular pieces—and small parcels. It can sort up to 8,000 mail pieces per hour. Tour system includes OCR or WABCR capabilities, automatic feed station, two manual feed stations, in-line scale, ink jet printer, in-line labeler. Secure separator card machine setup and accounting, 3DM dimensional measurement for size based pricing and tub conveyors.	Saves time Automate manual sorting processes: Faster, more accurate processing Mailstream integrity: Special features designed for all types of mail, including irregular mail, polywrap® and small parcels	Saves money New revenue stream: Multiple customer chargeback opportunities, including weight, shape and size-based pricing	Environment Optimize transportation infrastructure: Presorted mail skips USPS® processing steps, reducing overall travel costs for each mailpiece
Relia-Vote™ Compact Sorter	Market: Government, ballot processing Compact inbound sorter utilizing v-bin technology, direct connect software and vision scanning technology. Includes WABCR, OCR, check box detect, image envelope capture, interfaces to Relia-Vote database (voter registration information), 110 volt/20 amp. Designed for small counties with 150,000 or fewer ballots. Cycles at 10K mailpieces per hour. Maximize envelope size 10x13, processes letters and flats.	Saves time New revenue generating opportunities: Available for other inbound sorting opportunities	Saves money Expanded technology: Provides Relia-Vote functionality in a small, compact system for small counties	Environment Optimize transportation infrastructure: Eliminate travel to polling places
Olympus® II Single Tier Inbound Sorter with Selective Opener	Market: Enterprise mailrooms 90 million Census forms will be mailed to US Census in 2010. We are providing 20 sorters to sort these incoming forms (still in envelopes) by high and low priority, form type and various rejects to streamline their intake process. Olympus II Single Tier flats sorters have modified pockets with larger paddles to better support Census envelopes specification. Technology modified to meet Census security requirements. Selective Opener mills the bottom edge of the envelope to facilitate faster processing.	Saves time Productivity: Improve speed and accuracy of processing Census forms Efficiency and accuracy: Automate a currently manual process, including selective envelope opening	Saves money Mailstream integrity: Special features designed for Census materials (envelope with survey)	Environment Reduce energy consumption: New lighting system and new pockets utilize less power