

**STATE OF MICHIGAN
CENTRAL PROCUREMENT SERVICES**

Department of Technology, Management, and Budget
525 W. ALLEGAN ST., LANSING, MICHIGAN 48913
P.O. BOX 30026 LANSING, MICHIGAN 48909

CONTRACT CHANGE NOTICE

Change Notice Number **2**
to
Contract Number **17118000000011**

CONTRACTOR	Pitney Bowes, Inc.	STATE	VARIOUS	SW
	3001 Summer St			
	Stamford, CT 06926		@Michigan.gov	
	Russell Rodd		Brian Fairbrother	DTMB
	860-680-3586		(517) 249-0457	
	russell.rodd@pb.com		fairbrotherb@michigan.gov	

CONTRACT SUMMARY

POSTAGE AND MAIL EQUIPMENT			
INITIAL EFFECTIVE DATE	INITIAL EXPIRATION DATE	INITIAL AVAILABLE OPTIONS	EXPIRATION DATE BEFORE
October 27, 2017	May 14, 2019	3 - 1 Year	May 14, 2019
PAYMENT TERMS		DELIVERY TIMEFRAME	
Net 45		N/A	
ALTERNATE PAYMENT OPTIONS			EXTENDED PURCHASING
<input checked="" type="checkbox"/> P-Card	<input checked="" type="checkbox"/> Direct Voucher (DV)	<input type="checkbox"/> Other	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
MINIMUM DELIVERY REQUIREMENTS			

DESCRIPTION OF CHANGE NOTICE

OPTION	LENGTH OF OPTION	EXTENSION	LENGTH OF EXTENSION	REVISED EXP. DATE
<input type="checkbox"/>		<input type="checkbox"/>		May 14, 2019
CURRENT VALUE	VALUE OF CHANGE NOTICE	ESTIMATED AGGREGATE CONTRACT VALUE		
\$4,450,000.00	\$0.00	\$4,450,000.00		

DESCRIPTION

Effective 9/7/2018, the following items are added to this contract, per revised Attachment D and, Pitney Bowes Participating Addendum No 171 180000000011 under NASPO ValuePoint Master Agreement No. ADSP016-169897. All other terms, conditions, specifications and pricing remain the same. Per contractor request and DTMB Procurement approval.

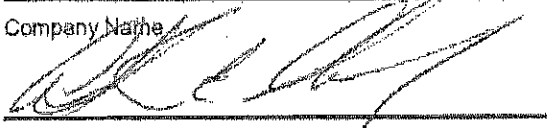
**Program Managers
for
Multi-Agency and Statewide Contracts**

AGENCY	NAME	PHONE	EMAIL
DTMB	Tom Goodine	(517) 322-6469	goodinet@michigan.gov

FOR THE CONTRACTOR:

Pitney Bowes, Inc.

Company Name



Authorized Agent Signature

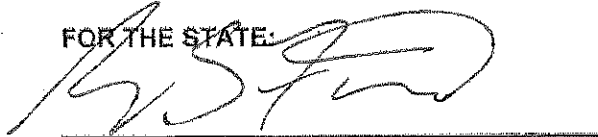
Arthur E. Adams Jr.
Director, Government Contract Compliance

Authorized Agent (Print or Type)

9/11/2018

Date

FOR THE STATE:



Signature

Brian Fairbrother, Category Analyst

Name and Title

DTMB Procurement

Agency

10/18/2018

Date



August 27, 2018

Mr. Jared Ambrosier
Director of Enterprise Sourcing
525 W. Allegan St.
Lansing, MI 48933

Re: Pitney Bowes Participating Addendum No. 171 18000000011 under NASPO
ValuePoint Master Agreement No. ADSPO16-169897 (the "Agreement")

Dear Mr. Ambrosier:

On July 2, 2018, Pitney Bowes Inc. ("Pitney Bowes") completed the sale of its Document Management Technologies production mail business (the "DMT Business") to DMT Solutions Global Corporation d/b/a BlueCrest ("BlueCrest"), an affiliate of Platinum Equity, LLC. Pitney Bowes currently holds the NASPO ValuePoint Master Agreement No. ADSPO16-169897 (for which your state is a participating member), under which certain DMT products and services are offered. BlueCrest now employs the employees who previously performed the DMT Business on behalf of Pitney Bowes and owns all of the assets that were used by Pitney Bowes to perform the DMT Business. Accordingly, Pitney Bowes will no longer be directly providing the DMT products or services. In order to provide for continuity of service and to minimize disruption to the participating states, Arizona, the Lead State for this Agreement, has amended the Master Agreement to add BlueCrest as an Authorized Sales and Service Provider. The amended Attachment D of the Master Agreement is attached.

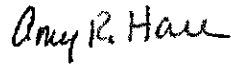
Pitney Bowes and BlueCrest have entered into a subcontract agreement, whereby BlueCrest has agreed to support and perform the DMT Business. In accordance with Section 10 of Schedule A to the Agreement, we are requesting that your agency provide written approval for Pitney Bowes to utilize BlueCrest as a subcontractor/authorized sales and service provider to continue offering the DMT products and services currently offered under Participating Addendum No. 171 18000000011. We believe that this will allow for continuity of services to the benefit of all participating members under the Agreement. Pitney Bowes will continue to process orders and invoices as it has in the past. Pitney Bowes understands its obligations regarding the use of subcontractors as set forth in the Agreement, and will fully comply with such obligations.

Pitney Bowes
3001 Summer Street
Stamford, CT 06926
pitneybowes.com

T (203)360-2253
amy.hare@pb.com

If you have any questions or would like additional information, please do not hesitate to contact me at amy.hare@pb.com, or our outside counsel, Charles Baek, Esq., at Crowell & Moring at (202) 624-2894 or cbaek@crowell.com.

Respectfully submitted,

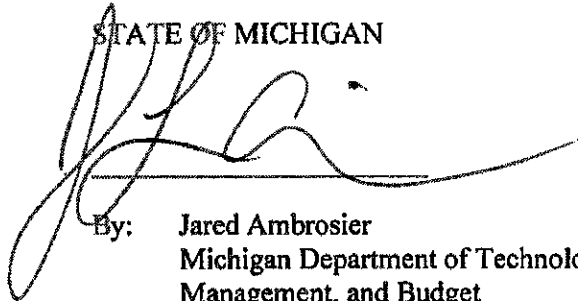


Amy R. Hare
Director, Government Contracts

Enclosures

APPROVAL ACKNOWLEDGED:

STATE OF MICHIGAN



By: Jared Ambrosier
Michigan Department of Technology,
Management, and Budget

8-29-18

Countersignature Date

Attachment D

AUTHORIZED DEALERS/PARTNERS/SALES AND SERVICE PROVIDER LIST

Contractors shall provide a list of Authorized Dealers/Partners/Sales and Service Provider (Dealer) authorized to represent them per the Terms and Conditions of this RFP by State. It is the Manufacturer's responsibility to ensure complete coverage of service throughout all States they are proposing. Manufacturer may copy and paste or delete the blank template below to add additional Authorized Dealers/Partners/Sales and Service providers per State.

State:

Partner: Advanced Mailing and Shipping Technologies

DealerAddress:2346 Market St Wheeling, WV 26003

Single Point of Contact: Kenneth J Kasznel

Title: President

Phone Number: 412-352-4008

Email Address: k.kasznel@amastl.com

Web Address (if applicable)

Geographic area of coverage in each state for each dealer: PA-Washington, Allegheny, Green, Beaver, Butler, Fayette, Westmoreland, Indiana, Armstrong WV – Hancock, Brooke, Ohio, Marshall, Wetzell, Marion, Harrison, Monongalia, Wood, Ohio – Jefferson, Harrison, Belmont, Guernsey

Partner: Independent Mailing Systems

DealerAddress:208 N. Front St. Warsaw, NC 28398

Single Point of Contact: Jerry Sheffield

Title: President

Phone Number: (910) 293-2195

Email Address: jerryshfield@hotmail.com

Web Address (if applicable)

Geographic area of coverage in each state for each dealer: NC: Currituck, Camden, Gates, Harford, Pasquatank, N. Hampton, Warren, Vance, Franklin, Halifax, Bertie, Tyrrell, Washington, Martiri, Edgecombe, Nash, Hyde, Beaufont, Pitt, Greene, Wilson, Wayne, Lenior, Craven, Pamlico, Carteret, Onslow, Jones, Duplin, Sampson, Cumberland, Harnett, Morre, Hoke, Scotland, Robeson, Bladen, Pender, New Hanover, Brunswick, Pequlmans, Chowan, Columbus SC: Chesterfield, Darington, Florence, Marion, Horry, Dillon, Marboro, George

Partner: First Choice Systems & Solutions, Inc.

DealerAddress:16 Luzerne Ave, Suite 145 West Pittston, PA 18643

Single Point of Contact: Donald Martin

Title: President

Phone Number: 570-362-8084

Email Address: don@firstchoicepb.com

Web Address (if applicable)

Geographic area of coverage in each state for each dealer: PA Bradford, Carbon, Clinton, Columbia, Lackawanna, Luzerne, Lycoming, Monroe, Montour, Northumberland, Pike, Schuylkill, Snyder, Sullivan, Susquehanna, Union, Wayne, Wyoming

Attachment D

AUTHORIZED DEALERS/PARTNERS/SALES AND SERVICE PROVIDER LIST

Partner: Northeast Mailing Systems, LLC

DealerAddress: 26 Bank St. Lebanon, NH 03766

Single Point of Contact: Bill Babineau

Title: President

Phone Number: 866-330-3935

Email Address: info@northeastmailing.com

Web Address (if applicable)

Geographic area of coverage in each state for each dealer: NH: Belknap, Carroll, Cheshire, Coos, Grafton, Hillsborough, Merrimack, Rockingham, Strafford, Sullivan, Clinton VT: Addison, Bennington, Caledonia, Chittenden, Essex, Franklin, Orange, Washington, Windham, Windsor

Partner: Unison Business Solutions

DealerAddress: 400 E. Joppa Road Ste. 100 Towson, MD 21286

Single Point of Contact: Shawn Shannon

Title: President

Phone Number: 443-463-3378

Email Address: shawnshannon3@gmail.com

Web Address (if applicable)

Geographic area of coverage in each state for each dealer: Anne Arundel, Baltimore, Baltimore City, Caroline, Carroll, Cecil, Dorchester, Frederick, Harford, Howard, Kent, Queen Annes, Somerset, Talbot, Washington, Wicomico, Worcester

Partner: Dakota Mailing Inc.

DealerAddress: 4141 38th St. Suite 1A Fargo, ND 58104

Single Point of Contact: Joe Engh

Title: President

Phone Number: 701-451-0663

Email Address: joe@dakotamailing.com

Web Address (if applicable) www.dakotamailing.com

Geographic area of coverage in each state for each dealer: ND: Barnes, Benson, Burleigh, Cass, Cavalier, Dickey, Eddy, Emmons, Foster, Grand Forks, Griggs, Kidder, La Moure, Logan, McIntosh, Morton, Mountrail, Nelson, Oliver, Pembina, Pierce, Ramsey, Ransom, Richland, Rolette, Sargent, Steele, Stutsman, Towner, Traill, Walsh, Wells SD: Beadle, Brookings, Brown, Clark, Codington, Day, Hamlin, Kingsbury, Marshall, Roberts, Spink MN: Becker, Beltrami, Bigstone, Cass, Chippewa, Clay, Clearwater, Crow Wing, Douglas, Grant, Griggs, Hubbard, Itasca, Kankiyohi, Kittson, Koochiching, Lac Qui Parle, Lake of the Woods, Lincoln, Lyon, Mahnommen, Marsall, Meeker, Morrison, Norman, Otter Tail, Pennington, Polk, Pope, Red Lake, Redwood, Renville, Roseau, Stearns, Stevens, Swift, Todd, Traverse, Wadena, Wilken, Yellow Medicine

Attachment D

AUTHORIZED DEALERS/PARTNERS/SALES AND SERVICE PROVIDER LIST

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Partner: Pacific Mailing & Shipping Systems, Inc.
DealerAddress:15820 SE 114th Ave Clackamas, OR 97015
Single Point of Contact: Troy Wilson
Title: President
Phone Number: 503-4964202
Email Address: troy@pacmail.com
Web Address (if applicable)
Geographic area of coverage in each state for each dealer: Oregon: Clackamas, Clatsop, Columbia, Hood River, Jefferson, Linn, Marion, Multnomah, Tillamook, Washington, Yamhill Washinton: Lewis, Skamania, Cowlitz, Clark

Partner: Kelley Imaging Systems, Inc
DealerAddress:8725 S. 212th Street Kent, WA 98031
Single Point of Contact: Aric J. Manion
Title: Vice- President
Phone Number: 206-284-9100
Email Address: terry.boyle@kelleymailing.com
Web Address (if applicable)
Geographic area of coverage in each state for each dealer: WA: Benton, Clark, Crowlitz, Franklin, Lewis, King, Kittitas, Pierce, Skagit, Skamania, Snohomish, Thurston, Whatcom, Yakima, OR: Clackamas, Clatsop, Columbia, Hood, River, Jefferson, Linn, Marion, Multnomah, Tilamook, Washington, Yamil,
All of the state of Montana,

Partner: On Demand, Inc.
DealerAddress:2650 Fountain View Dr. Houston, TX 77057
Single Point of Contact: Michael Gray
Title: President
Phone Number: 832-333-3000
Email Address: mgray@ondemandhouston.com
Web Address (if applicable)
Geographic area of coverage in each state for each dealer: Austin, Brazoria, Brazos, Burleson, Chambers, Colorodao, Fayette, Fort Bend, Galveston, Grimes, Hardin, Harris, Jefferson, Lee, Liberty, Maragorda, Montgomery, Polk, San Jacino, Walker, Waller, Washington, Wharton

Partner: Laser Resources LLC
DealerAddress:4265 109th St. Urbandale, IA 50322
Single Point of Contact: Robert Lashier
Title: President
Phone Number: 515-278-4050
Email Address: bob@laserresources.com
Web Address (if applicable)
Geographic area of coverage in each state for each dealer: Adair, Benton, Blackhawk, Boone, Cedar, Cerro Gorgo, Carroll, Dallas, Franklin, Greene, Grundy, Guthrie, Hamilton, Hardin, Hancock, Iowa, Jasper, Johnson, Linn, Madison, Mahaska, Marion, Marshall, Polk, Poweshiek, Scott, Story, Tama, Warren, Webster, Wright

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AUTHORIZED DEALERS/PARTNERS/SALES AND SERVICE PROVIDER LIST

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Partner: Texas Office Systems, Inc

DealerAddress:1080 Industrial Blvd. Hewitt, TX 76643

Single Point of Contact: Kermit Farmer

Title: President

Phone Number: 254-666-2592

Email Address: kfarmer@officesystems2000.com;

kermitfarmer@aol.com

Web Address (if applicable) None

Geographic area of coverage in each state for each dealer: Aransas, Atascosa, Bee, Bell, Bosque, Brooks, Brazos, Brown, Burleson, Burnet, Calhoun, Camerson, Coleman, Coryell, Dewitt, Dimmit, Duval, Erath, Falls, Freestone, Frio, Goliad, Hamilton, Hill, Hidalgo, Jim Hogg, Jim Wells, Karner Kennedy, Kleeberg, La Salle, Lavaca, Lampasas, Lee, Leon, Limestone, Live Oak, Llano, Madison, Maverick, McLennan, McMullen, Milam, Mills, Navarro, Nueces, Refugio, Robertson, San Patricio, SanSaba, Star, Victoris, Williamson, Webb, Willacy, Zapata, Zavalla