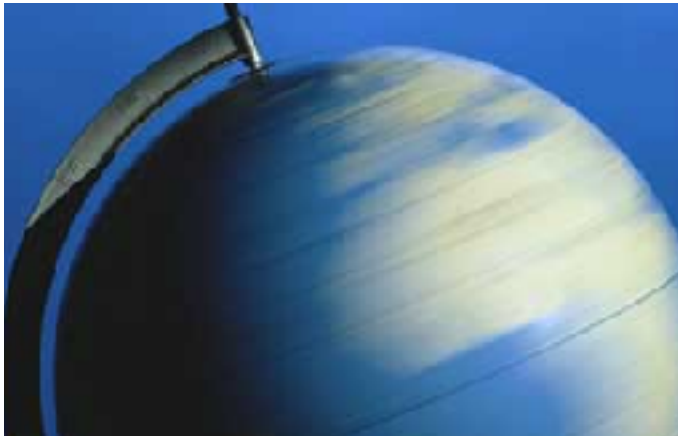




POSTAGE AND CARRIER MANAGEMENT

ARE YOU MANAGING ONE OF YOUR BIGGEST EXPENSE ITEMS?

Today, many large organizations are spending tens of millions of dollars on postage and carrier costs. But because mail operations are often split over many facilities there is little control and management of this expense. Waste and inefficiency can drive up the costs year after year.



Pitney Bowes MailWorks™ Solutions for Postage and Carrier Management is a comprehensive offering that enables global Fortune 1000 companies to monitor and manage postage and carrier expenses across the enterprise. It consists of the state-of-the-art technology, services and know-how you expect from Pitney Bowes.

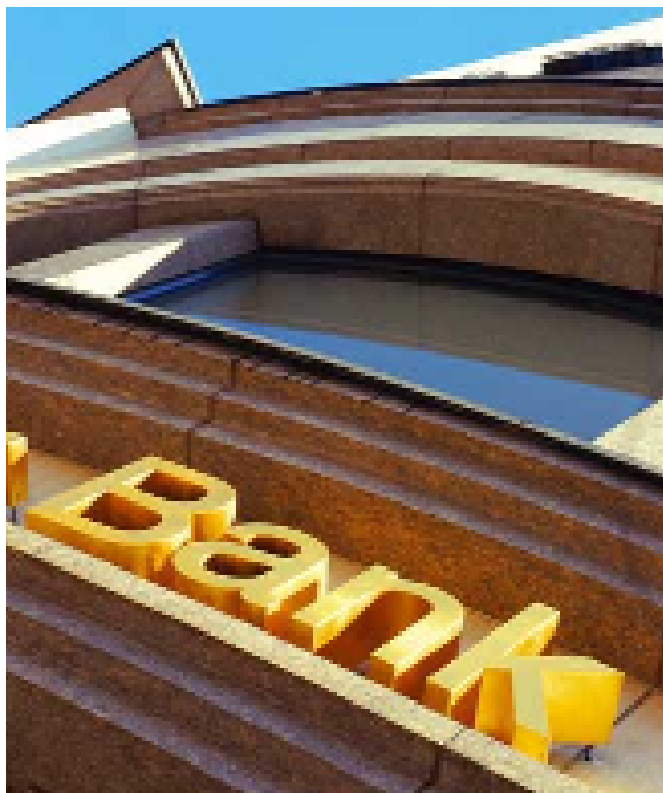
And it can change the way you do business by:

- > Consolidating all postage carrier spending information, so it can be analyzed and tracked across the organization.
- > Reducing waste by improving postage efficiency and establishing effective business rules..
- > Putting in place financial solutions that lead to higher discounts and lower overall postage and carrier spend.

PITNEY BOWES MAILWORKS™ SOLUTIONS FOR POSTAGE AND CARRIER MANAGEMENT HAS THE FOLLOWING COMPONENTS:

- > SIX SIGMA BLACK BELT MAIL CONSULTANTS who train organizations to establish oversight and optimization of all postage and carrier related activities.
- > CENTRALIZED DATA MANAGEMENT tools that create an easy to use information management system for all postage and carrier usage across the enterprise.
- > FINANCIAL MANAGEMENT TOOLS for postage spend that aggregate billing across the enterprise and provide discounts to large mailers.
- > IMPROVED POSTAGE EFFICIENCY through advanced presort capabilities for domestic and international mail.
- > SOFTWARE AND PROCESSES to reduce waste through address correction and improved handling of returned mail.

LARGE FINANCIAL INSTITUTION TAKES \$30 MILLION TO THE BANK



After a recent merger, one of the biggest banks in America was experiencing redundancies between the merged entities, creating serious inefficiencies in its mail operations. Bank statements, invoices, loan and credit card statements flowed in and out of decentralized mail centers with no visibility of the overall spend on mail. Costs were not being managed and inefficient operations were hurting the bottom line. That's where Pitney Bowes came in.

Pitney Bowes MailWorks™ Solutions for Postage and Carrier Management was put in place to manage costs and productivity across multiple mail centers. New technologies were applied across the organization to create efficiencies. For example, improved presort services were implemented to lower mailing costs. The centralized management of their mail operations gave them unprecedented insight into changing mail volumes and spending across all mail centers. Six Sigma methodologies continually optimized the bank's mailing operations and the ability of the operation to effectively control and manage postal and carrier spend at the management level.

What were their savings with Pitney Bowes? A cost reduction of \$30 million over the course of 5 years, plus, the creation of a new management structure that includes a senior executive position to oversee the growing mail operations.

Now, that's a bankable solution.