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Pitney Bowes Management Services Appoints New Sector Leaders

Stephen Whetstone, Patrick Fogarty and Timothy Healy Join PBMS

STAMFORD, Conn., Sept. 26, 2011 – [Pitney Bowes Management Services](#) (PBMS), a wholly owned subsidiary of [Pitney Bowes Inc.](#) (NYSE: PBI), today announced the appointment of three new executives to lead its legal, commercial and public sectors, including: **Stephen Whetstone**, vice president and legal sector leader; **Patrick Fogarty**, vice president and commercial sector leader; and **Timothy Healy**, vice president and public sector leader. These three sectors currently make up the vast majority of the company's service contracts and represent significant growth opportunities for its document and customer communications management services.

"We are very excited to be entering a new phase in our global services business," said [Vicki O'Meara](#), executive vice president and president, Pitney Bowes Services Solutions. "Our organization is now aligned with our customers and markets and we are very pleased to bring aboard three very successful and dynamic leaders to develop and grow each sector. Steve, Pat, and Tim each bring vast experience and industry leadership as well as a proven ability to build long standing client relationships."

Stephen Whetstone brings a wealth of legal market experience, having practiced for 13 years as an attorney and partner at two top global law firms, as well as building and leading legal services and global legal discovery businesses. Whetstone joins PBMS from Iron Mountain where he led its Legal Discovery business. Prior to Iron Mountain, Whetstone was a senior executive at Stratify, Inc., a legal services and eDiscovery cloud technology business, from 2005 to 2007, when it was acquired by Iron Mountain. His law firm experience was at Testa, Hurwitz & Thibault, LLP, where he was an equity litigation partner, and at Skadden, where he was a securities litigator. Whetstone earned a J.D. from Northeastern University and a B.A. from Bates College.

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“I’m thrilled to join and lead Pitney Bowes Legal Sector business, especially at a time when the market seeks flexible on-site and off-site solutions that yield significant cost-savings while improving quality and legal-defensibility of process,” said Whetstone. “By leveraging our industry leading legal facilities management services, our rapid-response regional processing operations, and our highly-scaleable national eDiscovery datacenter platform, we are uniquely equipped to design and build best site solutions for our all of customers.”

Patrick Fogarty has more than 22 years of experience driving strategic account growth in document solutions and services. He joins PBMS from Williams Lea, where he was national vice president, Business Development and Enterprise Solutions. Fogarty was responsible for development, strategy, marketing and solutions across North America and drove customized and transformational client solutions through process re-engineering and leveraging technology. Fogarty earned a J.D. from St. John’s University and a B.A. from Fairfield University.

Timothy Healy brings 39 years of experience in the mailing industry. He joins PBMS from the U.S. Postal Service, where he most recently led the Retail Products and Services business. In this capacity, Healy drove more than \$18 billion in retail sales in 2010 through direct U.S. Postal Service sites and retail partnership locations. He was also an Officer of the U.S. Postal Service for the last two years.

[Pitney Bowes Management Services](#) designs, implements and operates global solutions that provide enterprise clients with [customer communication](#), [mail](#), [print](#) and [document lifecycle services](#) that help create more effective, efficient and compliant business processes and operations. For more than 30 years, PBMS has delivered innovative document management and litigation support services designed to meet the needs of law firms, corporate legal departments and government agencies through its Pitney Bowes Legal Solutions division. To learn more about our [eDiscovery](#) and [litigation support services](#), please visit pb.com/Management-Services.

About Pitney Bowes

Delivering more than 90 years of [innovation](#), Pitney Bowes provides [software](#), [hardware](#) and [services](#) that integrate physical and digital communications channels. Long known for making its customers more productive, Pitney Bowes is increasingly helping other companies grow their business through advanced customer communications management. Pitney Bowes is a \$5.4 billion company with more than 30,000 employees worldwide. Pitney Bowes: Every connection is a new opportunity™.

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