AGENDA
ITEM

10

AGENDA STAFF REPORT

DATE: October 23, 2019

TO: Mayor and City Council

APPROVED BY: David B. Dale, City Manager K₂ for D.D

PREPARED BY: Karla E. Lobatos, Finance Director K₂

SUBJECT: Authorize City Manager to Enter into a 5 Year Agreement with MailFinance Inc. for the Lease of Postage Machine and a Document Folder/Inserter Machine

Recommendation:

Recommend that the City Council authorize the City Manager to execute any and all documents necessary to enter into a contract/lease with MailFinance Inc. for a Postage Machine and a Document Folder/Inserter Machine.

Background:

The City of Calexico's current contract with Pitney Bowes has ended. The current equipment is older and lacks the technical upgrades that are not available in the current models. Both machines are used daily and wear and tear has taken its tole on the machines. The contract for the current equipment (postage and folder/inserter machines) was signed in 2014.

Discussion & Analysis:

The Finance Department requested proposals from two companies. Proposals were received from Pitney Bowes and MailFinance Inc.

Listed is the cost per proposal:
1. Pitney Bowes   ***Total Cost for 60 Months $29,086.48***
   Postage Machine $261.39 per month/$15,683.40 for 60 months
   Folder/Inserter Machine $223.42 per month/$13,405.08 for 60 months
   Two contracts (one for each machine).

2. MailFinance Inc.   ***Total Cost for 60 Months $28,458.00***
   Postage Machine & Folder/Inserter Machine $474.30 per month
   One contract for both machines.

AGENDA ITEM

10

Fiscal Impact:

Total cost for 60 months (5 years) $28,458.00, $474.30 per month for MailFinance Inc. contract.

Coordinated with:

All Departments.

Attachment:
1. Pitney Bowes Contract/Lease for Postage Machine, SendPro P Series.
2. Pitney Bowes Contract/Lease for Folder/Inserter Machine, Relay 2000 Inserting System.
3. MailFinance Inc. Contract/Lease for Postage Machine & Folder/Inserter Machine.

AGENDA ITEM

PITNEY BOWES

PROPOSAL

pitney bowes

NASPO ValuePoint FMV Lease Agreement (Option C)

Your Business Information

Full Legal Name of Lessee / DBA Name of Lessee			Tax ID # (FEIN/TIN)	
CITY OF CALEXICO				

Sold-To: Address				
608 HEBER AVE, CALEXICO, CA, 92231-2840, US				

Sold-To: Contact Name	Sold-To: Contact Phone #	Sold-To: Account #	
Martha Gomez	(760) 768-2130	0010169288	

Bill-To: Address				
608 HEBER AVE, CALEXICO, CA, 02231-2840, US				

Bill-To: Contact Name	Bill-To: Contact Phone #	Bill-To: Account #	Bill-To: Email
Martha Gomez	(760) 768-2130	0017376563	mgomez@calexico.ca.gov

Ship-To: Address				
608 HEBER AVE, CALEXICO, CA, 92231-2840, US				

Ship-To: Contact Name	Ship-To: Contact Phone #	Ship-To: Account #	
Martha Gomez	(760) 768-2130	0010169288	

PO #

Your Business Needs

Qty	Item	Business Solution Description
1	SENDPROPSERIES	SendPro P Series
1	1FWV	5lb Interfaced Weighing Unit
1	4W0O	Connect+ /SendPro P Series Meter
1	APA2	100 Dept Analytics
1	APK2	SendPro P Series Basic Label Printer Pac
1	APKE	SendPro P Receiving Feature
1	APKF	SendPro P Shipping Feature Access
1	APSA	Connect+ 145 LPM Speed
1	AZBA	SendPro P1000 Series
1	AZBE	SendPro P Series Mono Print Module
1	M9SS	Mailstream Intellilink Services
1	MSD1	10" Color Touch Display
1	MW90007	SendPro P Series Drop Stacker
1	MW95000	Weighing Platform

1	PTJ1	Postal Shipping
1	PTJN	Single User Access
1	PTJR	50 User Access with Hardware or Meter
1	PTK1	Web Browser Integration
1	PTK3	SendPro P Series Meter Integration
1	SJM1	SoftGuard for SendPro P1000
1	STDSLA	Standard SLA-Equipment Service Agreement (for SendPro P Series)
1	T6CS	Receiving - Standard

Your Payment Plan

Initial Term: 60 months	Initial Payment Amount:	
Number of Months	Monthly Amount	Billed Quarterly at*
60	$ 261.39	$ 784.17

*Does not include any applicable sales, use, or property taxes which will be billed separately.

( ) Tax Exempt Certificate Attached
( ) Tax Exempt Certificate Not Required

( ) Purchase Power® transaction fees included
(X) Purchase Power® transaction fees extra

Your Signature Below

By signing below, you agree to be bound by your State's/Entity's/Cooperative's contract, which is available at http://www.pb.com/states and is incorporated by reference. The terms and conditions of this contract will govern this transaction and be binding on us after we have completed our credit and documentation approval process and have signed below.

NASPO VALUEPOINT AOSPO10-169897; 7-17-70-41-03
State/Entity's Contract#

Lessee Signature

Print Name

Title

Date

Email Address

Pitney Bowes Signature

Print Name

Title

Date

Sales Information

Philip Ward	phillip.ward@pb.com	
Account Rep Name	Email Address	PBGFS Acceptance

pitney bowes

NASPO ValuePoint FMV Lease Agreement (Option C)

Your Business Information

Full Legal Name of Lessee / DBA Name of Lessee		Tax ID # (FEIN/TIN)
CITY OF CALEXICO		

Sold-To: Address

608 HEBER AVE, CALEXICO, CA, 92231-2840, US

Sold-To: Contact Name	Sold-To: Contact Phone #	Sold-To: Account #	
Martha Gomez	(760) 768-2130	0010169288	

Bill-To: Address

608 HEBER AVE, CALEXICO, CA, 92231-2840, US

Bill-To: Contact Name	Bill-To: Contact Phone #	Bill-To: Account #	Bill-To: Email
Martha Gomez	(760) 768-2130	0010169288	mgomez@calexico.ca.gov

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Ship-To: Contact Name	Ship-To: Contact Phone #	Ship-To: Account #
Martha Gomez	(760) 768-2130	0010169288

PO #

.

Your Business Needs

Qty	Item	Business Solution Description
1	RELAY2000	Relay 2000 Inserting System
1	STDSLA	Standard SLA-Equipment Service Agreement (for Relay 2000 Inserting System)
1	TI20	TI20 - Relay 2000 Inserting System

Your Payment Plan

Initial Term: 60 months	Initial Payment Amount:		
Number of Months	Monthly Amount		Billed Quarterly at*
12	$ 155.47	$1,89× 5, 68	$ 466.41
48	$ 241.53	$ 11,593.44	$ 724.59

*Does not include any applicable sales, use, or property taxes which will be billed separately.

( ) Tax Exempt Certificate Attached
( ) Tax Exempt Certificate Not Required

( ) Purchase Power® transaction fees included
( ) Purchase Power® transaction fees extra

Your Signature Below

By signing below, you agree to be bound by your State's/Entity's/Cooperative's contract, which is available at http://www.pb.com/states and is incorporated by reference. The terms and conditions of this contract will govern this transaction and be binding on us after we have completed our credit and documentation approval process and have signed below.

NASPO VALUEPOINT ADSPO16-169897; 7-17-70-41-03
State/Entity's Contract#

Lessee Signature	_Pitney Bowes Signature_
Print Name	_Print Name_
Title	_Title_
Date	_Date_
Email Address	

Sales Information

Philip Ward	philip.ward@pb.com	
Account Rep Name	_Email Address_	_PBGFS Acceptance_

Mailing
Inserting

Relay® 2500 Folder Inserter

Simplicity meets productivity.

Eliminate the time-consuming task of folding and inserting your mail with the Relay 2500 folder inserter. Our simple user experience is designed on a tried and proven platform, enabling you to finish up to 10,000 mail pieces per month.

With superior accuracy and reliability, your team gains confidence knowing that your critical mail gets out the door on time, every time, without the inherent errors that come with manual handling.

The Relay 2500 folder inserter gives you simple, accurate, and reliable mail assembly.

Simplicity
Thoughtfully designed for any user.

Accuracy
Eliminate costly delays due to manual errors.

Productivity
Keep mail process moving with fast, uninterrupted performance
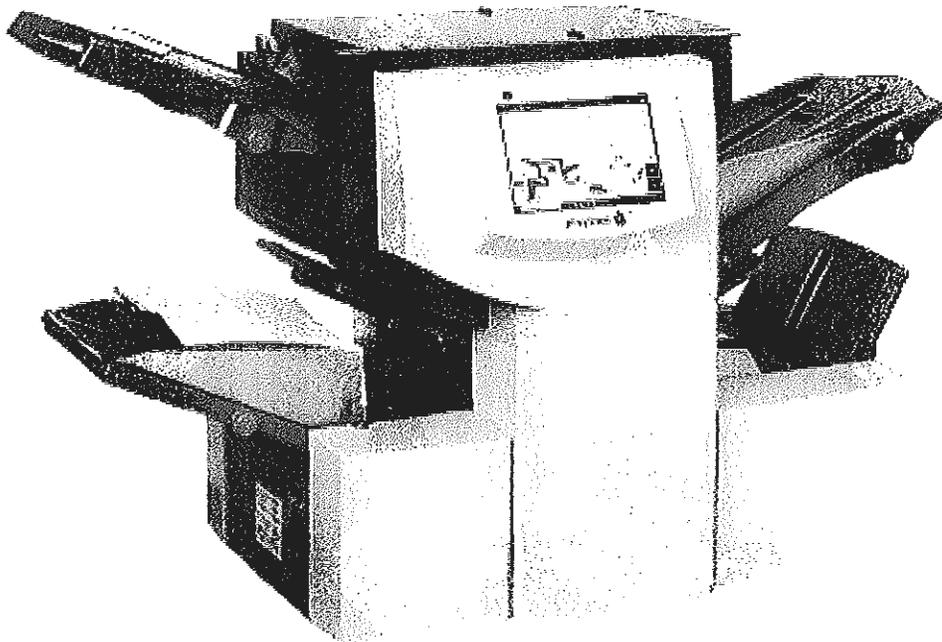
Specifications for Relay 2500

System	Relay 2500
Cycle speed	2,500 per hour
Color Touchscreen UI	Standard
Monthly capacity	Up to 10,000/month
Feeder configuration	1 sheet feeder, 1 insert feeder, outer envelope feeder
Fold options	C, Z, Half (V), Double
Integrity options	OMR, 2D (C Fold Only)
Envelope sealing	Standard

Accumulate before folding

C or Z fold	up to 5 sheets*
Half fold	up to 10 sheets (2 groups of 5)*
Double Fold (Legal Paper)	up to 3 sheets*

Sheet Feeder Tray(s)

Capacity per tray	325 sheets 20 lb/75gsm paper
Paper sizes	Minimum: 7" (178mm) Width x 7" (178mm) Length Maximum: 9" (229mm) Width x 16" (406mm) Length
Paper weights	Minimum: 18lb/70gsm Maximum: 32lb/120gsm

Insert Feeder Tray

Capacity	300
Media sizes	Minimum: 5" (127mm) Width x 3.25" (82mm) Length Maximum: 9" (230mm) Width x 6" (152mm) Length
Media weights	Minimum: 20 lb/75gsm (non-folded cut sheet), 16 lb/60 gsm (folded material) Maximum: 50 lb/180gsm (single sheet) maximum compressed thickness of .078" (2mm)

Envelope specifications

Capacity	up to 100
Envelope Sizes	Minimum: 3.5" (88mm) Deep x 8.5" (220mm) Wide Maximum: 6.5" (164mm) Deep x 9.5" (242mm) Wide
Envelope weights	Minimum: 17lb (65gsm) Maximum: 26lb (100gsm)
Programmable jobs	20

Physical specifications

Tabletop Dimensions	28" L x 21" W x 25" H (711mm x 533mm x 635mm)
Full installed dimensions	42" L x 21" W x 25" H (1067mm x 533mm x 635mm)
Weight	139 lbs / 63 kg

Accessory Physical specifications
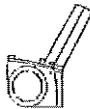
Vertical Power Stacker

Installed Length: 14 inches /356 mm

Height: 24 inches /610 mm

Drop Stacker

Installed Length: 10.5 inches / 267mm

*Based on 20lb/75gsm
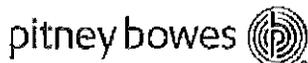
MAILFINANCE, INC.

PROPOSAL

Customer

Organization	CITY OF CALEXICO			
DBA				
Address	608 HEBER AVE			
City State Zip	CALEXICO		CA	92231-2840
Phone	(760) 768-2135	Fax		

Purchase Order - Lease

NASPO/ValuePoint Contract #: ADSPO 16-169901

and / or

State Participating Addendum (PA) #:

7-17-70-41-02 (CA)

Vendor

Company Name	MailFinance, Inc.	FEDERAL ID# 94-2934524		
Attention	Government Sales	DUNS# 150836872		
Address	478 Wheelers Farms Rd			
City State Zip	Milford		CT	06461
Phone	(866) 448-0045	Fax	(203) 301-2600	

Ship To

Organization	CITY OF CALEXICO			
Attention	Karla E Lobatos			
Address	608 HEBER AVE			
City State Zip	CALEXICO		CA	92231-2640
Phone	(760) 768-2135	Email	klobatos@calexico.ca.gov	

P.O. Number	P.O. Date	Requisitioner	Shipped Via	F.O.B. Point	Terms
			Ground	Destination	Quarterly Invoicing

QTY	Unit	Description	Unit Price	Total
60	Months	Lease Payment	$474.30	$28,458.00

Lease payment specified above for products listed below includes, as applicable, reduced price equipment maintenance to reflect first year free, meter rental, meter resets, postal rate changes, software license/support/subscription fees, delivery, installation, and operator training.

Products

QTY	Product ID	Description
1	IN710SHWP10	IN700 Base w/MSF, Sealer/DT, Ink Cartridge, INWP10, Router & All-In-One PC w/RMM Software
1	DS64I-INT2SE	2 Station Expert 2 Auto Fdr + CIS Scanner + Multi License and OMS-500 Trial
1	IN710ACTIVATION	IN-710 RMM Feature Activation - One Time Fee
1	INRMMCOMPSTAND	RunMyMail Computer Stand for All-In-One PC, Full Wireless Keyboard & Mouse

1) Order is governed under the terms and conditions of the NASPO/ValuePoint Master Price Agreement Contract Number ADSPO16-169901. Enter this order in accordance with the prices, terms, delivery method, and specifications listed above, and acknowledges that you have received, read, and agree to all applicable terms and conditions (version DirectGovLease-V04-15), which are also available at http://neopostusa.com/terms/DirectGovLease-V04-15.pdf.

2) Payments will be sent to:
MailFinance Inc.
Dept 3682
PO Box 123682
Dallas TX 75312-3682

3) Send all correspondence to:
MailFinance Inc.
478 Wheelers Farms Rd
Milford CT 06461

Authorized by		Date
Print Name		Title

MailFinance
A Neopost USA Company

Section (A) Office Information

Office Number	Office Name	Phone #	Date
2710	Neopost Southwest	(909) 466-1855	10/18/2019

Section (B) Billing Information

Company Name	CITY OF CALEXICO
DBA	
Billing Address	608 HEBER AVE
City State Zip+4	CALEXICO · CA · 92231-2840
Contact Name	Karla E Lobatos · Phone · (760) 768-2135
Contact Title	Finance Director · Fax
Email Address	klobatos@calexico.ca.gov · PO #

Section (C) Installation Information (if different from billing information)

Company Name	CITY OF CALEXICO
Installation Address	608 HEBER AVE
City State Zip+4	CALEXICO · CA · 92231-2840
Contact Name	Karla E Lobatos · Phone · (760) 768-2135
Contact Title	Finance Director · Fax
Email Address	klobatos@calexico.ca.gov
Main Post Office	· PO 5-Digit Zip Code

Section (D) Products

Qty	Model / Part Number	Description (include Serial Number, if applicable)
1	IN710SHWP10	IN700 Base w/MSF, Sealer/DT, Ink Cartridge, INWP10, Router & All-In-One PC w/RMM Software
1	DS64I-INT2SE	2 Station Expert 2 Auto Fdr + CIS Scanner + Multi License and OMS-500 Trial
1	IN710ACTIVATION	IN-710 RMM Feature Activation - One Time Fee
1	INRMMCOMPSTAND	RunMyMail Computer Stand for All-In-One PC, Full Wireless Keyboard & Mouse

Section (E) Lease Payment Information & Schedule

Tax Status:
- ☑ Taxable
- ☐ Tax Exempt
  Certificate attached

Billing Frequency:
- ☐ Monthly
- ☑ Quarterly
- ☐ Annually

Billing Method:
- ☑ Standard
- ☐ Arrears

Number of Months		Monthly Payment (Plus applicable taxes)
First	60	$474.30

Current Lease Number:

☐ ACH (Customer to submit authorization form)

Section (F) Postage Meter & Postage Funding Information

Meter Model	IN710AI	Machine Model	IN710SHWP10

Postage Funding Method:
- ☑ Bill Me   ☐ Prepay by Check
- ☐ ACH Debit (Submit customer authorization form)
- ☐ OMAS   ☐ CPU (include authorization form)

Agency Code [ ]   Sub Agency Code [ ]

Postage Funding Account:
- ☑ POC   ☐ TMS
- ☑ New   ☐ Existing

Existing Account Number:

Service Products (Check all that apply)

- ☑ Online Postal Rates iMeter™ App (SP10)
- ☑ Online Postal Expense Manager iMeter™ App (SP20/NeoStats)
- ☐ Online E-Services iMeter™ App (SP30)
- ☐ NeoShip PLUS (EP70PLUS)
- ☐ NeoShip Install & User Guide (EP70GUIDES)
- ☑ RunMyMail   ☐ 3G/4G Cell Service
- ☑ Maintenance - Standard
- ☑ Installation/Training
- ☐ Software Support for premise (non-cloud) solutions

Section (G) Approval

Existing customers who currently fund the Postage account by ACH Debit will not be converted to NeoFunds/TotalFunds unless initialed here _____.

This document consists of a Government Product Lease ("Lease") with MailFinance Inc.; and a Postage Meter Rental Agreement ("Rental Agreement"), Maintenance Agreement, and an Online Services and Software Agreement with Neopost USA Inc.; and a NeoFunds/TotalFunds Account Agreement with Mailroom Finance, Inc. Your signature constitutes an offer to enter into the Lease and, if applicable, the other agreements, and acknowledges that you have received, read, and agree to all applicable terms and conditions (version Government-Equipment-Lease-Terms-USPS-Direct-v4-16), which are also available at https://www.neopost.com/terms/government-equipment-lease-terms-usps-direct-v4-16.pdf, and that you are authorized to sign the agreements on behalf of the customer identified above. The applicable agreements will become binding on the companies identified above only after an authorized individual accepts your offer by signing below, or when the equipment is shipped to you.

****** SEE PURCHASE ORDER ******

Authorized Signature	Print Name and Title	Date Accepted
Accepted by Neopost USA and its Affiliates		Date Accepted

BUSINESS CASE
Mail Optimization Solution

Prepared for: **City of Calexico**

Proposal date: **October 14th, 2019**

Valid until: **October 31st, 2019**

Submitted by: **Travis Douroux**
Major Account Executive
(949) 237-2911
t.douroux@neopost.com

Submitted to: **Karla Lobatos**
Sandy Fonseca

NEOPOST.

Project **Team**

SALES TEAM

Travis Douroux
Major Account Executive
Neopost West District
(949) 237-2911
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Brian Ingraham
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Michelle Wong
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Neopost West District
(760) 218-0495
m.wong@neopost.com

SERVICE TEAM

Kevin Mullally
Service Manager
Neopost West District
k.mullally@neopost.com

Samantha Garcia
Service Manager
Neopost West District
s.garcia@neopost.com

NEOPOST

Discovery **Summary**

Key **Findings**

- City of Calexico currently utilizes a Pitney Bowes Connect+ 1000 mailing system and DI425 inserter.
- Equipment is primarily used for mailing business licenses.
- Issues Reported With Current Solution Include:
  - Inserter frequently jams and the jams are difficult to clear due to limited access to the paper trail inside of the equipment.
  - Switching accounts on the mailing system is slow and causes delays.
  - Limited postage reporting that is only accessible at the mailing system.
  - Pitney Bowes' service department takes several days to complete needed repairs to equipment.

Relevant **Opportunities**

- Neopost's reliable and user-friendly DS-64i Folder-Inserter will allow the City of Calexico to process their business licenses quickly and easily, with processing speeds up to 2,000 filled envelopes per hour.
- The DS-64i's clamshell design provides operators with single-lift access across the entire paper path and makes it easy to reach into any area of the machine to retrieve materials if the occasional stoppage is encountered.
- Neopost's IN-700 or IN-710 mailing system will allow quick switching of accounts, minimizing delays while preparing mail pieces.
- NeoStats Enhanced will enable the City of Calexico to conveniently monitor all postage meter mailing activity and statistics through an online customer portal.
- Utilizing e-Validate, the City of Calexico will be able to proactively prevent costly returned mail, and maintain the accuracy of their database.

NEOPOST.

Financial **Considerations** (Option A/B Side By Side)

A | Product Summary

- IN-710 Mailing System with 10lb scale
- 20" Touch Screen Control Panel
- NeoStats Enhanced Postage Reporting
- DS-64i Folder-Inserter

B | Product Summary

- IN-700 Mailing System with 10lb scale
- NeoStats Enhanced Postage Reporting
- DS-64i Folder-Inserter

A | Cost Summary

- **$474.30 per month for 60-month lease**

- **Pricing Includes:**
- *Freight, delivery & installation*
- *Meter rental*
- *Equipment maintenance*

B | Cost Summary

- **$473.02 per month for 60-month lease**

- **Pricing Includes:**
- *Freight, delivery & installation*
- *Meter rental*
- *Equipment maintenance*

Notes | Valid Until: 10/31/19

- User-friendly and reliable folder inserter with easy access to entire paper path and processing speeds up to 2,000 filled envelopes per hour.
- Both mailing systems enable quick switching of accounts, minimizing delays while preparing mail.
- Conveniently monitor all postage meter mailing activity & statistics through online customer portal.
- Proactively prevent costly returned mail and maintain database accuracy with e-Validate.

NEOPOST.
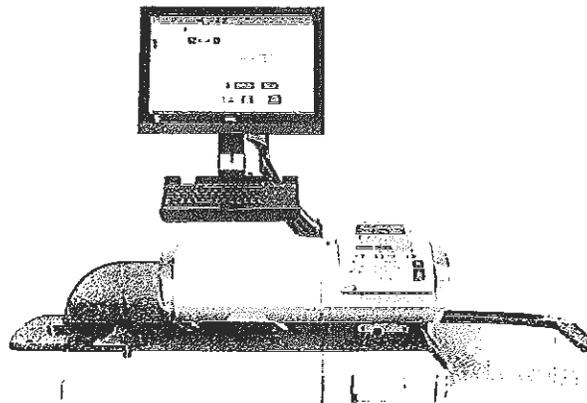
A | IN 710 Mailing System

- A 20" touchscreen interface centralizes all mail center operations into a single workstation

- Rate Wizard guides users in choosing the right mail class and optional special services

- Automatic feeding of postcards, letters or large envelopes without sorting by mail piece size

- Dependable envelope sealing that secures the contents of your mail pieces

- Quiet inkjet printing with convenient low-ink alerts sent automatically via email

- External scale auto-adjusts the postage amount for extra-thick envelopes or boxed packages

- Integrated postage label dispenser for easy processing of bulky letters and large envelopes

- Reach productivity levels as high as 140 metered letters per minute

- Safeguard your stored postage with PIN code access for each of your operators

- Track pieces processed and postage used for 70 or more accounts/departments

- LAN or wireless connection to refill postage instantly and update postal rates automatically

- Download artwork to print onto your mail pieces – use our free library or create your own

- Uploads postage usage data to your MyNeopost online account for quick and easy analysis

- Download the postage you need now and pay later using NeoFunds® bill-for-postage service

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- Intuitive user interface that includes a color touchscreen and time-saving shortcut keys

- Quiet inkjet printing with convenient low-ink alerts sent automatically via email

- Rate Wizard guides users in choosing the right mail class and optional special services

- Adjustment-free automatic feeding of postcards, letters or large envelopes up to 5/8" thick

- Dependable envelope sealing that secures the contents of your mail pieces

- Weigh platform auto-adjusts the postage amount for extra-thick envelopes or boxed packages

- Integrated postage label dispenser for easy processing of bulky letters and large envelopes

- Reach productivity levels as high as 140 metered letters per minute

- Safeguard your stored postage with PIN code access for each of your operators

- Track pieces processed and postage used for 70 or more accounts/departments

- LAN or wireless connection to refill postage instantly and update postal rates automatically

- Download artwork to print onto your mail pieces – use our free library or create your own

- Uploads postage usage data to your MyNeopost online account for quick and easy analysis

- Download the postage you need now and pay later using NeoFunds® bill-for-postage service

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DS-64 Folder-Inserter

- 7" color touchscreen control panel with graphical user guidance and wizard-based programming

- Up to 2 multi-format FlexFeeders that can transport full-size sheets as well as short inserts

- FlexFeed trays hold a 325-sheet stack and can be linked for non-stop cascade feeding

- Additional insert feeders are available with loading capacities of 50 or 325 reply envelopes

- Automatically senses and sets paper length, envelope size and compatible fold type

- Tri-folds or single-folds letter-size documents and double-folds legal-size sheets

- Collate and fold up to 8 pages together for insertion into a #10 or 6" x 9.5" envelope

- Mechanical double document control ensures envelope contents are correct for every recipient

- Quick processing speeds up to 2,000 filled envelopes per hour (2,500 w/productivity pack)

- Store up to 50 user-programmed jobs and instantly recall any of them at the push of a button

- Using manual feed mode, just walk up and drop in a document set to get a ready-to-mail envelope

- Tip-to-tip envelope sealing that can be turned on and off for any job

- Connects to your network via LAN or WIFI to enable remote diagnostics and remote assistance

- CIS scanner can read OMR, OCR, 1D and 2D codes printed horizontally or vertically on the document
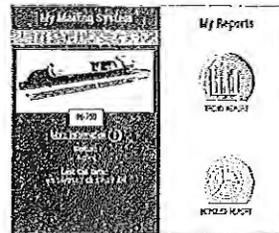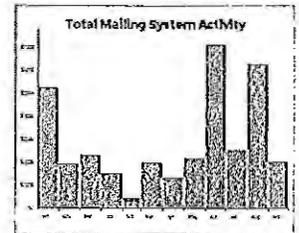
NEOPOST.

Take Control of Your Postage Expenses
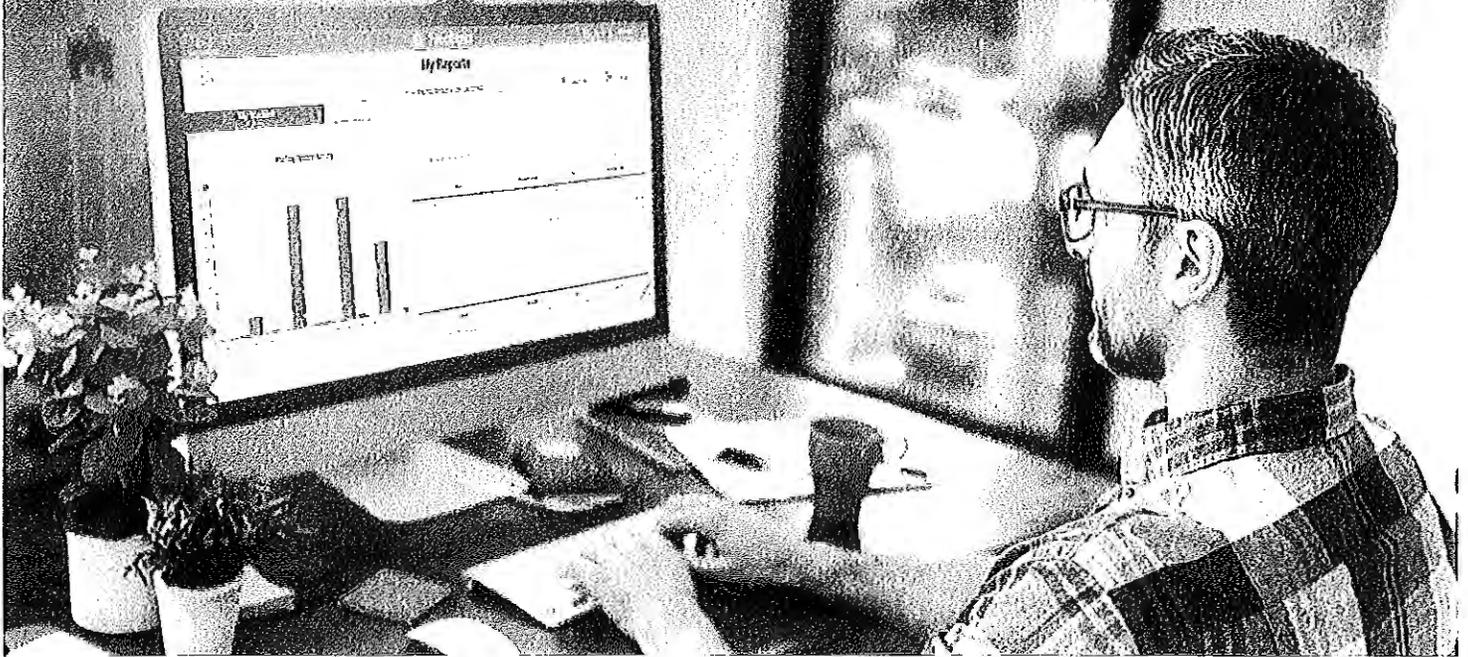
How it Works

- Your postage meter collects mailing activity data as you process mail including:
  - Operator, date, account/department, # pieces, mail class/service, weight, postage $

- Mailing data from your meter is automatically uploaded to your online customer portal

- Simply log in from your web browser to:
  - View activity history & statistics for the last 2 years
  - Create & customize easy-to-read graphical reports
  - Share reports in friendly formats like spreadsheets
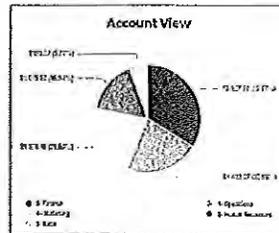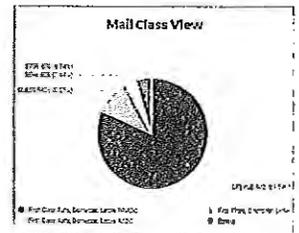
Powerful Reporting

- 30 reports available in trend or detail formats
- Standard and user-defined time periods
- Combination reports (e.g. departmental spending and volume by mail class)

Graphical Views

Dashboard

Total Activity

Activity by Account

Activity by Mail Class

Neopost at a Glance

Neopost solutions enable companies to expertly send and receive digital documents, physical mail and packages, helping them to better connect with their customers.

1.4 Billion dollars in sales

800k Customers worldwide

Countries where Neopost solutions are distributed

Employees in 32 countries

45% Sales from North America

200+ U.S. locations

Our Expertise

Digital Solutions
Neopost technology manages data quality and enhances documents to optimize print-to-mail and digital delivery workflow.

Mailing Solutions
Every year, Neopost equipment addresses, fills and meters billions of mail pieces for hundreds of thousands of U.S. companies.

Shipping Solutions
Neopost systems empower businesses to control rising shipping costs and streamline the handling of inbound packages.

Business Impact

Neopost delivers measurable process improvements to advance your key business objectives, including:

Customer Engagement
Improve acquisition, satisfaction and retention

Revenue Growth
Increase sales, market share and profit

Risk Mitigation
Enhance security and regulation compliance

Expense Control
Maximize productivity and reduce costs

NEOPOST.