



Offer and Acceptance

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: Mailing Equipment, Supplies and Maintenance

OFFER

OFFER TO THE STATE OF ARIZONA: The undersigned hereby offers and agrees to furnish the material, service or construction in compliance with all terms, conditions, specifications and amendments in the Solicitation and any written exceptions in the offer.

Arizona Transaction Privilege (Sales) Tax License No. 07008050-W

Federal Employer Identification No. 06-0495050

Pitney Bowes Inc.
Company Name

[Signature]
Signature of Authorized Agent of the Company

One Elmcroft Road
Address

Arthur E. Adams, Jr.
Printed Name

Stamford CT 06926
City State Zip

Director, Cooperative Contracts
Title

Phone: 203-351-7866

E-Mail: art.adams@pb.com

Facsimile: 203-460-3827

Web Site: www.pb.com

Delivery and installation is promised within 30 calendar days after receipt of an order. If payment is made within 30 days after receipt of goods and services, the buyer is entitled to a discount of 0 % on the above-listed price(s). *or as mutually agreed upon. 02/01*

ACCEPTANCE

ACCEPTANCE OF THE OFFER: The offer is hereby accepted. The Contractor is now bound to sell the material, service or construction stated in the Contract and based upon the Solicitation, including all terms, conditions, specifications, amendments, and the Contractor's Offer as accepted by the State.

Contract No. ADSP011-00000411-7

Contract Award Date October 12, 2011

Susan Bayer
Signature of Authorized Procurement Officer

Susan Bayer
Printed Name

Procurement Manager
Title



Capacity of Offeror Response Form

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: NASPO - WSCA participating states;
AZ Statewide (state agencies & cooperative partners)

Description: **Mailing Equipment, Supplies and Maintenance**

1. Proposed Offering

Contractor is proposing equipment, supplies, and maintenance for all fifty States, Washington D.C. and Puerto Rico.

Offeror Response

Pitney Bowes Inc. ("Pitney Bowes") is proposing equipment, supplies, and maintenance for all fifty States, Washington D.C.

At this time Pitney Bowes will not be proposing equipment, supplies, and maintenance for Puerto Rico.

If Contractor is not proposing equipment, supplies and maintenance for all fifty States, Washington D.C. and Puerto Rico, please detail the States, District, and territory you are proposing.

Offeror Response

Pitney Bowes is proposing equipment, supplies, and maintenance for all fifty States, Washington D.C.

2. Proposed Categories

Contractor shall detail below all categories they are offering. Please see attachment titled Price and Pricing for details of the different categories. The contract shall be awarded by Category.

Offeror Response

Pitney Bowes will be offering products and services under the following categories:

- Postage Meter, Rental
- Ultra Low Volume
- Mailing Systems, Low Volume
- Mailing Systems, Medium Volume
- Mailing Systems, High Volume
- Integrated Postal Scales
- Letter Openers, Low Volume
- Letter Folders, Low Volume
- Letter Folders, High Volume
- Inserters
- Folders/Inserters, Low, Volume
- Folders/Inserters, Medium Volume
- Folders/Inserters, High Volume
- Envelope Addressing System Ink Jet, Low Volume
- Envelope Addressing System Ink Jet, Medium Volume
- Envelope Addressing System Ink Jet, High Volume
- Tabbers, Low Volume
- Tabbers, Medium Volume
- Tabbers, High Volume
- Mail Room Specific Furniture
- Accessories
- Supplies/Consumables
- Supplies/Consumables, Production
- Maintenance, Annual and Time & Materials
- Legacy Maintenance
- Lease/Rental/Finance Options



Capacity of Offeror Response Form

STATE OF ARIZONA

Agency: **Arizona Department of Administration
State Procurement Office**

Customer: **NASPO - WSCA participating states;
AZ Statewide (state agencies & cooperative
partners)**

Description: **Mailing Equipment, Supplies and Maintenance**

Software, License and Subscription
Folders /Inserters, Production
Envelope Addressing System Ink Jet, Production
Tabbers, Production
Pre-sorting Equipment, Production
Accessories, Production
Supplies/Consumables, Production
Design, Production Only
Assembly, Production Only

3. Contractors Organizational Capacity

Contractor shall describe in general their organizational capacity to support the proposed offering and the Participating Entity's under any subsequent Contract.

3.1. Experience in Industry

3.1.1. Contractor shall describe their experience in the provision of the Products and Services and Support, throughout the Geographic Areas, as required herein. Please provide information regarding your firm's experience in this industry, to include the number of years your firm has been in the business, what has been your firm's US market share in the Mailing Room Equipment industry for the past three years, etc.

Offeror Response

Pitney Bowes is a \$5.4 billion corporation headquartered in Stamford, Conn. The company has been listed on the New York Stock Exchange since 1950. More information about the company can be found at www.pb.com.

In 1920, Pitney Bowes introduced the postage meter and launched an entire industry. During the ensuing decades, we were responsible for virtually every technological breakthrough in the mailing industry, including remote downloading of postage, Internet postage and networked digital mailing systems.

Today, Pitney Bowes offers a broad array of software, hardware and services in more than 100 countries, serving 2 million customers. We are widely recognized as a leader in innovation.

Our commitment to global citizenship spans our business, community and environmental practices. Please refer to the attached PBI 2009 Corporate Responsibility Report for additional information.

To drive growth for our customers, we help them gain deeper insights into their market opportunities, build stronger customer relationships, and create more effective customer communications. We help them deliver

To improve efficiency for our customers, we provide strategic outsourcing services and help them automate their mail-and-print operations, so they can concentrate on their core business. We streamline the management of documents and data critical to running their business and to serving their customers.

We understand that our enterprise and small-to-midsize customers operate differently. That's why we have solutions tailored for each.

The Pitney Bowes market share over the last 3 years has been approximately 77%

3.2. Experience with Similar Customers (or specify Government)

3.2.1. Contractor shall describe their experience with similar Customers in the provision of the Products, Services, and support throughout the Geographic Areas.

Offeror Response



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Description: **Mailing Equipment, Supplies and Maintenance**

Pitney Bowes has partnered with Government entities since its inception 91 years ago. Pitney Bowes has a long standing experience in doing business within all 50 States, thousands of local municipalities, political subdivisions and the Federal Government. The Company is party to multiple individual state-wide agreements, local municipality contracts and national cooperative agreements including the Western States Contracting Alliance ("WSCA") Master Agreement EPS050076-A2-2, lead by the State of Arizona, since its inception in 2005. Over the life of the Master Agreement Pitney Bowes has entered into 21 Participating Addenda.

WSCA EPS050076-A2-2

20 Participating States on Contract,

- | | |
|-------------------------|--------------------------------|
| 1. Arizona - Lead State | 13. Oregon |
| 2. Alaska * | 14. Pennsylvania |
| 3. California * | 15. South Carolina |
| 4. Colorado | 16. South Dakota * |
| 5. Hawaii | 17. Utah |
| 6. Idaho * | 18. West Virginia |
| 7. Iowa | 19. Wisconsin |
| 8. Minnesota | 20. Wyoming |
| 9. Missouri | Expired Participating Addenda |
| 10. Montana * | 1. Georgia (12/7/06 – 1/20/09) |
| 11. Nevada | |
| 12. North Dakota | |

** denotes States participating on both NASPO sponsored Mailing Equipment Cooperative Contracts*

We also participate in the National Association of State Procurement Officials Master Agreement - NASPO OFF22 led by the Commonwealth of Massachusetts. Since 2007, Pitney Bowes has entered into 13 active Participating Addenda to the NASPO OFF22 Master Agreement. The Master Agreement covers a broad spectrum of products and services offered by Pitney Bowes Mailing and Document Messaging Technologies divisions.

NASPO OFF 22

13 Participating States on contract,

- | | |
|--|--------------------|
| 1. Massachusetts - Lead State | 7. Idaho * |
| 2. Alaska * | 8. Michigan |
| 3. Arkansas | 9. Montana * |
| 4. California – DMT Equipment, Service and Supplies Only * | 10. New Hampshire |
| 5. Connecticut | 11. South Dakota * |
| 6. Delaware | 12. Vermont |
| | 13. Washington |

** denotes States participating on both NASPO sponsored Mailing Equipment Cooperative Contracts*

Pitney Bowes has held a GSA contract for over 15 years. Pitney Bowes Inc.'s current GSA FSC Group 36 contract number is GSF25-0010M. Pitney Bowes maintains relationships with the following agencies, boards, commissions and departments:

- | | |
|-------------|------------------------------|
| Agriculture | Energy |
| Air Force | Environmental Protection |
| Army | Equal Employment Opportunity |
| Commerce | Federal Communication |
| Courts | Federal Deposit Insurance |
| Defense | Federal Trade |
| Education | Health and Human Services |



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Description: **Mailing Equipment, Supplies and Maintenance**

Homeland Security
 House of Representatives
 Housing and Urban Development
 Interior
 Internal Revenue Service
 Justice
 Labor
 Library of Congress
 Marine Corps
 NASA
 National Institute of Health

National Labor Relations
 Navy
 United States Postal Service
 Small Business Administration
 Senate
 Social Security
 State Department
 Tennessee Valley Authority
 Transportation
 Treasury
 Veterans Administration

Pitney Bowes has a nationwide workforce operating within every state and commonwealth of the United States. Pitney Bowes through its Mailing, North America and Document Messaging Technologies divisions offer a full line of its products and services to meet the unique business application needs of its government customers, where authorized under the scope of each respective contract.

3.3. Management Structure

3.3.1. Contractor shall describe their management structure in support of the Products and Services, throughout the entire proposed Geographic Area.

Offeror Response

Each State has a Government Account Representative ("GAR") assigned to it. In addition, each GAR has a Regional Manager assigned to it and in addition the GAR and Regional Managers have a National Government Sales Director to provide an additional layer of support. Pitney Bowes provided Service contacts for each State on the attached Authorized Dealers/Partners/Sales and Service Provider Response Form. If a contractual issue should arise, please call Art Adams, whose contact information is listed on the Offeror Response Form – Key Personnel, attached to this submission. Pitney Bowes will include this information on its related website, pb.com/State, and will continually update its site as new contact information arises during the course of this contract.

3.4. Key Personnel

3.4.1. Contractor shall assign specific individuals to key positions in support of the Contract. Contractor shall provide brief bios of key personnel including their training, experience and performance in supporting similar Customers as anticipated under any resulting Contracts. Contractor shall list all such Key Personnel in the applicable Contract Attachment titled Offeror Response Form –Key Personnel. See attached

3.5. Cost Containment

3.5.1. Contractor shall describe your firm's cost containment history over the past five years including a description of cost savings programs and the associated quantitative savings/efficiency realized the Percentage price increase per product line for the past three years, and the date and percentage of all anticipated price increases to the MSRP price for calendar years 2011-12.



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Description: **Mailing Equipment, Supplies and Maintenance**

Offeror Response

2010 was an especially productive year for our company. We solidified our growth strategies and completed the work of identifying our most attractive market opportunities. Our continuing transformation of Pitney Bowes into a leaner, more focused company began to produce the desired results. We far surpassed our goals for reducing the company's overall cost structure, which enabled us to make strategic investments in the business. Revenue trends improved in the third and fourth quarters, and we expect a return to growth in 2011. We also launched a number of groundbreaking products, including Volly,™ a secure digital delivery service that reinvents the way businesses and consumers interact with each other.

After a rigorous analysis of our most attractive growth opportunities, we are sharpening our focus on customer communications management ("CCM"), a \$54 billion market where our expertise in physical and digital communications and the credibility of our brand give us special advantages. In addition, CCM gives us plenty of room to grow beyond our core business, because it encompasses much more than physical mail.

Pitney Bowes has not raised prices under the existing WSCA Master Agreement since inception in 2005. In fact, we lowered pricing on the postage scales. We don't anticipate a price increase at this time 2011-2012.

In addition, Pitney Bowes has a formal product cost process where we review the quarterly impact of either the favorable and unfavorable elements or our product FAC (Fully-Absorbed Cost). Our procurement department focuses on procured piece part cost, and our manufacturing department focuses on the labor cost elements. Our product configurations and portfolio is vast and as a result no general cost trends are applicable.

Pitney Bowes Production Category Price increases:

2008: Inserters 2.8%; Sorters 1.0%

2009: Inserters 3.6%; Sorters 3.0%

2010: Inserters 0%; Sorters 0%

2011: Inserters 1.7%; Sorters 1%

2012: Inserters 2%' Sorters 1%

4. Authorized Dealers/Partners/Sales and Service Provider Relationships

- 4.1. Contractor must include in their response a list of Authorized Dealers/Partners authorized to represent them per the Terms and Conditions of this RFP by state (Authorized Dealers/Partners/Sales and Service Provider Response Form). It is the manufacturer's responsibility to ensure complete coverage of service throughout all States they are proposing. Invoices and payments will be addressed within the individual PA's. Some Participating Entities may require all invoices and billing go through the Contract and some Participating Entities may require invoices and payment to go through the Authorized Dealers/Partners/Sales and Service Provider. Please verify that either invoicing/billing option is available.

Please provide your response in the Response Form titled Authorized Dealers/Partners/Sales and Service Provider Response Form.

Pitney Bowes has a direct operation within each State, and does not work with Authorized Dealers. The key point of contact for Sales and Service for each State is listed on the attached Offer Response Form – Authorized Dealers/Partners/Sales and Service Provider List and on the Offeror Response Form – Key Personnel. Invoices and payment would be to either Pitney Bowes Inc. or Pitney Bowes Global Financial Services LLC.

- 4.2. The Contractor shall be fully responsible for meeting all of the Terms and Conditions of any contract /MPA/PA resulting from this RFP. The Contractor will have full responsibility for their Authorized Dealers/Partners/Sales and Service Provider performance. Contractor will be responsible for any training and education of authorized resellers to ensure contract.

Please respond that you read, understand and will comply. **Offeror Response**

Pitney Bowes reads, understands and will comply. Please note that Pitney Bowes has a direct operation within each State, and does not work with Authorized Dealers, but will comply for its employee Sales and Service teams. Pitney Bowes will be responsible for any training and education of its customers to ensure contract.



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AZ Statewide (state agencies & cooperative partners)

Description: **Mailing Equipment, Supplies and Maintenance**

4.3. Contractor shall notify the MPA Contract Administrator and the affected PA Procurement Officer of any authorized reseller changes, additions and deletions throughout the term of the Contract as they occur. The MPA Contract Administrator and the affected PA Procurement Officer will have the right to deny approval of any authorized reseller additions and/or substitutions.

Response would be that you read, understand and will comply, or to take exception Offeror Response

Pitney Bowes reads, understands and will comply.

4.4. Describe what your firm requires from potential dealers to become an "Authorized Dealer" and define specifically how your firm currently measures an authorized dealer's performance, including the following:

4.4.1. Dealer commitment including product marketing, sales staff, sales volume, and service after the sale.

Offeror Response

Pitney Bowes has a direct operation within each State, and does not work with Authorized Dealers. Pitney Bowes commits to providing professional product marketing, sales staff and service after the sale.

4.4.2 Dealer contract support including contract administration and administrative/financial assistance.

Offeror Response

Pitney Bowes has a direct operation within each State, and does not work with Authorized Dealers. Pitney Bowes provides contract administration through our Government Account Representatives Management Teams and our call center located in Chesapeake, Virginia. Financial assistance is provided via Piney Bowes Global Financial Services LLC.

4.4.3 If a Participating Entity files a complaint about an authorized dealer due to customer service issues, lack of inventory, poor design service, late deliveries, incorrect billing practices, or other performance issues, describe how the Authorized Dealers/Partners/Sales and Service Provider is assisted by the Contractor in improving their performance, the Contractor's corrective action process, and the Contractor's process for removing the Authorized Dealers/Partners/Sales and Service Provider from the Authorized Dealers/Partners/Sales and Service Provider list if they fail to meet the requirements, including the criteria that would warrant a removal or replacement of an Authorized Dealers/Partners/Sales and Service Provider.

Offeror Response

The "GAR" Government Account Representative would be the liaison between our local field sales channel and the "local" Government entity. The local seller would engage the GAR for support and a final resolution strategy. If the GAR needs additional support for problem resolution the GAR would escalate to the regional State and Local Manger for final resolution. Pitney Bowes is wholly owned and has 100% Pitney Bowes personnel responsible for support of all of our NASPO-WSCA customers. Additional support exists within the local district office as well as a National support structure for our NASPO-WSCA customers. These additional layers of support would include the Local District Customer Care manager, Local District management team and the National Director of Government sales.

4.4.4 Provide a list of all your Authorized Dealers/Partners by State, in a document including the following Information.

- 4.4.1.1. State
- 4.4.1.2. Authorized Dealers/Partners/Sales and Service Provider Name
- 4.4.1.3. Authorized Dealers/Partners/Sales and Service Provider Address
- 4.4.1.4. Single Point of Contact
- 4.4.1.5. Title
- 4.4.1.6. Phone Number
- 4.4.1.7. Fax Number
- 4.4.1.8. Email address
- 4.4.1.9. Web address (if applicable)
- 4.4.1.10. Geographic area of coverage in each state for each dealer
- 4.4.1.11. Product lines each dealer is authorized to market

Offeror Response –Provide response in document titled: Offer Response Form – Authorized Dealers/Partners/Sales and Service Provider List. See attached.

5. Good Standing



Capacity of Offeror Response Form

STATE OF ARIZONA

Agency: **Arizona Department of Administration
State Procurement Office**

Customer: **NASPO - WSCA participating states;
AZ Statewide (state agencies & cooperative
partners)**

Description: **Mailing Equipment, Supplies and Maintenance**

- 5.1. The Contractor and Authorized Dealers/Partner must be in good standing with trade associations, certification boards, or other regulatory agencies. Disclosure of any alleged issues, investigations, and/or citations is required. Provide information regarding on-going or past bankruptcies or reorganizations within the last five (5) years with your proposal submission. The MPA Contract Administrator reserves the right to request more information or to take further action based on information received.

Offeror Response

Within the past five years, Pitney Bowes Inc., has received inquiries from government agencies on the federal, state and local level relating to its ongoing business operations. In the opinion of Pitney Bowes' management, none of those inquiries should have an impact on the company's ability to fulfill its contractual obligations to its customers and/or to perform the services requested pursuant to this Request for Proposal. In the past five years, Pitney Bowes Inc. has not been the subject of any citations, violation orders, or determinations issued by a federal, state or local government adjudicative body in the State of Arizona for violations of "health laws, rules or regulations", ERISA, federal U.S. Citizenship and Immigration laws, or any human rights laws. Currently, the Company has pending state and federal administrative charges and civil litigations related to human rights laws, including 1 administrative change and 1 litigation in the State of Arizona. However, the Company denies the allegations of wrongdoing set forth in all of the pending state and federal administrative charges and litigations. The Company was subject to state or federal OSHA inspections or inquiries in other states. The appropriate actions were taken or currently are being implemented in an effort to address any cited issues. Please note that no adverse judgments or findings were associated with the products or services offered by Pitney Bowes Inc.'s US Mailing or Document Management Technologies divisions for which this disclosure is being requested. Pitney Bowes Inc. has not undergone any bankruptcy or reorganization proceedings.

6. Customer Service

- 6.1. Describe in detail the process that your firm utilizes to track and respond to issues and concerns from both the Authorized Dealers and the end user.

Offeror Response

Pitney Bowes utilizes many different processes and systems to track and respond to issues and concerns with the end user.

- 1) Siebel is our Service Management System in which all service requests are entered when requested, and managed until completion. This system allows us to track, analyze and review account history in order to provide outstanding customer service to all of our customers. Pitney Bowes will establish entitlements in our system to ensure compliance with Service level requirements for each State. We have access to historical service data in order to provide our customer with accurate projected service needs.
- 2) Pitney Bowes has contracted an outside survey group to regularly survey a random grouping of customer accounts in order to help Pitney Bowes achieve totally satisfied customers. Any issues or concerns noted on these surveys will prompt the customer's local Service Manager to contact the customer to discuss and find a resolution.
- 3) Pitney Bowes Salespersons and local Service Managers regularly meet with each of their customers to make sure all of the customer's needs are being fulfilled and to discuss new products, services and ideas for more efficiency and cost savings for the customer.

- 6.2. The Contracted Supplier or Authorized Dealer must have one lead representative for each Participating Addendum. Contact information shall be kept current.

Offeror Response –Provide response in document titled: Offer Response Form – Authorized Dealers/Partners/Sales and Service Provider List.

Referenced document is attached.

- 6.3. Customer Service Representative will respond to all inquiries within one business day.

Response would be that you read, understand and will comply, or to take exception Offeror Response



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STATE OF ARIZONA

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Description: **Mailing Equipment, Supplies and Maintenance**

Pitney Bowes has read, understood and will comply with having a Customer Service Representative respond to all inquiries within one business day.

- 6.4. Customer Service Representative(s) must be available by phone or email, at a minimum, from 7:00 AM – 6:00 PM Monday through Friday for the applicable time zones.

Response would be that you read, understand and will comply, or to take exception **Offeror Response**

Pitney Bowes has read, understood and will comply with having a Customer Service Representative available during these times in each location/ time zone.

- 6.5. Describe the standard lead time for the following order types and describe what situations could increase or decrease the lead times for each order type:

6.5.1. Low Volume equipment

Offeror Response

Pitney Bowes shall furnish equipment within twenty (20) business days after receipt of order, or for custom built items requiring a greater lead time, both parties will mutually agree upon, in writing, a delivery time date.

6.5.2. Medium Volume equipment

Offeror Response

Pitney Bowes shall furnish equipment within twenty (20) business days after receipt of order, or for custom built items requiring a greater lead time, both parties will mutually agree upon, in writing, a delivery time date.

6.5.3. Production

Offeror Response

Both parties will mutually agree upon, in writing, a delivery time and date for Pitney Bowes production equipment..

6.5.4. Accessories

Offeror Response

Pitney Bowes shall furnish equipment within twenty (20) business days after receipt of order, or for production or custom built items requiring a greater lead time, both parties will mutually agree upon, in writing, a delivery time date.

6.5.5. Furniture

Offeror Response

Pitney Bowes shall furnish equipment within twenty (20) business days after receipt of order, or for production or custom built items requiring a greater lead time, both parties will mutually agree upon, in writing, a delivery time date.

6.5.6. Supplies

Offeror Response

Pitney Bowes will furnish supplies within seven (7) business days after receipt of request.

- 6.6. Describe in detail the escalation plan between the Authorized Dealer and Manufacturer.

Offeror Response



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Pitney Bowes has a direct operation within each State, and does not work with Authorized Dealers. The key point of contact for any issues requiring escalation is the Government Account Representative listed for each State on the attached Offer Response Form – Authorized Dealers/Partners/Sales and Service Provider List and on the Offeror Response Form – Key Personnel.

4.5 Legal and Regulatory Actions

6.6.1. Contractors shall fully disclose their involvement in any legal proceedings, lawsuits or governmental regulatory actions and any contractual demands for assurance regarding their provision of similar services, pending or occurring in the last five (5) years. We are only looking for information that can be legally obtained.

Offeror Response

We are not aware of any current or threatened litigation that will impact either our ability to perform the services or provide the products requested in this RFP. In the ordinary course of normal business during the past five (5) years, Pitney Bowes Inc. is routinely defendants in or parties to a number of pending and threatened legal actions including proceedings purportedly brought on behalf of classes of claimants. These may involve litigation by or against us relating to, among other things: contractual rights under vendor, insurance or other contracts, intellectual property or patent rights, equipment, service, payment or other disputes with customers, and disputes with employees. In those cases where we are the defendant, plaintiffs may seek to recover large and sometimes unspecified amounts of damages or other types of relief and some matters may remain unresolved for several years. Although we cannot predict the outcome of such matters, based on current knowledge, management does not believe that the ultimate outcome of the litigations referred to in this section will have a material adverse effect on the financial position, results of operations or cash flows of Pitney Bowes Inc. However, if the plaintiffs do prevail, the result may have a material effect on our financial position, future results of operations or cash flows. Information regarding any significant legal action is reported in our filings with the SEC. Please refer to the company's most recent 10K's and other disclosure filings for more information.

7. Environmental

7.1. While some participating states may have environmental initiatives, others do not, as such, States with environmental concerns and initiatives will address these issues through the Participating Addendum process.

7.2. Has your firm made a public commitment to environmental sustainability? If so, provide details for the following

7.2.1. Description of the measurements that are employed and how they are reported.

Offeror Response

Pitney Bowes has made a significant public commitment to environmental sustainability. Please refer to the attached document named "Corporate-Responsibility-Report-2009.pdf". Please note that the information provided is also updated and maintained on our website at www.pb.com/responsibility.

We have also won numerous awards and recognition for our efforts as highlighted below:

Corporate Citizenship

Pitney Bowes has been named to The CRO Magazine's "100 Best Corporate Citizens" list for nine of the ten years that the award has existed. The nationally recognized list is an indicator of best practices in corporate social responsibility. Pitney Bowes is an industry thought leader in Diversity, Health Care, Environmental Responsibility and Community Investments.

Awards & Recognition	Presenter	Year(s)
Pitney Bowes Norway named a "Eco Lighthouse"	Norwegian Ministry of Environment, the Eco-	2009



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	Lighthouse	
100 Best Corporate Citizens	CRO Magazine	2009
Corporate Good Neighbor Award in Light a Fire	Moffly Media	2009
World's Most Ethical Companies	Ethisphere Institute	2009, 2008, 2007
Connecticut Green Business Award	Connecticut Business News Journal	2010
Best Employer for Healthy Lifestyles Award (Platinum Winner)	National Business Group on Health	2009, 2008
<u>WasteWise Hall of Fame Award</u>	US Environmental Protection Agency	2007
Top 10 Outsourcing Vendors, Environmental Stewardship	Brown-Wilson Group	2007
Leadership Award	Institute for Health and Productivity Management	2007
Behavioral Health Award	National Business Group on Health	2007
Best Employer for Healthy Lifestyles Award (Platinum Winner)	National Business Group on Health	2007
Purchase of Renewable Energy Certificates	Sterling Planet, Inc.'s Green America program	2007, 2006, 2005, 2004, 2003
WasteWise Honorable Mention, Large Company Category	US Environmental Protection Agency	2006
ISO 14001:2004 Certification: Harlow, UK site	International Organization for Standardization	2006
Voluntary Protection Program - Star Status: PBMS Monsanto Site	Occupational Health & Safety Administration	2006
2006 "Best Practice" Award	New England Employee Benefits Council	2006
Best Employer for Healthy Lifestyles Award (Platinum Winner)	National Business Group on Health The National Britannia Group	2006



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Registered Safe Contractor: PBMS UK & Ireland	The National Britannia Group	2006, 2005, 2004, 2003
Demand Response Achievement Award	Independent System Operator of New England (ISO-NE)	2005
<u>Leadership Award</u>	CT Climate Change	2006
ISO 14001:2004 Certification: All PBMS UK & Ireland, Sweden, Denmark & Norway sites	International Organization for Standardization	2005
WasteWise "Partner of the Year" Award, Large Company Category	US Environmental Protection Agency	2005, 2004, 2003, 2002, 2001
ISO 14001:1996 Certification: PBMS UK & Ireland sites	International Organization for Standardization	2004
WasteWise "Program Champion" Award	US Environmental Protection Agency	2000, 1999, 1998
<u>Special Recognition</u>	Energy Star	2003

Environmental Stewardship

Pitney Bowes' Design for Environmental Quality (DfEQ) program allows for the removal of ozone depleting substances from both the manufacturing process and the company's products. Pitney Bowes has also partnered with the U.S. Environmental Protection Agency and the U.S. Department of Energy to develop EnergyStar® guidelines for select mailstream hardware solutions. Pitney Bowes voluntarily participates in the US EPA WasteWise Recycling program and was inducted into the WasteWise Hall of Fame in 2007.

7.2.2. Name(s) and title(s) of staff that are specifically dedicated to the firms' public commitment to sustainability.

Offeror Response

Kathleen Ryan Mufson, Director, Corporate Citizenship & Philanthropy
John Thaler, Director, Environmental Health and Safety Process Excellence

7.2.3. List all environmental third party certification programs that your firm has achieved and the level of compliance.

Offeror Response

While a few Pitney Bowes locations have chosen to pursue ISO 14001 registration, generally all Pitney Bowes locations are required to be compliant with an internal Global Environment, Health & Safety management system, which was created in consistency with the requirements of ISO 14001 and OHSAS 18001, but not third party certified.

7.3. Has your firm had any breaches of environmental, health, or safety standards within the past 12 months? This includes fires, explosions, industrial accidents, hazardous releases, or other health and safety incidents at any of the firm's facilities. If so, provide details (including but not limited to date of event, quantitative extent of damage, environmental effects, and corrective action plan and success rate) of all breaches.

Offeror Response

In March 2011, Pitney Bowes Inc. received a notice of violation from the State of Connecticut Department of Environmental Protection relating to testing and documentation for cathodically protected piping for 2 underground storage tanks. No



Capacity of Offeror Response Form

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: NASPO - WSCA participating states;
AZ Statewide (state agencies & cooperative partners)

Description: **Mailing Equipment, Supplies and Maintenance**

environmental impact was involved, no fines were assessed and the matter was remediated by revising the tank test plan. The matter was closed by the State in May 2011.

- 7.4. Confirm your acceptance to maintain for the term of this Agreement, and all renewals/extension thereof, programs as described in the response to the RFP.

Offeror Response

Pitney Bowes Inc. confirms it will maintain for the term of this Agreement, and all renewals/extension thereof, programs as described in the response to the RFP

- 7.5. Buyback/Trade in – Contractor shall describe the buyback/recycling program offered by your firm. Please detail the formula used to determine the value of the used equipment and all other facets of the program.

Offeror Response

Over the past fifty years, since the product take-back program was started, Pitney Bowes Inc. has recovered millions of pounds of equipment and components, with numerous benefits for the company, customers and the environment.

Pitney Bowes customers that purchase or lease postal meters or mailing machines can return these products to established distribution centers throughout the United States. All returned products are sent to the Pitney Bowes remanufacturing plant for inspection, harvesting and remanufacture of equipment parts. Any parts or finished products that cannot be remanufactured are sent to an approved recycling partner to ensure responsible recycling practices are used to process these recyclable materials.

Today, 95 percent of the company's mailing equipment parts are recyclable. This environmental benefit is achieved through the organization's environmental standards for suppliers and in the product design process. Since 1991, Pitney Bowes has been using an internal 'Design for Environmental Quality' standard to design our product with end-of-life considerations to maximize reusability of commodity materials.

Our product take-back program gives customers the option to minimize environmental impact and avoid the cost of waste disposal by redirect its waste to serve as raw materials, saving the energy used to create those materials while providing financial benefits.

Pitney Bowes Inc. Production Category products offer a flat \$5,000 credit for Buyback/Trade in of inserters and sorters, applied toward the purchase of new equipment. Any other possible credit is handled on a per case basis, with no set formula.

Pitney Bowes Inc. Mailing will offer a trade in amount for used equipment towards purchase of new/remanufactured equipment. This dollar amount will be determined at that time.

8. State of California Environmental Language

8.1. Toxics in Packaging

All packages offered during the life of the contract shall be in full compliance with all requirements of the Toxics in Packaging Prevention Act. See <http://www.dtsc.ca.gov/ToxicsInPackaging/index.cfm> for detail. Upon request by the State, the awarded supplier shall provide a Certificate of Compliance.

Offeror Response

Pitney Bowes works closely with a number of suppliers. Packages for Mailing Equipment are in full compliance with the Toxics In Packaging Prevention Act. Our suppliers can provide Certificates of Compliance upon request.

8.2. Packaging Materials

Contractors utilize biodegradable shall comply with ASTM 6400-00 Standard and/or compostable packaging materials shall meet ASTM Standard Specifications for Compostable Plastics D 6400-04.

Contractors utilize paper products for labeling, packaging, or catalogs etc., are to be processed chlorine free (PCF). And or Contractors offer paper and wood products (i.e. labeling, packaging, catalogs or wood pallets) are to be produced from a



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company participating in a forest stewardship program where the forest is managed to conserve biological diversity, natural resources and maintain a thriving ecosystem.

Packaging materials are to contain post consumer recycle content (PCRC) when feasible to meet State Agency Buy Recycled Campaign (SABRC). See <http://www.calrecycle.ca.gov/BuyRecycled/StateAgency/Requires.htm> for detail.

Offeror Response

Pitney Bowes Production Category products are freestanding and mobile, and shipped without packaging material. Protection during transportation is provided through reusable padded blankets, provided by the shipper.

Other category products are packaged either by Pitney Bowes or by our contracted manufacturers:

- A. Packaging does include compostable plastics for many product categories, including high end table top inserters, high end letter openers, address printers, and some low end mailing machines.
- B. Paper for labeling and packaging are processed chlorine free and/or produced from a company participating in a forest stewardship program for most product categories, including high end table top inserters, high end letter openers, address printers, low end mailing machines, and table top folders.
- C. Packaging materials contain post consumer recycle content, when feasible, for many product categories including high end table top inserters, high end letter openers, address printers, low end mailing machines, high end mailing machines.

8.3. End-of-Life Management

Contractor shall offer a "Take-Back" program. The Take-Back Program shall be for office equipment purchased under this contract and any other state-owned office equipment that have reached the end of their useful life during this contract period.

Take-Back Program minimum requirements:

The take-back program shall be offered at no cost to the State and include all costs for transportation, labor for pickup etc.

Office equipment collection shall be within 30 calendar days of an agency's written notification.

A report listing the number of office equipment recycled/refurbished per month by each individual agency shall be sent semi-annually to the State Contract Administrator.

Contractors shall submit a detailed written Take-Back Program plan, addressing the following items at a minimum:

Offeror Response

Pitney Bowes Take-Back Program is limited to Mailing Equipment and Production Category Equipment manufactured by Pitney Bowes and similar in type equipment to the Production Category Equipment offered under this contract. The Equipment qualified for the Take-Back Program will be equipment which was purchased under this contract or an earlier NASPO or WSCA contract.

The Take-Back Program shall be offered at no cost to the State and include all costs for transportation, labor for pickup etc. Office equipment collection shall be within 30 calendar days of an agency's written notification. Any special rigging required will be chargeable.

Pitney Bowes does not currently have the ability to provide a report listing the number of office equipment recycled/refurbished per month by each individual agency shall be sent semi-annually to the State Contract Administrator.

8.3.1. Collection – How the contractor will collect the office equipment.

Offeror Response

Pitney Bowes Mailing products that require physical withdrawal will be initiated from the Customer to a Pitney Bowes Call Center. The center will process a withdrawal request that will be coordinated with either a Customer Service Representative or an Authorized Service Provider to remove the equipment. The customer will be contacted up to 24 hours prior to arrival to perform the physical withdrawal.

8.3.2. Packaging and Shipping Instruction – shall include Packaging and shipping instructions and but not limit to the following:



Capacity of Offeror Response Form

STATE OF ARIZONA

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State Procurement Office

Customer: NASPO - WSCA participating states;
AZ Statewide (state agencies & cooperative partners)

Description: **Mailing Equipment, Supplies and Maintenance**

- a. Contractor shall provide packaging material.

Offeror Response

For Pitney Bowes Mailing equipment low volume, a box is shipped with the equipment for return with all appropriate shipping labels.

Pitney Bowes higher and mid volume equipment is modular and mobile, and as such does not need to be packed up prior to shipping. Carrier provides padding as necessary to protect the integrity of the system during transportation.

Pitney Bowes Production Category Items collection will start with a move order to the contractor, with the specific equipment to be picked up, which shall be ready for pickup at the dock, customer address and customer contact information. The customer contact will be called by the contractor 24 hours prior to the pickup to confirm the pickup. Pitney Bowes Service will have prepared the equipment for removal.

- b. Shipping papers, address and return labels etc.

Offeror Response

For PB Mailing equipment low volume, a box is shipped with the equipment for return with all appropriate shipping labels. For PB higher mailing equipment, carrier will generate all necessary paperwork for equipment return.

Pitney Bowes Production Equipment Carriers generate the Bill of Lading

- c. Procedures to notify contractor of pickup.

Offeror Response

Pitney Bowes Sales and/or Service personnel will submit the request to pick-up the equipment to the Transportation Department. The Pitney Bowes Transportation representative will submit a move order to the carrier for the pickup, which will be ready at the dock for Service has confirmed that the equipment is broken down and ready for pickup.

- 8.3.3. Authorized Person(s) and/or Company – Identify the person(s) and/or company authorized to pickup, transport and accept office equipment. Contact information phone number and address should also be provided.

Offeror Response

Pitney Bowes mailing products will be picked up by a PB Customer Care Representative or an Authorized Service Provider

Velocity, Jeff Dunkerton, 203-775-4211, jeffrey.dunkerton@velocityexp.com

Dynamex, Alexander Heredia, alexander.heredia@dynamex.com

Pitney Bowes Production Category Equipment will be picked up, transported and accepted by Shepards, Inc, an agent for Mayflower Transit.

Lisa Dibble, 203-830-8330, 32 Henry Street, Bethel, CT 06801

- 8.3.4. Waste Management – Describe waste management plan including end-of-life disposal method(s). If employing recycling/refurbishing options, contractors shall include the name, address contact name and phone number of the recycling/refurbishing facility.

Offeror Response

Machines returned will be inspected and assessed to determine whether it will be reconditioned or recycled. Reconditioned equipment will go through a Pitney Bowes detailed re-manufacturing process, including disassembly, replacement of necessary components, and a full test and inspection process before being offered in the market as a re-manufactured machine. Equipment that cannot be reconditioned will be sent to our recycling partner and be processed into commodity materials to be re-used in the open market.



Capacity of Offeror Response Form

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Description: **Mailing Equipment, Supplies and Maintenance**

8.3.5. Recycle Facility and/or Business Name and Address – Identify name, address, contact name and phone number of the facility performing destruction services.

Offeror Response

Electronics Recyclers International, Fresno, CA 93725, Larry Novicky 1-800-884-8466

Pitney Bowes will include this information on its related website, pb.com/State, and will continually update its site as new contact information arises during the course of this contract.

Note: the State of California reserves the right to choose whether the contractor's proposed solution to this requirement will be utilized by the State of California.



Offeror –Terms and Conditions and Instructions Exceptions

STATE OF ARIZONA

Agency: Arizona Dept. of Administration
State Procurement Office (ADOA/SPO)

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: Mailing Equipment, Supplies and Maintenance

Offerors shall complete the following Response Form, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided.

Response Form Responses

Pitney Bowes Inc. have read, understand, and shall comply with the Uniform Terms and Conditions and all Solicitation Instructions, the Special Terms and Conditions and the WSCA Terms and Conditions and all other States Terms and Conditions (located within the Intent to Participates PDF's, within this Proposal. Offerors that accept the RFP's Terms and Conditions and Instructions shall check **YES** to clearly indicate their acceptance. Offerors who take exception to the Terms and Conditions or any of the Solicitation Instructions shall check **NO** to clearly indicate their intent to take exception and provide Offeror's suggested language.

YES, I acknowledge that I have read and understand all Terms and Conditions and Instructions and will comply in any resultant contract.

NO, I acknowledge that I have read, understand all Terms and Conditions and Instructions and will comply in any resultant contract with the exceptions listed below.

Exceptions (If checked NO)

Offerors that take exception to any Terms and Conditions and Instructions shall justify their exception as well as proposing any changes to the State's language with a marked-up copy of the Clause in question, with the Offeror's suggested changes clearly indicated. In such cases, the Offeror shall replace the State's Terms and Conditions and Instructions with their marked-up version, within the appropriate location in the proposed contract documents. Please note: Any terminology requesting to reserve the right to negotiate any Terms and Conditions at a later time or any addition or deletion of language will be additional be viewed as an exception and may negatively affect your score or have the effect of deeming your proposal as non-responsive.

Offeror shall be advised that evaluation scores will be negatively affected by absolute number and/or significance of any exception(s) requested. Anything other than a check of YES will be deemed an exception. Any one exception may have the effect of deeming your proposal as non-responsive.

MASTER AGREEMENT

1. Special Terms and Conditions, Section 3.12 Electronic or Information Technology Products, services and maintenance shall comply with A.R.S. § 41-3531, which requires conformance with the requirements of Section 508 of the Rehabilitation Act of 1973. Failure to comply shall be considered a breach of the Contract.

Pitney Bowes would like to clarify that its Mailing Systems and Document Messaging Technologies products conform to customary standards and practices applied within their respective industries. Accordingly, to the extent that accessibility capabilities and features that are required under this agreement are customarily provided for products within these industries, Pitney Bowes provides at least such accessibility capabilities and features in the products being offered under this agreement.

2. Uniform Terms and Conditions, Section 3.7 Property of the State
Any materials, including reports, computer programs and other deliverables, created under this Contract are the sole property of the State. The Contractor is not entitled to a patent or copyright on those materials and may not transfer the patent or copyright to anyone else. The Contractor shall not use or release these materials without the prior written consent of the State.

Contractor respectfully requests the following language replace the Uniform Terms and Conditions, Section 3.7 Property of the State:



Offeror –Terms and Conditions and Instructions Exceptions

STATE OF ARIZONA

Agency: Arizona Dept. of Administration
State Procurement Office (ADOA/SPO)

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: Mailing Equipment, Supplies and Maintenance

Any materials, including reports, computer programs and other deliverables, first created as a deliverable output under this Contract (“Materials Work Product”) are the sole property of the State. The Contractor is not entitled to a patent or copyright on those materials and may not transfer the patent or copyright to anyone else. The Contractor shall not use or release these materials without the prior written consent of the State. Notwithstanding anything herein, Materials Work Product shall not include any pre-existing Contractor intellectual property, including any Contractor manuals, systems, software, methodologies, techniques, operating procedures, processes or other tools that are designed, modified, updated or otherwise customized in connection with providing Products or performing services under this Contract.

3. Uniform Terms and Conditions, Section 3.8 Ownership of Intellectual Property

Any and all intellectual property, including but not limited to copyright, invention, trademark, trade name, service mark, and/or trade secrets created or conceived pursuant to or as a result of this contract and any related subcontract (“Intellectual Property”), shall be work made for hire and the State shall be considered the creator of such Intellectual Property. The agency, department, division, board or commission of the State of Arizona requesting the issuance of this contract shall own (for and on behalf of the State) the entire right, title and interest to the Intellectual Property throughout the world. Contractor shall notify the State, within thirty (30) days, of the creation of any Intellectual Property by it or its subcontractor(s). Contractor, on behalf of itself and any subcontractor(s), agrees to execute any and all document(s) necessary to assure ownership of the Intellectual Property vests in the State and shall take no affirmative actions that might have the effect of vesting all or part of the Intellectual Property in any entity other than the State. The Intellectual Property shall not be disclosed by contractor or its subcontractor(s) to any entity not the State without the express written authorization of the agency, department, division, board or commission of the State of Arizona requesting the issuance of this contract.

Contractor respectfully requests the following language replace the Uniform Terms and Conditions, Section 3.8 Ownership of Intellectual Property:

Any and all intellectual property, including but not limited to copyright, invention, trademark, trade name, service mark, and/or trade secrets first created as a deliverable output or conceived pursuant to or as a result of this Contract and any related subcontract (the “State’s Intellectual Property”), shall be work made for hire and the State shall be considered the creator of such Intellectual Property. Notwithstanding anything herein, the State’s Intellectual Property shall not include any pre-existing Contractor intellectual property, including any Contractor manuals, systems, software, methodologies, techniques, operating procedures, processes or other tools that are designed, modified, updated or otherwise customized in connection with providing Products or performing services under this Contract. The agency, department, division, board or commission of the State of Arizona requesting the issuance of this contract shall own (for and on behalf of the State) the entire right, title and interest to the State’s Intellectual Property throughout the world. Contractor shall notify the State, within thirty (30) days, of the creation of any State’s Intellectual Property by it or its subcontractor(s). Contractor, on behalf of itself and any subcontractor(s), agrees to execute any and all document(s) necessary to assure ownership of the State’s Intellectual Property vests in the State and shall take no affirmative actions that might have the effect of vesting all or part of the State’s Intellectual Property in any entity other than the State. The State’s Intellectual Property shall not be disclosed by contractor or its subcontractor(s) to any entity not the State without the express written authorization of the agency, department, division, board or commission of the State of Arizona requesting the issuance of this contract.

STATE PARTICIPATING ADDENDA

4. State of Delaware

a. Delaware Specific Terms and Conditions, Section f)Termination of PO’s, Termination for Cause

Contractor respectfully requests the following exception and requests the sentence to be deleted “In that event, all finished or unfinished documents, data , studies, surveys, drawings, maps, models, photographs, and reports or other material prepared by the Contractor in the performance of the P.O. shall, at the option of the Participating entity, become



Offeror –Terms and Conditions and Instructions Exceptions

STATE OF ARIZONA

Agency: Arizona Dept. of Administration
State Procurement Office (ADOA/SPO)

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing Equipment, Supplies and Maintenance**

its property.” Each party will own exclusively all work-product authored by that party to the extent permitted by law, and also that no development work is contemplated under this Contract. If the State retains Contractor to develop and/or design a product or service specifically for the State, the parties shall agree in writing on the applicable development fees and use and ownership of any intellectual property rights associated with such development work or any software products that Contractor provides subject to the applicable license agreement

In that event, all finished or unfinished documents, data , studies, surveys, drawings, maps, models, photographs, and reports or other material prepared by the Contractor in the performance of the P.O. shall, at the option of the Participating entity, become its property.

b. Delaware Specific Terms and Conditions, f)Termination of PO’s, Termination for Convenience

- i. Contractor respectfully requests the following exception and requests the sentence to be deleted “In that event, all finished or unfinished documents, data , studies, surveys, drawings, maps, models, photographs, and reports or other material shall, at the option of the department, become its property.” Each party will own exclusively all work-product authored by that party to the extent permitted by law, and also that no development work is contemplated under this Contract. If the State retains Contractor to develop and/or design a product or service specifically for the State, the parties shall agree in writing on the applicable development fees and use and ownership of any intellectual property rights associated with such development work or any software products that Contractor provides subject to the applicable license agreement
- ii. Contractor respectfully requests that underlying leases written under the Participating Addendum will remain in full force and effect in the event of a termination.

c. Delaware Specific Terms and Conditions, Section h)Termination of Contract, Termination for Cause

- i. Contractor respectfully requests the following exception and requests the sentence to be deleted “In that event, all finished or unfinished documents, data , studies, surveys, drawings, maps, models, photographs, and reports or other material shall, at the option of the Participating Entity, become its property.” Each party will own exclusively all work-product authored by that party to the extent permitted by law, and also that no development work is contemplated under this Contract. If the State retains Contractor to develop and/or design a product or service specifically for the State, the parties shall agree in writing on the applicable development fees and use and ownership of any intellectual property rights associated with such development work or any software products that Contractor provides subject to the applicable license agreement
- ii. Contractor respectfully requests that underlying leases written under the Participating Addendum will remain in full force and effect in the event of a termination

d. Delaware Specific Terms and Conditions, h)Termination of Contract, Termination for Convenience

- i. Contractor respectfully requests the following exception and requests the sentence to be deleted “In that event, all finished or unfinished documents, data , studies, surveys, drawings, maps, models, photographs, and reports or other material shall, at the option of the Participating Entity, become its property.” Each party will own exclusively all work-product authored by that party to the extent permitted by law, and also that no development work is contemplated under this Contract. If the State retains Contractor to develop and/or design a product or service specifically for the State, the parties shall agree in writing on the applicable development fees and use and ownership of any intellectual property rights associated with such development work or any software products that Contractor provides subject to the applicable license agreement
- ii. Contractor respectfully requests that underlying leases written under the Participating Addendum will remain in full force and effect in the event of a termination.



Offeror –Terms and Conditions and Instructions Exceptions

STATE OF ARIZONA

Agency: Arizona Dept. of Administration
State Procurement Office (ADOA/SPO)

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing Equipment, Supplies and Maintenance**

5. State of Ohio

- a. The Contractor respectfully requests the following additional language be inserted in the following sections as agreed to previously with the State of Ohio. The changes have been agreed to between the State and Pitney Bowes Inc. under the current State Term Schedule.

Supplemental Terms and Conditions

S-18. RETURN GOODS POLICY. Numbered paragraph 3 or C shall be deleted.



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Contractor 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 Provider per State.

State: Alabama

Dealer Name: Pitney Bowes
 Dealer Address; 700 Cahaba Valley Circle Pelham, AL 35124
 Single Point of Contact Victor Paschal
 Title Government Account Manager
 Phone Number 205-246-4294
 Fax Number 203-460-9022
 Email address victor.paschal@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Alabama

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 700 Cahaba Valley Circle Pelham, AL 35124
 Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Alabama

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Alaska

Dealer Name: Pitney Bowes
 Dealer Address; 6811 S 204th St #110, Kent WA 99201
 Single Point of Contact Chelsea Jorgensen
 Title Government Account Manager
 Phone Number 206-851-3353
 Fax Number 203-460-3251
 Email address chelsea.jorgensen@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State e

State: Alaska

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 6811 S 204th St #110, Kent, WA 99201
 Single Point of Contact Robert Siverand
 Title Regional Customer Service Director



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Phone Number 203-512-8232
 Fax Number 203-207-8566
 Email address robert.siverand@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Alaska

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Arizona

Dealer Name: Pitney Bowes
 Dealer Address; 23751 M 23rd Ave #190 Phoenix AZ 85085
 Single Point of Contact Katharine Parker
 Title Government Account Manager
 Phone Number 480-227-4639
 Fax Number 203-460-3904
 Email address katharine.parker@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Arizona

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 23751 M 23rd Ave #190, Phoenix, AZ 85085
 Single Point of Contact Robert Siverand
 Title Regional Customer Service Director
 Phone Number 203-512-8232
 Fax Number 203-207-8566
 Email address robert.siverand@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Arizona

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Arkansas

Dealer Name: Pitney Bowes
 Dealer Address; 700 Cahaba Valley Circle Pelham AL 35124
 Single Point of Contact David Gobbel
 Title Government Account Manager
 Phone Number 601-454-9927
 Fax Number 203-460-3023
 Email address david.gobbel@pb.com



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Web address (if applicable) Offeror Response
Geographic area of coverage in each state for each dealer Entire State

State: Arkansas

Dealer Name: Pitney Bowes, Inc
Dealer Address; 700 Cahaba Valley Circle Pelham, AL 35124
Single Point of Contact Mark Von Hofen
Title Regional Customer Service Director
Phone Number 267-421-1519
Fax Number 203-749-7678
Email address mark.vonhofen@pb.com
Web address (if applicable) www.pb.com
Geographic area of coverage in each state for each dealer Entire State

State: California

Dealer Name: Pitney Bowes
Dealer Address; 801 South Grand Ave #600 Los Angeles CA 90017
Single Point of Contact Francie Coffey
Title Government Account Manager
Phone Number 213-256-1917
Fax Number 203-460-9181
Email address francie.coffey@pb.com
Web address (if applicable) Offeror Response
Geographic area of coverage in each state for each dealer Entire State

State: California

Dealer Name: Pitney Bowes
Dealer Address; 3775 N Freeway Blvd #100 Sacramento, CA 95834
Single Point of Contact John Fitzpatrick
Title Government Account Manager
Phone Number 916-320-4076
Fax Number 203-460-5056
Email address john.fitzpatrick@pb.com
Web address (if applicable) Offeror Response
Geographic area of coverage in each state for each dealer Entire State

State: California

Dealer Name: Pitney Bowes, Inc
Dealer Address; 801 South Grand Ave #600, Los Angeles, CA 90017
Single Point of Contact Robert Siverand
Title Regional Customer Service Director
Phone Number 203-512-8232
Fax Number 203-207-8566
Email address robert.siverand@pb.com
Web address (if applicable) www.pb.com
Geographic area of coverage in each state for each dealer Entire State

State: Colorado

Dealer Name: Pitney Bowes
Dealer Address 373 inverness parkway #206 Centennial, CO 80112
; Single Point of Contact Bill Walter
Title Government Account Manager
Phone Number 303-641-9575
Fax Number 203-460-5758
Email address bill.walter@pb.com
Web address (if applicable) Offeror Response
Geographic area of coverage in each state for each dealer Entire State



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: Colorado

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 373 Inverness Pkwy #206, Centennial, CO 80112
 Single Point of Contact Robert Siverand
 Title Regional Customer Service Director
 Phone Number 203-512-8232
 Fax Number 203-207-8566
 Email address robert.siverand@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Colorado

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Connecticut

Dealer Name: Pitney Bowes
 Dealer Address; 2 Waterside Crossing #304 Windsor, CT 06905
 Single Point of Contact Russ Rodd
 Title Government Account Manager
 Phone Number 860-687-9936
 Fax Number _____
 Email address russell.rodd@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Connecticut

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 37 Executive Dr, Danbury, CT 06810
 Single Point of Contact Mark Von Hofen
 Title Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Connecticut

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Delaware

Dealer Name: Pitney Bowes



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Dealer Address; _____ 3920 Vero Road # A Baltimore, MD 21227
 Single Point of Contact Eric Schmude
 Title _____ Government Account Manager _____
 Phone Number _____ 804-496-6912 _____
 Fax Number _____ 203-460-9653 _____
 Email address _____ eric.schmude@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Delaware

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 3920 Vero Rd #A, Baltimore, MD 21227 _____
 Single Point of Contact _____ Mark Von Hofen _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 267-421-1519 _____
 Fax Number _____ 203-749-7678 _____
 Email address _____ mark.vonhofen@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Delaware

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: District of Columbia

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 7630 Little River Turnpike Annandale, VA 22003 _____
 Single Point of Contact Eric Schmude
 Title _____ Government Account Manager _____
 Phone Number _____ 804-496-6912 _____
 Fax Number _____ 203-460-9653 _____
 Email address _____ eric.schmude@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: District of Columbia

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 7630 Little River Turnpike, Annandale, VA 22003 _____
 Single Point of Contact _____ Mark Von Hofen _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 267-421-1519 _____
 Fax Number _____ 203-749-7678 _____
 Email address _____ mark.vonhofen@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: District of Columbia

Dealer Name: _____ Offeror Response _____



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Florida

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 3740 St Johns Bluff Rd s # 12 Jacksonville, FL 32224 _____
 Single Point of Contact _____ Victor Paschal _____
 Title _____ Government Account Manager _____
 Phone Number _____ 205-246-4294 _____
 Fax Number _____ 203-460-9022 _____
 Email address _____ victor.paschal@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Florida

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 3740 St. Johns Bluff Rd #12, Jacksonville, FL 32224 _____
 Single Point of Contact _____ Mark Von Hofen _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 267-421-1519 _____
 Fax Number _____ 203-749-7678 _____
 Email address _____ mark.vonhofen@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Florida

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Georgia

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 2875 Breckenridge Blvd. # 100 Duluth, GA 30096 _____
 Single Point of Contact _____ Mitch Cummings _____
 Title _____ Government Account Manager _____
 Phone Number _____ 678-629-4807 _____
 Fax Number _____ 203-460-9399 _____
 Email address _____ mitch.cummings@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Georgia

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 2875 Breckenridge Blvd #100, Duluth, GA 30096 _____
 Single Point of Contact _____ Mark Von Hofen _____
 Title _____ Regional Customer Service Director _____



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Phone Number _____ 267-421-1519 _____
 Fax Number _____ 203-749-7678 _____
 Email address _____ mark.vonhofen@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Georgia

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Hawaii

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 5930 Cornerston Court W San Diego, CA 92121 _____
 Single Point of Contact _____ Francie Coffey _____
 Title _____ Government Account Manager _____
 Phone Number _____ 213-256-1917 _____
 Fax Number _____ 203-460-9181 _____
 Email address _____ francie.coffey@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Hawaii

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 5930 Cornerston Court W, San Diego, CA 92121 _____
 Single Point of Contact _____ Robert Siverand _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 203-512-8232 _____
 Fax Number _____ 203-207-8566 _____
 Email address _____ robert.siverand@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Hawaii

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Idaho

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 1245 E Brickyard #240 Salt Lake City, UT 84106 _____
 Single Point of Contact _____ Bill Walter _____
 Title _____ Government Account Manager _____
 Phone Number _____ 303-641-9575 _____
 Fax Number _____ 203-460-5758 _____
 Email address _____ bill.walter@pb.com _____



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Web address (if applicable) Offeror Response
Geographic area of coverage in each state for each dealer Entire State

State: **Idaho**

Dealer Name: Pitney Bowes, Inc
Dealer Address; 1245 E Brickyard #240, Salt Lake City, UT 84106
Single Point of Contact Robert Siverand
Title Regional Customer Service Director
Phone Number 203-512-8232
Fax Number 203-207-8566
Email address robert.siverand@pb.com
Web address (if applicable) www.pb.com
Geographic area of coverage in each state for each dealer Entire State

State: **Idaho**

Dealer Name: Offeror Response
Dealer Address; Offeror Response
Single Point of Contact Offeror Response
Title Offeror Response
Phone Number Offeror Response
Fax Number Offeror Response
Email address Offeror Response
Web address (if applicable) Offeror Response
Geographic area of coverage in each state for each dealer Offeror Response

State: **Illinois**

Dealer Name: Pitney Bowes
Dealer Address; 4517 N Rockwood Drive #C Peoria, IL 61615
Single Point of Contact Ernie Russell
Title Government Account Manager
Phone Number 309-265-8306
Fax Number 309-692-6531
Email address ernest.russell@pb.com
Web address (if applicable) Offeror Response
Geographic area of coverage in each state for each dealer Entire State

State: **Illinois**

Dealer Name: Pitney Bowes, Inc
Dealer Address; 4517 N Rockwood Dr #C, Peoria, IL 61615
Single Point of Contact Jon Gauthier
Title Regional Customer Service Director
Phone Number 203-512-7934
Fax Number 203-749-7564
Email address jon.gauthier@pb.com
Web address (if applicable) www.pb.com
Geographic area of coverage in each state for each dealer Entire State

State: **Illinois**

Dealer Name: Offeror Response
Dealer Address; Offeror Response
Single Point of Contact Offeror Response
Title Offeror Response
Phone Number Offeror Response
Fax Number Offeror Response
Email address Offeror Response
Web address (if applicable) Offeror Response
Geographic area of coverage in each state for each dealer Offeror Response



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: Mailing room Equipment, Supplies and Maintenance

State: **Indiana**

Dealer Name: Pitney Bowes
 Dealer Address; 5071 W 74th St Indianapolis, IN 46268
 Single Point of Contact Becki Shaw
 Title Government Account Manager
 Phone Number 317-340-9415
 Fax Number 317-575-8891
 Email address rebecca.shaw@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: **Indiana**

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 5071 W. 74th St, Indianapolis, IN 46268
 Single Point of Contact Jon Gauthier
 Title Regional Customer Service Director
 Phone Number 203-512-7934
 Fax Number 203-749-7564
 Email address jon.gauthier@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: **Indiana**

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: **Iowa**

Dealer Name: Pitney Bowes
 Dealer Address; 1245 E brickyard #240 Salt Lake City, UT 84106
 Single Point of Contact Kerry Lea Fellers
 Title Government Account Manager
 Phone Number 608-312-8227
 Fax Number 203-617-6160
 Email address kerrylea.fellers@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: **Iowa**

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 4517 N Rockwood Dr #C, Peoria, IL 61615
 Single Point of Contact Jon Gauthier
 Title Regional Customer Service Director
 Phone Number 203-512-7934
 Fax Number 203-749-7564
 Email address jon.gauthier@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: **Iowa**

Dealer Name: Offeror Response



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Kansas

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 9705 N Broadway #150 Oklahoma City, OK 73114 _____
 Single Point of Contact _____ Chuck Maroon _____
 Title _____ Government Account Manager _____
 Phone Number _____ 913-952-2222 _____
 Fax Number _____ 203-460-9166 _____
 Email address _____ chuck.maroon@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Kansas

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 9705 N Broadway #150, Oklahoma City, OK 73114 _____
 Single Point of Contact _____ Jon Gauthier _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 203-512-7934 _____
 Fax Number _____ 203-749-7564 _____
 Email address _____ jon.gauthier@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Kansas

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Kentucky

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 2115 Stanley Gault Parkway Louisville, KY 40223 _____
 Single Point of Contact _____ Becki Shaw _____
 Title _____ Government Account Manager _____
 Phone Number _____ 317-340-9415 _____
 Fax Number _____ 317-575-8891 _____
 Email address _____ rebecca.shaw@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Kentucky

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 2115 Stanley Gault Pkwy, Louisville, KY 40223 _____
 Single Point of Contact _____ Jon Gauthier _____



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Title _____ Regional Customer Service Director _____
 Phone Number _____ 203-512-7934 _____
 Fax Number _____ 203-749-7564 _____
 Email address _____ jon.gauthier@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Kentucky

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Louisiana

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 2533 Bert Kouns Industrial Loop # 223 Shreveport, LA 71118 _____
 Single Point of Contact _____ Denise Beychok - Stevens _____
 Title _____ Government Account Manager _____
 Phone Number _____ 225-931-8780 _____
 Fax Number _____ 225-755-6041 _____
 Email address _____ denise.beychok@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Louisiana

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 2533 Bert Kouns Industrial Loop #223, Shreveport, LA 71118 _____
 Single Point of Contact _____ Mark Von Hofen _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 267-421-1519 _____
 Fax Number _____ 203-749-7678 _____
 Email address _____ mark.vonhofen@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Louisiana

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Maine

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 970 Baxter Blvd Portland ME 04103 _____
 Single Point of Contact _____ Bob Mailo _____
 Title _____ Government Account Manager _____
 Phone Number _____ 781-291-1719 _____
 Fax Number _____ 781-472-7340 _____



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Email address bob.mailo@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Maine

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 970 Baxter Blvd, Portland, ME 04103
 Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Maine

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Maryland

Dealer Name: Pitney Bowes
 Dealer Address; 3920 Vero Road #A Baltimore, MD 21227
 Single Point of Contact Eric Schmude
 Title Government Account Manager
 Phone Number 804-496-6912
 Fax Number 203-460-9653
 Email address eric.schmude@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Maryland

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 3920 Vero Rd #A, Baltimore, MD 21227
 Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Maryland

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: Massachusetts

Dealer Name: Pitney Bowes
 Dealer Address; 48 Woerd Ave #102 Waltham, MA 02453
 Single Point of Contact Bob Mailo
 Title Government Account Manager
 Phone Number 781-291-1719
 Fax Number 781-472-7340
 Email address bob.mailo@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Massachusetts

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 48 Woerd Ave #102, Waltham, MA 02453
 Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Massachusetts

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Michigan

Dealer Name: Pitney Bowes
 Dealer Address; 3800 Heritage Drive #A2 Okemos, MI 48864
 Single Point of Contact Ken Turner
 Title Government Account Manager
 Phone Number 517-763-6712
 Fax Number 203-460-9480
 Email address kendall.turner@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Michigan

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 3800 Heritage Dr #A2, Okemos, MI 48864
 Single Point of Contact Jon Gauthier
 Title Regional Customer Service Director
 Phone Number 203-512-7934
 Fax Number 203-749-7564
 Email address jon.gauthier@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Michigan



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Minnesota

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 2300 Nevada Ave N # 300 Golden Valley, MN 55427 _____
 Single Point of Contact _____ Burdette Elsbury _____
 Title _____ Government Account Manager _____
 Phone Number _____ 402-935-7090 _____
 Fax Number _____ 952-944-8739 _____
 Email address _____ Burdette.elsbury@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Minnesota

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 2300 Nevada Ave N #300, Golden Valley, MN 55427 _____
 Single Point of Contact _____ Jon Gauthier _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 203-512-7934 _____
 Fax Number _____ 203-749-7564 _____
 Email address _____ jon.gauthier@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Minnesota

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Mississippi

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 700 Cahaba Valley Circle Pelham, AL 35124 _____
 Single Point of Contact _____ David Gobbel _____
 Title _____ Government Account Manager _____
 Phone Number _____ 601-454-9927 _____
 Fax Number _____ 203-460-3023 _____
 Email address _____ david.gobbel@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Mississippi

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 700 Cahaba Valley Circle, Pelham, AL 35124 _____



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Mississippi

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Missouri

Dealer Name: Pitney Bowes
 Dealer Address; 1884 Lackland Hill Parkway #3 St Louis MO 63146
 Single Point of Contact Scottie Domenico
 Title Government Account Manager
 Phone Number 615-438-4527
 Fax Number 203-460-3218
 Email address scottie.domenico@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Missouri

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 1884 Lackland Hill Pkwy #3, St Louis, MO 63146
 Single Point of Contact Jon Gauthier
 Title Regional Customer Service Director
 Phone Number 203-512-7934
 Fax Number 203-749-7564
 Email address jon.gauthier@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Missouri

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Montana

Dealer Name: Pitney Bowes
 Dealer Address; 10110 I St Omaha NE 68127
 Single Point of Contact Chelsea Jorgensen
 Title Government Account Manager
 Phone Number 206-851-3353



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Fax Number _____ 203-460-3251 _____
 Email address _____ chelsea.jorgensen@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Montana

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 10110 I St, Omaha, NE 68127 _____
 Single Point of Contact _____ Robert Siverand _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 203-512-8232 _____
 Fax Number _____ 203-207-8566 _____
 Email address _____ robert.siverand@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Montana

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Nebraska

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 10110 I St Omaha NE 68127 _____
 Single Point of Contact _____ Chuck Maroon _____
 Title _____ Government Account Manager _____
 Phone Number _____ 913-952-2222 _____
 Fax Number _____ 203-460-9166 _____
 Email address _____ chuck.maroon@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Nebraska

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 10110 I St, Omaha, NE 68127 _____
 Single Point of Contact _____ Jon Gauthier _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 203-512-7934 _____
 Fax Number _____ 203-749-7564 _____
 Email address _____ jon.gauthier@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Nebraska

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Nevada

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 6283 S Valley View Blvd # B Las Vegas, NV 89118 _____
 Single Point of Contact _____ John Fitzpatrick _____
 Title _____ Government Account Manager _____
 Phone Number _____ 916-320-4076 _____
 Fax Number _____ 203-460-5056 _____
 Email address _____ john.fitzpatrick@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Nevada

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 6283 S Valley View Blvd # B Las Vegas, NV 89118 _____
 Single Point of Contact _____ Robert Siverand _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 203-512-8232 _____
 Fax Number _____ 203-207-8566 _____
 Email address _____ robert.siverand@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Nevada

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: New Hampshire

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 970 Baxter Blvd Portland, ME 04103 _____
 Single Point of Contact _____ Bob Mailo _____
 Title _____ Government Account Manager _____
 Phone Number _____ 781-291-1719 _____
 Fax Number _____ 781-472-7340 _____
 Email address _____ bob.mailo@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: New Hampshire

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 970 Baxter Blvd, Portland, ME 04103 _____
 Single Point of Contact _____ Mark Von Hofen _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 267-421-1519 _____
 Fax Number _____ 203-749-7678 _____
 Email address _____ mark.vonhofen@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: New Hampshire

Dealer Name: _____ Offeror Response
 Dealer Address; _____ Offeror Response
 Single Point of Contact _____ Offeror Response
 Title _____ Offeror Response
 Phone Number _____ Offeror Response
 Fax Number _____ Offeror Response
 Email address _____ Offeror Response
 Web address (if applicable) _____ Offeror Response
 Geographic area of coverage in each state for each dealer _____ Offeror Response

State: New Jersey

Dealer Name: _____ Pitney Bowes
 Dealer Address; _____ 300 Phillips Blvd #300 Ewing, NJ 08618
 Single Point of Contact _____ Sebastian Tenebruso
 Title _____ Government Account Manager
 Phone Number _____ 609-851-2280
 Fax Number _____ 203-460-9094
 Email address _____ sebastian.tenebruso@pb.com

Web address (if applicable) _____ Offeror Response
 Geographic area of coverage in each state for each dealer _____ Entire State

State: New Jersey

Dealer Name: _____ Pitney Bowes, Inc
 Dealer Address; _____ 300 Phillips Blvd #300, Ewing, NJ 08618
 Single Point of Contact _____ Mark Von Hofen
 Title _____ Regional Customer Service Director
 Phone Number _____ 267-421-1519
 Fax Number _____ 203-749-7678
 Email address _____ mark.vonhofen@pb.com
 Web address (if applicable) _____ www.pb.com
 Geographic area of coverage in each state for each dealer _____ Entire State

State: New Jersey

Dealer Name: _____ Offeror Response
 Dealer Address; _____ Offeror Response
 Single Point of Contact _____ Offeror Response
 Title _____ Offeror Response
 Phone Number _____ Offeror Response
 Fax Number _____ Offeror Response
 Email address _____ Offeror Response
 Web address (if applicable) _____ Offeror Response
 Geographic area of coverage in each state for each dealer _____ Offeror Response

State: New Mexico

Dealer Name: _____ Pitney Bowes
 Dealer Address; _____ 6301 Indian School Road #100 Albuquerque NM 87110
 Single Point of Contact _____ Lonnie Kennedy
 Title _____ Government Account Manager
 Phone Number _____ 512-740-3866
 Fax Number _____ 203-460-9189
 Email address _____ lonnie.kennedy@pb.com
 Web address (if applicable) _____ Offeror Response
 Geographic area of coverage in each state for each dealer _____ Entire State

State: New Mexico



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 6301 Indian School Rd #100, Albuquerque, NM 87110
 Single Point of Contact Robert Siverand
 Title Regional Customer Service Director
 Phone Number 203-512-8232
 Fax Number 203-207-8566
 Email address robert.siverand@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: New Mexico

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: New York

Dealer Name: Pitney Bowes
 Dealer Address; 1 Global View 1st Floor Troy NY 12180
 Single Point of Contact Ken Beaton
 Title Government Account Manager
 Phone Number 518-210-9574
 Fax Number 203-460-3151
 Email address ken.beaton@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: New York

Dealer Name: Pitney Bowes
 Dealer Address; 25 Northpointe #400 Buffalo NY 14228
 Single Point of Contact Jerry Noble
 Title Government Account Manager
 Phone Number 212-239-6902
 Fax Number _____
 Email address jerry.noble@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer City of New York

State: New York

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 37 Executive Dr, Danbury, CT 06810
 Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: North Carolina

Dealer Name: Pitney Bowes
 Dealer Address; 3150 Springforest Rd #122 Raleigh NC 27616



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Single Point of Contact Joyce Carlough
 Title Government Account Manager
 Phone Number 919-225-7947
 Fax Number 919-790-5125
 Email address joyce.carlough@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: North Carolina

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 3150 Springforest Rd #122, Raleigh, NC 27616
 Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: North Carolina

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: North Dakota

Dealer Name: Pitney Bowes
 Dealer Address; 10110 I st Omaha NE 68127
 Single Point of Contact Kerry Lea Fellers
 Title Government Account Manager
 Phone Number 608-312-8227
 Fax Number 203-617-6160
 Email address kerrylea.fellers@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: North Dakota

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 10110 I St, Omaha, NE 68127
 Single Point of Contact Jon Gauthier
 Title Regional Customer Service Director
 Phone Number 203-512-7934
 Fax Number 203-749-7564
 Email address jon.gauthier@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State
 Geographic area of coverage in each state for each dealer Offeror Response

State: North Dakota

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Ohio

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 6910 Treelin dr #C Brecksville OH 44141 _____
 Single Point of Contact _____ Lori Rossio _____
 Title _____ Government Account Manager _____
 Phone Number _____ 614-975-4747 _____
 Fax Number _____ lori.rossio@pb.com _____
 Email address _____ kerrylea.fellers@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Ohio

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 6910 Treelin Dr #C, Brecksville, OH 44141 _____
 Single Point of Contact _____ LaManza Davis _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 404-421-7811 _____
 Fax Number _____ 203-460-3788 _____
 Email address _____ lamanza.davis@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Ohio

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Oklahoma

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 6705 N Broadway #150 Oklahoma City OK 73114 _____
 Single Point of Contact _____ Chuck Maroon _____
 Title _____ Government Account Manager _____
 Phone Number _____ 913-952-2222 _____
 Fax Number _____ 203-460-9166 _____
 Email address _____ chuck.maroon@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Oklahoma

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 6705 N Broadway #150, Oklahoma City, OK 73114 _____
 Single Point of Contact _____ Jon Gauthier _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 203-512-7934 _____
 Fax Number _____ 203-749-7564 _____
 Email address _____ jon.gauthier@pb.com _____



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Web address (if applicable) www.pb.com
Geographic area of coverage in each state for each dealer Entire State

State: Oklahoma

Dealer Name: Offeror Response
Dealer Address; Offeror Response
Single Point of Contact Offeror Response
Title Offeror Response
Phone Number Offeror Response
Fax Number Offeror Response
Email address Offeror Response
Web address (if applicable) Offeror Response
Geographic area of coverage in each state for each dealer Offeror Response

State: Oregon

Dealer Name: Pitney Bowes
Dealer Address; 8880 SW Nimbus Ave #B Beaverton OR 97008
Single Point of Contact Chelsea Jorgensen
Title Government Account Manager
Phone Number 206-851-3353
Fax Number 203-460-3251
Email address chelsea.jorgensen@pb.com
Web address (if applicable) Offeror Response
Geographic area of coverage in each state for each dealer Entire State

State: Oregon

Dealer Name: Pitney Bowes, Inc
Dealer Address; 8880 SW Nimbus Ave #B, Beaverton, OR 97008
Single Point of Contact Robert Siverand
Title Regional Customer Service Director
Phone Number 203-512-8232
Fax Number 203-207-8566
Email address robert.siverand@pb.com
Web address (if applicable) www.pb.com
Geographic area of coverage in each state for each dealer Entire State

State: Oregon

Dealer Name: Offeror Response
Dealer Address; Offeror Response
Single Point of Contact Offeror Response
Title Offeror Response
Phone Number Offeror Response
Fax Number Offeror Response
Email address Offeror Response
Web address (if applicable) Offeror Response
Geographic area of coverage in each state for each dealer Offeror Response

State: Pennsylvania

Dealer Name: Pitney Bowes
Dealer Address; 894 Marcon Blvd #110 Allentown PA 18109
Single Point of Contact Ken Beaton
Title Government Account Manager
Phone Number 518-210-9574
Fax Number 203-460-3151
Email address ken.beaton@pb.com
Web address (if applicable) Offeror Response
Geographic area of coverage in each state for each dealer Entire State



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: Pennsylvania

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 894 Marcon Blvd #110, Allentown, PA 18109
 Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Pennsylvania

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Rhode Island

Dealer Name: Pitney Bowes
 Dealer Address; 70 Catamore Blvd E Providence RI 02914
 Single Point of Contact Russ Rodd
 Title Government Account Manager
 Phone Number 860-687-9936
 Fax Number _____
 Email address russell.rodd@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Rhode Island

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 70 Catamore Blvd, E Providence, RI 02914
 Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Rhode Island

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: South Carolina



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Dealer Name: Pitney Bowes
 Dealer Address; 121 Executive Center Drive #104 Columbia SC 29210
 Single Point of Contact Mitch Cummings
 Title Government Account Manager
 Phone Number 678-629-4807
 Fax Number 203-460-9399
 Email address mitch.cummings@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: South Carolina

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 121 Executive Center Dr #104, Columbia, SC 29210
 Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: South Carolina

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: South Dakota

Dealer Name: Pitney Bowes
 Dealer Address; 10110 I St Omaha NE 68127
 Single Point of Contact Burdette Elsbury
 Title Government Account Manager
 Phone Number 402-935-7090
 Fax Number 952-944-8739
 Email address Burdette.Elsbury@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: South Dakota

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 10110 I St, Omaha, NE 68127
 Single Point of Contact Jon Gauthier
 Title Regional Customer Service Director
 Phone Number 203-512-7934
 Fax Number 203-749-7564
 Email address jon.gauthier@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: South Dakota

Dealer Name: Offeror Response
 Dealer Address; Offeror Response



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Tennessee

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 1657 Shelby Oaks Dr #105 Memphis TN 38134 _____
 Single Point of Contact _____ Scottie Domenico _____
 Title _____ Government Account Manager _____
 Phone Number _____ 615-438-4527 _____
 Fax Number _____ 203-460-3218 _____
 Email address _____ scottie.domenico@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Tennessee

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 1657 Shelby Oaks Dr #105, Memphis, TN 38134 _____
 Single Point of Contact _____ Mark Von Hofen _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 267-421-1519 _____
 Fax Number _____ 203-749-7678 _____
 Email address _____ mark.vonhofen@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Tennessee

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Texas

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 3950 Fossil Creek Blvd #203 Fort Worth TX 76137 _____
 Single Point of Contact _____ Lonnie Kennedy _____
 Title _____ Government Account Manager _____
 Phone Number _____ 512-740-3866 _____
 Fax Number _____ 203-460-9189 _____
 Email address _____ lonnie.kennedy@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Texas

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 20658 Stone Oak Parkway #104 San Antonio TX 78258 _____
 Single Point of Contact _____ Boyd Hering _____
 Title _____ Government Account Manager _____
 Phone Number _____ 512-619-8220 _____



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Fax Number 203-460-9242
 Email address boyd.hering@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Texas

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 20658 Stone Oak Pkwy #104, San Antonio, TX 78258
 Single Point of Contact LaManza Davis
 Title Regional Customer Service Director
 Phone Number 404-421-7811
 Fax Number 203-460-3788
 Email address lamanza.davis@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Utah

Dealer Name: Pitney Bowes
 Dealer Address; 1245 E Brickyard #240 Salt Lake City UT 84106
 Single Point of Contact Bill Walter
 Title Government Account Manager
 Phone Number 303-641-9575
 Fax Number 203-460-5758
 Email address bill.walter@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Utah

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 1245 E Brickyard #240, Salt Lake City, UT 84106
 Single Point of Contact Robert Siverand
 Title Regional Customer Service Director
 Phone Number 203-512-8232
 Fax Number 203-207-8566
 Email address robert.siverand@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Utah

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Vermont

Dealer Name: Pitney Bowes
 Dealer Address; 970 Baxter Blvd Portland ME 04103
 Single Point of Contact Ken Beaton
 Title Government Account Manager
 Phone Number 518-210-9574
 Fax Number 203-460-3151
 Email address ken.beaton@pb.com
 Web address (if applicable) Offeror Response



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Geographic area of coverage in each state for each dealer Entire State

State: Vermont

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 37 Executive Dr, Danbury, CT 06810
 Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Vermont

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Virginia

Dealer Name: Pitney Bowes
 Dealer Address; 11551 Nuckols Road # E Richmond VA 23059
 Single Point of Contact Eric Schmude
 Title Government Account Manager
 Phone Number 804-496-6912
 Fax Number 203-460-9653
 Email address eric.schmude@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Virginia

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 11551 Nuckols Rd #E, Richmond, VA 23059
 Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Virginia

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: Washington

Dealer Name: Pitney Bowes
 Dealer Address; 6811 S 204th ST # 110 Kent WA 99201
 Single Point of Contact Chelsea Jorgensen
 Title Government Account Manager
 Phone Number 206-851-3353
 Fax Number 203-460-3251
 Email address chelsea.jorgensen@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: Washington

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 6811 S 204th St #110, Kent, WA 99201
 Single Point of Contact Robert Siverand
 Title Regional Customer Service Director
 Phone Number 203-512-8232
 Fax Number 203-207-8566
 Email address robert.siverand@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Washington

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: West Virginia

Dealer Name: Pitney Bowes
 Dealer Address; 527 Second Ave S Charleston WV 25303
 Single Point of Contact Eric Schmude
 Title Government Account Manager
 Phone Number 804-496-6912
 Fax Number 203-460-9653
 Email address eric.schmude@pb.com
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Entire State

State: West Virginia

Dealer Name: Pitney Bowes, Inc
 Dealer Address; 527 Second Ave S, Charleston, WV 25303
 Single Point of Contact Mark Von Hofen
 Title Regional Customer Service Director
 Phone Number 267-421-1519
 Fax Number 203-749-7678
 Email address mark.vonhofen@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: West Virginia

Dealer Name: Offeror Response
 Dealer Address; Offeror Response



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Wisconsin

Dealer Name: _____ Pitney Bowes _____
 Dealer Address: _____ 6737 W Washington Ave # 3120 West Allis WI 53214 _____
 Single Point of Contact _____ Kerry Lea Fellers _____
 Title _____ Government Account Manager _____
 Phone Number _____ 608-312-8227 _____
 Fax Number _____ 203-617-6160 _____
 Email address _____ kerrylea.fellers@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Wisconsin

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 6737 W Washington Ave #3120, West Allis, WI 53214 _____
 Single Point of Contact _____ Jon Gauthier _____
 Title _____ Regional Customer Service Director _____
 Phone Number _____ 203-512-7934 _____
 Fax Number _____ 203-749-7564 _____
 Email address _____ jon.gauthier@pb.com _____
 Web address (if applicable) _____ www.pb.com _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Wisconsin

Dealer Name: _____ Offeror Response _____
 Dealer Address; _____ Offeror Response _____
 Single Point of Contact _____ Offeror Response _____
 Title _____ Offeror Response _____
 Phone Number _____ Offeror Response _____
 Fax Number _____ Offeror Response _____
 Email address _____ Offeror Response _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Offeror Response _____

State: Wyoming

Dealer Name: _____ Pitney Bowes _____
 Dealer Address; _____ 373 Inverness Parkway #206 Centennial CO 80112 _____
 Single Point of Contact _____ Bill Walter _____
 Title _____ Government Account Manager _____
 Phone Number _____ 303-641-9575 _____
 Fax Number _____ 203-460-5758 _____
 Email address _____ bill.walter@pb.com _____
 Web address (if applicable) _____ Offeror Response _____
 Geographic area of coverage in each state for each dealer _____ Entire State _____

State: Wyoming

Dealer Name: _____ Pitney Bowes, Inc _____
 Dealer Address; _____ 373 Inverness Pkwy #206, Centennial, CO 80112 _____
 Single Point of Contact _____ Robert Siverand _____
 Title _____ Regional Customer Service Director _____



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Phone Number 203-512-8232
 Fax Number 203-207-8566
 Email address robert.siverand@pb.com
 Web address (if applicable) www.pb.com
 Geographic area of coverage in each state for each dealer Entire State

State: Wyoming

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Puerto Rico

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Puerto Rico

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response

State: Puerto Rico

Dealer Name: Offeror Response
 Dealer Address; Offeror Response
 Single Point of Contact Offeror Response
 Title Offeror Response
 Phone Number Offeror Response
 Fax Number Offeror Response
 Email address Offeror Response
 Web address (if applicable) Offeror Response
 Geographic area of coverage in each state for each dealer Offeror Response



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: Mailing room Equipment, Supplies and Maintenance



Offeror Response Form – Key Personnel

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing Equipment, Supplies and Maintenance**

1. Key Personnel

Contractor shall provide an adequate staff of experienced personnel, capable of and devoted to the successful accomplishment of work to be performed under the Contract. Contractor shall assign specific individuals to key positions in support of the Contract. Once assigned to work under the Contract, Key Personnel shall not be removed or replaced without the prior written approval of the lead State. As requested by the lead State, Contractor shall remove and/or replace Key Personnel from performance under the Contract. Key Personnel shall include; the name of Key Personnel; their relevant qualifications and experience; their specific responsibilities under the Contract; and all contact data including telephone number(s) and e-mail address.

1.1. Key Personnel (Contract Contact)

Name: Arthur E. Adams Jr. _____

Telephone No.: 203-351-7866 _____

E-Mail: art.adams@pb.com _____

Mailing Address: One Elmcroft Road _____

City: Stamford _____

State: Connecticut _____ Zip: Offeror 06926-0700 _____

Contract Responsibility: Negotiation of Master Agreement and individual State Participating Addenda; 30 years of Industry Experience; Responsible for current WSCA EPS050076-A2-2 and NASPO OFF22 Master Agreements and Participating Addenda Contracts Language (See attached file for biography)

1.2. Key Personnel (Ordering – New Customers)

Name: Katharine Parker _____

Telephone No.: 480-227-4639 _____

E-Mail: Katharine.parker@pb.com _____

Mailing Address: 23751 North 23rd Avenue _____

City: Phoenix _____

State: AZ _____ Zip: 85085-1863 _____

Contract Responsibility: Government Account Manager for State of Arizona; responsible for oversight and training of local sales force, customer relations, issue resolution. (See attached file for biography)

1.3. Key Personnel (Billing – Current Customers)

Name: Rita Chandler _____

Telephone No.: 757.963.5400 _____

E-Mail: Rita.Chandler@pb.com _____

Mailing Address: 1305 Executive Blvd _____

City: Chesapeake _____

State: Virginia _____ Zip: 23320 _____



Offeror Response Form – Key Personnel

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing Equipment, Supplies and Maintenance**

Contract Responsibility: Manager, Government Billing oversees billing, collections and contract support related to the government customer's specialized needs (See attached file for biography)

1.4. Key Personnel (Customer Service – Service Problems, Outages, SLA Issues)

Name: Pam Edgerton

Telephone No.: 509-363-3694 x 5183

E-Mail: pam.edgerton@pb.com

Mailing Address: Pitney Bowes - STE 3000

1313 Atlantic

City: Spokane

State: WA Zip: 99901

Contract Responsibility: Operations Center Supervisor supports all aspects of service for the field customer service technicians and managers (See attached file for biography)

Key Personnel

Katharine Parker

Katharine Parker is the Strategic Account Manager of State and Local accounts for the State of Arizona. She began her career with Pitney Bowes in 2002 as a Senior Sales Executive. In 2006 Katharine was promoted to Strategic Account Manager for the State of Arizona & Nevada. Her primary responsibility is the management of the state and local accounts, training PB sales executives and other Government Account Managers on sales made to states that utilize the WSCA contract. She has also served as the Phoenix district trainer and mentor for new hires. Katharine lives in Manchester, Iowa with her family.

Arthur Adams

Art Adams is a graduate of Central Connecticut State University and is both a Certified Management Accountant and Certified Public Accountant. Art has held various senior financial, operational and corporate positions over his 30 year career with Pitney Bowes. He has spent a significant portion of his profession managing financial and operational functions outside of the US. In his current capacity as the Director of Cooperative Contracts he is responsible for overseeing the negotiation and compliance for the Company's agreements with State and Local Governments. Art has been involved in over 3,500 transactions since he joined the contracts department in the spring of 2006.

Art also established a start-up bio-technology company providing tests for Ecoli in marine waterways as well as a recruiting company focusing on placing college graduates in the Finance, Marketing, Sales and Engineering fields.

Art is married and has three children. They reside in Newtown, CT. The family enjoys volunteering for various charities in the New England area such as the Hole in the Wall Gang Camp in Ashford, CT and Children with Pace Makers in Boston, MA. He and Dawn foster greyhounds for Greyhound Rescue and Rehabilitation located in Westchester, NY.

Rita Chandler

Rita has been the Manager for Pitney Bowes Government Billing and Customer Support Services since 2005. She manages the administration of government contracts for State, Local and Federal government accounts. Rita's focus is providing full support for the government's specialized needs related to billing and contract support. She has a strong understanding of documentation required to support government billing and has worked extensively to support the government

business. Prior to joining the government team, Rita managed Pitney Bowes National Accounts for three years, and has 20 years experience in business operations, as well as 3 years working as an operations analyst and auditor. Rita resides in Virginia with her family.

Pam Edgerton

Supervisor, Customer Care Operations

Pam has been with Pitney Bowes for over 15 years. Areas of expertise include Training/Instructional Design, Rapid Response -Technical Support (RRC), and service support (Customer Care Operations). 15 years ago, she started my career with Pitney Bowes within the Spokane Call Center Administrative group. Pam's experience includes 2 years of general sales information and service dispatch, including field service support for the field technicians (old ACCESS), 7 years of technical support with RRC, including all Legacy and Digital Mailing (DM) products, and 5 years as the Training Specialist & Instructional Designer for the Product Support/RRC groups within the Spokane Call Center and National Training for Outsource locations. Currently, Pam works for the Customer Care Organization (US Mailing Service Org) as the Supervisor for the Operations Center and have been in this position for the last 17 months. Her team supports all aspects of service for the entire field, including customer service technicians and managers (both US Mailing and DMT) and most recently, the new Service Scheduling System, aka S3 or SSS. Pam lives with her family in Spokane, WA.

Pitney Bowes Inc.

Biographies of PBI Sales, Service, and Management Representatives

Management Team

Shawn Uleske

Shawn Uleske is the Vice President of Channel Marketing for the Field Sales and Inside Sales Channels. She joined Pitney Bowes in 1985 as an Area Sales Representative in San Bernardino, California and worked as an Area Sales Manager before joining the US Mailing Marketing Department in Stamford, Connecticut. Shawn has held various positions within Pitney Bowes including leading the team that developed My Account on pb.com. Over the last 7 years, she has been accountable for customers in the US Mailing Business unit in both commercial and Government sectors. Shawn lives in Stamford, CT with her husband Howard, and has been married for 28 years. Shawn has been active in the South End Community clean up, a volunteer for Habitat for Humanity, and a member of “Friends of Ferguson”, our local library.

Erik Nelson

Erik Nelson National Director of Government sales, 17+ yrs experience with Pitney Bowes in a variety of roles from Logistics Team Manager, Area Sales Manager, District Director, and Program Marketing Director. He resides in the Albany area with his wife Jennifer of 17+ years and 3 sons.

Sharmali A Commodore

Sharmali is the Government Marketing Director for Pitney Bowes. She joined PB in 2004 and has held various roles in the Enterprise and Government marketing departments. In her most current role she is responsible for all marketing to the State, Local and Federal governments including contract pricing and positioning, trade shows and e-procurement. Sharmali has her MBA in Marketing and a BS in Finance from Fairfield University. She has been married for 8 years and has a 4 year old son, Kaelon and a 15 month old daughter, Sifani. She lives in Trumbull, CT and works in the PB WHQ in Stamford, CT. Sharmali is active with the local habitat for humanity as well as in her church PEP programs.

Rita Chandler

Rita has been the Manager for Pitney Bowes Government Billing and Customer Support Services since 2005. She manages the administration of government contracts for State, Local and Federal government accounts. Rita's focus is providing full support for the government's specialized needs related to billing and contract support. She has a strong understanding of documentation required to support government billing and has worked extensively to support the government business. Prior to joining the government team, Rita managed Pitney Bowes National Accounts for three years, and has 20 years experience in business operations, as well as 3 years working as an operations analyst and auditor. Rita resides in Virginia with her family.

Pam Edgerton

Supervisor, Customer Care Operations

Pam has been with Pitney Bowes for over 15 years. Areas of expertise include Training/Instructional Design, Rapid Response -Technical Support (RRC), and service support (Customer Care Operations). 15 years ago, she started my career with Pitney Bowes within the Spokane Call Center Administrative group. Pam's experience includes 2 years of general sales information and service dispatch, including field service support for the field technicians (old ACCESS), 7 years of technical support with RRC, including all Legacy and Digital Mailing (DM) products, and 5 years as the Training Specialist & Instructional Designer for the Product Support/RRC groups within the Spokane Call Center and National Training for Outsource locations. Currently, Pam works for the Customer Care Organization (US Mailing Service Org) as the Supervisor for the Operations Center and have been in this position for the last 17 months. Her team supports all aspects of service for the entire field, including customer service technicians and managers (both US Mailing and DMT) and most recently, the new Service Scheduling System, aka S3 or SSS. Pam lives with her family in Spokane, WA

Derek Camps-Campins

Derek Camps-Campins is Pitney Bowes Inc. East Regional Sales Manager State & Local Government for Mailing Solutions Management. In his 15+ years with Pitney Bowes, he has held numerous roles such as Senior Sales Executive, Field Sales Manager, Area Sales Manager, District Director (twice), Director of Customer Marketing and Director of Solutions Sales. Over his past 15+ years he has provided consulting to organizations of all

sizes and industries to impact areas such as increase revenue, reduce cost, and increase productivity. Derek's strong knowledge in Solution Base Consulting has help save Pitney Bowes customers money and create positive business guidelines that can be used at all levels of an organization.

Derek lives in the metro Boston, MA market with his wife Cheryl and they are expecting their first child in August 2011. He has been involved with the Boys & Girls Club for 3 years coaching baseball at different age levels plus working with local youth baseball programs. Prior to coming to Pitney Bowes Inc. Derek graduated from Merrimack College with a BS in Business Management / Marketing. He also played baseball for four years at Merrimack and captain his senior year.

David Santoro

Regional Government Sales Manager/West

Dave Santoro joined the Pitney Bowes Management team on 12/31/2004. Since that time he has held positions as the Dealer Director in Illinois, PB SECAP Division, followed by Regional Manager, of Illinois, Michigan and Wisconsin, PB SECAP Division, then added Minnesota to his responsibilities. He then was promoted to Regional VP of the Central Division managing 18 states of Independent and corporate owned dealerships, and prior to his current position was the VP of Operations for PB SECAP, managing all corporate owned dealerships nationwide.

He has been in the mail automation industry for over twenty five years and has firsthand experience with PB and competitive equipment and solutions based on prior offerings. He has also been published in Mail & Shipping Magazine for his insight to trends. He owned his own mail equipment dealership prior to selling it to Pitney Bowes in 2004 and his own copier company prior to selling it to Alco Standard in 1997.

Mr. Santoro is a proven leader and entrepreneur. He is a trained negotiator with an emphasis on Kinesics and conflict resolution and has been used in the voir dire process of juror selection by select law firms. He is a graduate of the University of Iowa with majors in Economics and Marketing.

Mr. Santoro lives outside of Chicago with his wife of 22 years. He has a daughter who attends college upstate NY and a son who is a junior at the local H.S. He volunteers at the Lazarus House for the Homeless, is an active member of Habitat for Humanity and is a Toastmaster. He has spoken at

many schools over the years on his “orange principal” and “how to embrace life by being totally responsible for everything you do”. He is a licensed skydiver and scuba diver, enjoys flying small aircraft, and believes strongly in PMA.

Arthur Adams

Art Adams is a graduate of Central Connecticut State University and is both a Certified Management Accountant and Certified Public Accountant. Art has held various senior financial, operational and corporate positions over his 30 year career with Pitney Bowes. He has spent a significant portion of his profession managing financial and operational functions outside of the US. In his current capacity as the Director of Cooperative Contracts he is responsible for overseeing the negotiation and compliance for the Company’s agreements with State and Local Governments. Art has been involved in over 3,500 transactions since he joined the contracts department in the spring of 2006.

Art also established a start-up bio-technology company providing tests for Ecoli in marine waterways as well as a recruiting company focusing on placing college graduates in the Finance, Marketing, Sales and Engineering fields.

Art is married and has three children. They reside in Newtown, CT. The family enjoys volunteering for various charities in the New England area such as the Hole in the Wall Gang Camp in Ashford, CT and Children with Pace Makers in Boston, MA. He and Dawn foster greyhounds for Greyhound Rescue and Rehabilitation located in Westchester, NY.

State Account Managers and Regional Service Directors

Katharine Parker

Katharine Parker is the Strategic Account Manager of State and Local accounts for the State of Arizona. She began her career with Pitney Bowes in 2002 as a Senior Sales Executive. In 2006 Katharine was promoted to Strategic Account Manager for the State of Arizona & Nevada. Her primary responsibility is the management of the state and local accounts, training PB sales executives and other Government Account Managers on sales made to states that utilize the WSCA contract. She has also served as the Phoenix district trainer and mentor for new hires. Katharine lives in Manchester, Iowa with her family.

Russ Rodd

Russell Rodd has been in the business solutions industry as a professional sales person for 21 years. Russ has experience in copier, print, and production print software solutions as well as postal cost savings expertise. Professional positions held have included: copier geography representative, major account manager, national account manager and government account manager. For the last 11 years he has managed the governmental business for the State of Connecticut and recently taken on the state of Rhode Island. Russ has a degree in Political Science, BS degree in Business Economics and a Masters of Business Administration (MBA) and resides with his family in Northford, CT.

Vic Paschal

Vic Paschal has been with Pitney Bowes, Inc 18 years and has held many key sales and sales manager positions in the Southeast US. Vic has conducted multiple State of the State presentations involving C-level annual reviews at the Agency, Department and State levels. Throughout his 18 years Vic has shown companies, non-profits and state & local governments how to reduce cost, increase revenue/donations and streamline processes. He has helped orchestrate new state-wide contracts in Alabama and Tennessee. Vic lives with his family in Alabama.

Lonnie Kennedy

Lonnie has been with Pitney Bowes for 29 yrs starting in 1982 in the Fort Worth TX district. During his first 10 years he received several top sales awards & top corporate awards as well. The next 10 yrs were spent in the Houston TX district where he became a Field Sales Mgr & was then promoted to Area Sales Manager. The next promotion took him to the Austin TX district as the District Sales Mgr. After several years in this position he joined the State & Local Government division covering both the State of Texas & the State of New Mexico. He has helped many government agencies reduce postage costs while improving efficiency. Lonnie lives in Austin, Texas with his family.

Boyd Hering

Boyd is currently one of two Government Account Managers for the State of Texas. He has been with Pitney Bowes for a total of 31 years, 22 of those with sales in virtually every sales position Pitney Bowes had during that

time frame. The State of Texas has more than 150 Agencies with over 1500 state wide locations, including colleges and universities, in which we offer and present postal seminars along with the USPS representatives and "Best Practice" seminars on ways to mitigate ever rising mailing and postage costs. Boyd lives with his family in McGregor, Texas.

Jerry Noble

Jerry has been with Pitney Bowes for over 29 years. Currently he is the Government Account Manager responsible for the City of New York. Jerry is a Certified Postal and Carrier Consultant, and has been recognized on numerous occasions for penetration into new accounts and competitive displacements. Jerry has a long history of dealing with nonprofit agencies and helping them improve their cash flow by streamlining their communication practices. Jerry lives in Patchogue, NY with his family.

Rebecca J Shaw

Becki has been with Pitney Bowes, Inc for 22 years. She has a BA from Indiana University in Business Marketing. She joined Pitney Bowes right out of college and has held many positions within Pitney Bowes (Account Executive, Carrier Management Specialist, Senior Account Sales Executive, Senior Account Sales Executive Contract, Major Account Executive, Major Account Executive Contract, and State Strategic Government Account Manager). She is a Certified Postal Consultant and Gold Certified. She has been working with The State of Indiana for 20 of her 22 years with Pitney Bowes. She also manages the Commonwealth of Kentucky. Becki has been very helpful to State and Local Government Accounts helping them to increase efficiencies improve processes and reduce cost. Becki lives in Fishers, IN with her family.

Kendall Turner

Ken has been with Pitney Bowes 35 years and has held many key positions (Senior Sales Executive/Field Sales Manager, Area Sales Manager, District Sales Manager, and Enterprise Strategic Sales Manager). Currently, Ken is the Strategic Account Representative for the State of Michigan since 2008. He negotiated local government contracts and the recent State of Michigan contract. Ken has conducted C-level seminars with State office, Agencies Local Governments and Universities on Postal Management, Reducing Carrier Costs and conducted seminars Universities, nonprofits, local governments on postal funds management. Ken is a graduate of Northern Michigan University. Ken lives with his family in South Lyon, MI

Ernie Russell

Ernie has been with Pitney Bowes Inc for 22 years, and has held many positions including Product Specialists, Sales Manager, Training Manager, Interim District Director and Government Account Representative handling the State of Illinois. He has held the current position of Government Account Representative for the state of IL for the past 10 years. He manages all government sales in both local and state government through approximately 34 sales representatives and four sales managers across Illinois. He is personally responsible for the negotiation of the State Master Contract as well as maintaining a proper relationship between Illinois and Pitney Bowes, which has allowed him to grow the overall business more than 300% over the years he has been in this position. Ernie lives with his family in Illinois.

Sebastian Tenebruso

Sebastian has been with Pitney Bowes Inc. since 1980. He has held many key positions such as Area Sales Representative, NJ Government Account & Branch Manager Copier Division, and Government Account Representative. He is an active member of the central NJ Postal Council and has taken public purchasing courses at Rutgers University Center for Government Services. Through his established relationships, he reviews Government activities and trends with the commodity managers regularly. For the past 20 years he participated at the NJLM / NJSBA / PU Vendor Fair and RU Public Purchasing Conferences. Pitney Bowes, NJ group sponsors at least four regional postal seminars per year to keep our customers up to date on mail stream rules and regulations. Sebastian lives with his family in New Jersey

Denise M Beychok

Denise has been with Pitney Bowes, Inc for 23 year and has held numerous positions managing State and Local Municipality business and contracts in the State of Louisiana. She is actively involved in the Louisiana Chapter of National Institute of Governmental Purchasing Association and serves on the Baton Rouge Postal Customer Council board. Denise is a Certified Postal Consultant and helps conduct state-wide seminars and presentations to ensure Louisiana customers are taking full advantage of all the USPS work share discount programs. Denise lives with her family in Louisiana.

Ken Beaton

Ken has been with Pitney Bowes for 32 years and the last 17 in the Government Marketplace. Ken was a key leader in the development of the PB Government Sales program. Currently Ken covers NY, PA, and VT as an Enterprise State Strategic Government Account Manager responsible for compliance training and support for 90 sales reps for both State and Local Government business. Ken work with reps to help reduce cost and improve efficiency in the Government marketplace. Ken lives with his family in Mechanicville, NY.

Eric Schmude

Eric is the Enterprise Strategic Account Manager of State and Local accounts for the Commonwealth of Virginia, and states of West Virginia, Maryland, and Delaware. He successfully negotiated the Commonwealth of Virginia contract in 2005 and was awarded the first ever contract in West Virginia for Pitney Bowes Inc. commodities in 2008. His primary responsibility is the management of the state and local contract, and also the development of new market opportunities with related PBI divisions. Eric lives with his family in Mechanicsville, VA.

Bill Walter

Bill is the Government Account Manager for State and Local accounts in the states of Colorado, Idaho, Utah and Wyoming. His main responsibility is the management of both the WSCA and NASPO contracts within those states. He is also responsible for the ensuring that all government accounts have the latest information on trends and technology from the mailing and document messaging industries and on how Pitney Bowes can help them achieve greater efficiencies. Bill started his Pitney Bowes career in 1985 in Portland, Oregon, and has worked for Pitney Bowes in Oregon, Washington and Montana in addition to the four states he currently covers. He has served in various capacities in addition to his current role including Senior Areas Sales Representative, Major Account Executive, Field Sales Manager, Logistics Team Manager, Sales Team Manager, Area Sales Manager and was the District Director in both Utah and Colorado. Bill lives in Aurora, Colorado with his family.

Chelsea Jorgensen

Chelsea Jorgensen began her career with Pitney Bowes in 1998 as a resident point sales representative. In 2008, she joined the government team as the Government Account Manager for state and local accounts in the state of

Washington. In 2011, Oregon, Alaska, and Montana were added to her state assignments. Her primary responsibilities include managing the state and local contracts, building and maintain strong customer relationships, and developing new and innovative ideas to bring even more value to her customers. She is co-chair of the Olympia Postal Customer Council, and volunteers her time to organize trainings and seminars to help educate customers on all postal matters. Chelsea lives in Elma, Washington with her family.

Scottie Domenico

Scottie Domenico is the State Strategic Account Manager for the States of Missouri and Tennessee. Scottie was a board member of the Middle TN Postal Customer Council for over 3 years. In 2005, Scottie's position began to specialize in the State Government segment. As the State Representative, she was involved in establishing and implementing the first two state wide mailing equipment contracts in Tennessee. In 2008, Scottie assumed the role of Strategic Account Manager for the State of Tennessee which is responsible for all state and local government accounts throughout the State of TN. In her role, she has conducted C- level annual reviews at the Agency, Department, and State level. She works closely with her government customers to educate, improve efficiencies, and reduce costs. In fact through one initiative, the implementation of return receipt electronic in several State of Tennessee agencies, she enabled the State to save over \$100,000+ in postage per year. In 2011, Scottie assumed additional opportunity and is now the Strategic Account Manager and Contract Administrator for the States of Missouri and Tennessee. She has lived in Nashville TN with her husband for over 20 years and has an 11 year old son. Scottie is involved in the local PCC, church, and Boy Scouts.

David Gobel

David is the Strategic Account Manager for government sales in the states of Mississippi and Arkansas. He recently observed his 15th anniversary with Pitney Bowes where he began as a Field Sales Manager in 1996. He transitioned to his current position in 2005 where his primary responsibility is managing state contracts, developing new market opportunities, and helping government entities find ways to become more productive and efficient. One statewide agency recently realized significant savings by consolidating the postage spend and accounting functions for 79 locations. Another Agency is saving approximately \$9,000 annually by switching to Electronic Certified Return Receipt. David recently negotiated Pitney

Bowes' 46th consecutive yearly contract with the state of Mississippi. He also helped implement the NASPO (OFF22) contract in Arkansas. David lives in Mississippi with his family/

Mitch Cummings

Mitch Cummings has been with Pitney Bowes over 23 years in multiple positions. Currently, he serves as the State Strategic Accounts Manager for Georgia and South Carolina. Having served as a State SAM for over 7 years he is tasked to be a liaison between the states and Pitney Bowes and to provide services that are in the best interest of the agencies.

Mitch started in the Government program in 2004, He educated reps and end users on how to provide cost effective solutions to the state.. Mitch has worked closely with GA Dept of Administrative Services (DOAS) to create a statewide multivendor contract which became effective in February 2009. The statewide contract number is SWC 090791 and is managed by Beverly Alexander, with DOAS.

In January of 2011, Mitch was given the additional responsibility for the state of South Carolina and has worked closely with state procurement to ensure compliance with the WSCA contract that the state uses, again with the focus being on what provides the best value to the state.

Mitch has live in Lagrange, GA for over 7 years and is actively involved in the local community supporting American Cancer Society, co-sponsoring a Relay for Life team each year for St Mark's Church. He has also served on the church vestry (board) for over 5 years. Also currently serves as the President of the Heritage Hills Homeowners Association.

John K Fitzpatrick

John is Senior Government Accounts Representative for the States of California and Nevada since 2010. He responsible for maintaining existing and growing additional relationships between all agencies of state and local governments as well as other political subdivisions within the state. John has held various positions of high responsibility within Pitney Bowes since 1983. He has sourced, negotiated and closed over \$200,000,000 of both sophisticated and "flow" transactions within the government sector. John Fitzpatrick lives with his family in Sacramento, California.

Kerry Lea Fellers

Kerry joined Pitney Bowes in 1991. She has been a Government Account Manager since 2000. Kerry Lea has customer interaction and channel sales functions within the states of Wisconsin, Iowa and North Dakota state/local/education vertical markets. Responsibilities include the management of complex government sales processes, government contract compliance and the development & mentoring of the government vertical for WI, IA, & ND sales reps at Pitney Bowes.

Kerry Lea lives in Sun Prairie, WI-a suburb of Madison, WI. She is active in the community including volunteering for the local Little League Association, the YWCA, a committee member for an annual fundraiser for the Pancreatic Cancer Action Network called "Jazzed for Hope".

Burdette Elsbury

Burdette joined Pitney Bowes in 1997 in Peoria IL. Burdette has held various roles in the Peoria District, such as a Major Account Rep, Mail Creation Specialist and Area Sales Manager. Burdette was the District Director in Omaha from 2007 through 2010 when Omaha became part of Minneapolis. Both Districts were near the bottom of the scorecard and now are still in the Top 5. He received PB1 in 2010 for Top 2 District in Nation.

Prior to PB, Burdette started and owned an IBM Dealership in Northern Iowa. He won 3 National Awards for sales excellence. He sold the dealership to a Hasler dealer with several locations. He held a top level Security clearance in US ARMY. Burdette graduated with distinguished Honors in US Army Teletype repair school Augusta GA. Burdette received sales training by IBM, Xerox and Pitney Bowes. Burdette has been married for 30 years and 2 children. Klyn resides in Orlando and is a Stock Broker for Charles Schwab and Brad is getting his Masters in Architecture. He also coached Wrestling for many years and enjoys the outdoors.

Joyce M Carlough

Joyce began her career with Pitney Bowes in 1980 as a Sales Representative. She moved into a Sales Manager position in 1986 where she remained until 1996 when she became a Division Training Director. In this role, she was responsible for the District offices on the east coast. She trained sales representatives on products and selling skills and sales managers on how to stay organized, manage their time and motivate their sales representatives. In 2000, Joyce accepted the role of Government Account Manager for the State

of North Carolina. Her first steps were to get to know the key people in each State Agency and learn how she and Pitney Bowes could help them.

Joyce and her husband Don live in Raleigh, N.C. where they have resided since getting married. They have a 25 year old son who graduated from East Carolina University. Her husband graduated from NC State University and Joyce graduated from East Carolina University. This makes for interesting times during football season! Joyce's hobbies include gardening, reading, and painting, making jewelry and spending time with her friends.

Francie Coffey

I graduated from Oklahoma State University with a BS. She began working for PB as a rural rep in Southern Oklahoma in 1996. In 1998 she moved to Oklahoma City as a MAE and sales manager associate managing both commercial and government. Then she became the Government Account Representative in Oklahoma. Oklahoma has maintained its own state contract until this year when they joined WSCA. In 2005 she began managing the state of Missouri also. In late 2010 she started managing the southern part of California which is a WSCA state. She am now working toward my 15th year with PB and lives in Southern California.

Chuck Maroon

Chuck is the Government Account Manager for the States of Kansas, Nebraska and Oklahoma. His primary responsibility is the management of the state and local contract, and also the development of new market opportunities with related PBI divisions.

Chuck has spent the past 37 years working with Pitney Bowes in various sales and sales management positions including 13 years as District Director, six years as Government Account Manager in Kansas and an additional three years as Government Account Manager in the State of Illinois. Chuck is currently a member of many Postal Customer Councils (PCC) and serves on the board of directors of the Topeka Kansas PCC. Chuck spent more than 20 years on the Central Illinois PCC board. He was a part of the inaugural committee for the Peoria Area Chamber of Commerce, Area Business Connection.

Chuck attended Spoon River College and Bradley University in Illinois. He is a retired US Army Major. He served 21 years in the National Guard and US Army Reserve and graduated from Combined Arms Service Support School. He served as Battery Commander and later as Battalion Personnel

Officer. Chuck was awarded numerous medals. Chuck is Past President of Reserve Officers Association in Peoria, IL.

Finally, Chuck is married to his high school sweetheart and now, wife of 42 years, Eleanor. They have four children and ten grandchildren. He has served multiple terms on the Board of Education of Blessed Sacrament School, Morton, IL. Chuck was honored to be Olympic Torch Bearer – 2002 Olympics.

Jon Gauthier- Regional Service Director

Jon has 32 years with Pitney Bowes as a Service Technician, Service Manager and Regional Service Director. Jon's primary area of responsibility is the Central US.

Mark VonHofen- Regional Service Director

Mark has 26 years with Pitney Bowes as a Service Technician, Service Manager and Regional Service Director. Mark's primary area of responsibility is the Eastern/Southeastern US.

OPTION B -- WSCA/NASPO RENTAL TERMS AND CONDITIONS:

Pitney Bowes Global Financial Services LLC will serve as a sub-contractor under ADSP011-00000411 and will be the Lessor under this Fair Market Value Rental Terms and Condition Agreement.
Pitney Bowes is willing to negotiate in good faith the Rental terms and conditions with each Participating State to be included in their respective Participating Addendum

The Pricing Plan for the WSCA/NASPO Fair Market Value Rental Terms and Conditions is as follows:

Monthly Billing:

<u>Term:</u>	<u>Rental Rate:</u>
36	.0377
48	.0309
60	.0270

L1. DEFINITIONS

L1.1 All capitalized terms that are not defined in this document are defined in the "Definitions" section of the Pitney Bowes Terms.

L2. AGREEMENT

L2.1 You are leasing the Equipment listed on the Order. You will make each Monthly Payment by the due date shown on our invoice.

L2.2 You may not cancel this Rental for any reason except as expressly set forth in Sections L10 and L11 below. All payment obligations are unconditional.

L2.3 Our remedies for your failure to pay on time or other defaults are set forth in the "Default and Remedies" section of the Pitney Bowes Terms.

L2.4 You authorize us to file a Uniform Commercial Code financing statement naming you as debtor/lessee with respect to the Equipment.

L3. PAYMENT TERMS AND OBLIGATIONS

L3.1 We will invoice you in arrears each month for all payments on the Order (each, a "Monthly Payment"), except as provided in any SOW attached to this Agreement.

L3.2 Your Monthly Payment may include a one-time origination fee, amounts carried over from a previous unexpired Rental, and other costs.

L3.3 If you request, your IntelliLink® Control Center/Meter Rental fees, Service Level Agreement fees, and Soft-Guard® payments ("PBI Payments") will be included with your Monthly Payment and begin with the start of the Rental Term. Your Monthly Payment will increase if your PBI Payments increase.

L4. EQUIPMENT OWNERSHIP

L4.1 We own the Equipment. PBI owns any IntelliLink® Control Center or Meter. Except as stated in Section L6.1, you will not have the right to become the owner at the end of this Agreement.

L5. RENTAL TERM

L5.1 The Rental term is the number of months stated on the Order ("Rental Term").

L6. END OF RENTAL OPTIONS

L6.1 During the 90 days prior to the end of your Rental, you may, if not in default, select one of the following options:

- (a) enter into a new Rental with us;
- (b) purchase the Equipment "as is, where is" for fair market value; or

(c) return the Equipment, IntelliLink Control Center and/or Meter in its original condition, reasonable wear and tear excepted. If you return the Equipment, IntelliLink Control Center and/or Meter, at our option you will either (i) properly pack them and insure them for their full replacement value (unless you are enrolled in the ValueMAX® program) and deliver them aboard a common carrier, freight prepaid, to a destination within the United States that we specify, or (ii) properly pack and return them in the return box and with the shipping label provided by us and, in either case, pay us our then applicable processing fee.

L6.2 If you do not select one of the options in Section L6.1, you shall be deemed to have agreed to enter into successive 12-month annual extensions of the term of this Agreement. You may opt to cease the automatic extensions by providing us with written notice within 120 days (but no less than 30 days or such shorter period as may be contemplated by law) prior to the expiration of the then-current term of this Agreement. Upon cancellation, you agree to either return all items pursuant to Section L6.1(c) or purchase the Equipment.

L7. WARRANTY AND LIMITATION OF LIABILITY

L7.1 WE (PBGFS) MAKE NO WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR FREEDOM FROM INTERFERENCE OR INFRINGEMENT.

L7.2 PBI provides you with (and we assign to you our rights in) the limited warranty in the Pitney Bowes Terms.

L7.3 WE ARE NOT LIABLE FOR ANY LOSS, DAMAGE (INCLUDING INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES), OR EXPENSE CAUSED DIRECTLY OR INDIRECTLY BY THE EQUIPMENT.

L8. EQUIPMENT OBLIGATIONS

L8.1 Condition and Repairs. You will keep the Equipment free from liens and encumbrances and in good repair, condition, and working order.

L8.2 Inspection. We may inspect the Equipment and any related maintenance records.

L8.3 Location. You may not move the Equipment from the location specified on the Order without our prior written consent.

L9. RISK OF LOSS AND VALUEMAX® PROGRAM

Because we own the equipment while you Rental it from us, we need to make sure it is protected while it is in your possession. You can demonstrate to us that the equipment will be protected either by showing us that your insurance will cover the equipment or by enrolling in our fee-based ValueMAX program. The terms of that program are listed in Section 1.0.0.

L9.1 Risk of Loss.

(a) You bear the entire risk of loss to the Equipment from the date of shipment by PBI until the end of the Rental Term (including any extensions), regardless of cause, ordinary wear and tear excepted ("Loss").

(b) No Loss will relieve you of any of your obligations under this Rental. You must immediately notify us in writing of the occurrence of any Loss.

(c) You will keep the Equipment insured against Loss for its full replacement value under a comprehensive policy of insurance or other arrangement with an insurer of your choice, provided that it is reasonably satisfactory to us ("Insurance").

L9.2 ValueMAX Program.

(a) If you do not provide evidence of insurance and have not enrolled in our own program (ValueMAX), we may include the Equipment in the ValueMAX program and charge you a fee, which we will include as an additional charge on your invoice.

(b) We will provide written notification reminding you of your insurance obligations described above in Section L9.1(c).

(c) If you do not respond with evidence of insurance within the time frame specified in the notification we may immediately include the Equipment in the ValueMAX program.

(d) If the Equipment is included in the ValueMAX program and any damage or destruction to the Equipment occurs (other than from your gross negligence or willful misconduct, which is not covered by ValueMAX), we will (unless you are in default) repair or replace the Equipment.

- (e) If we are required to repair or replace the Equipment under the ValueMAX program and we fail to do so within 20 days of receiving your written notice of loss or damage, you may terminate this Rental.
- (f) We are not liable to you if we terminate the ValueMAX program. By providing the ValueMAX program we are not offering or selling you insurance; accordingly, regulatory agencies have not reviewed this Rental, this program or its associated fees, nor are they overseeing our financial condition.

.10. NON-APPROPRIATION

L10.1 See Master Agreement – Non Appropriations

.11. EARLY TERMINATION

L11.1 You further warrant that you intend to enter into this Rental for the entire Stated Term and you acknowledge that we have relied upon such represented intention when determining the applicable pricing plan.
Cancelable Rentals – Cancel with three month penalty on rental payment per the Master Agreement.

.12. MISCELLANEOUS

- L12.1 If more than one lessee is named in this Rental, liability is joint and several.
- L12.2 YOU MAY NOT ASSIGN OR SUBLET THE EQUIPMENT OR THIS RENTAL WITHOUT OUR PRIOR WRITTEN CONSENT, WHICH CONSENT WILL NOT BE UNREASONABLY WITHHELD.
- L12.3 We may sell, assign, or transfer all or any part of this Rental or the Equipment. Any sale, assignment, or transfer will not affect your rights or obligations under this Agreement.
- L12.4 We may sell, assign, or transfer all or any part of this Rental or the Equipment. Any sale, assignment, or transfer will not affect your rights or obligations under this Agreement.
- L12.5 All applicable taxes required to be collected by us will be shown on the invoice.
- L12.6 If there is a conflict between any of the terms and conditions in this Agreement and the Master Agreement ADSPO11-0000411, this Agreement shall prevail.

SUMMARY OF LEASING/RENTAL PROGRAMS

Pitney Bowes Global Financial Services offers a variety of equipment leasing and rental programs to enable your agency to acquire the equipment it needs with the innovative financing solution that works best for you.

TERM RENTAL (INSTALLMENT PURCHASE)-Option A

This program provides a 36, 48 or 60 Month Lease and is available only to city and state agencies, such as public school districts, municipal hospitals, police and fire departments. Due to the tax exempt status of the Lessee, rates are much lower than standard Fair Market Value Lease rates. Title to the Equipment passes up front and at the end of the lease term, you own the equipment (excluding meter). (Non-profits and non-State or Local agencies are excluded from this program). Sales Tax will be charged, if required under Your State Statute.

STATE & LOCAL Rental - Option B

This program provides you with 36, 48 or 60 Month Rental. At the end of the rental period, you may purchase the equipment at the end of the Rental for its then Fair Market Value, or you can enter into a new Rental term or return the equipment. Sales Tax will be charged, if required under Your State Statute.

STATE & LOCAL FAIR MARKET VALUE LEASE - Option C

This program provides you with a 36, 48 or 60 Month lease term with the option to purchase the equipment at the end of the lease for its then Fair Market Value, or you can continue leasing the equipment based on its Fair Market Value, or return the equipment. Sales Tax will be charged, if required under Your State Statute.

Example of lease/rental payments based on a \$10,000.00 equipment price:

LEASE RATES			
Term	Option A	Option B	Option C
36	0.0323	0.0377	0.0342
48	0.0252	0.0309	0.0277
60	0.0210	0.0270	0.0237

MONTHLY LEASE PAYMENT BASED ON \$10,000 TRANSACTION			
Term	Option A	Option B	Option C
36	\$323.00	\$377.00	\$342.00
48	\$252.00	\$309.00	\$277.00
60	\$210.00	\$270.00	\$237.00

OPTION C -- WSCA/NASPO FAIR MARKET VALUE LEASE TERMS AND CONDITIONS:

Pitney Bowes Global Financial Services LLC will serve as a sub-contractor under ADSP011-00000411 and will be the Lessor under this Fair Market Value Lease Terms and Condition Agreement.
Pitney Bowes is willing to negotiate in good faith the lease terms and conditions with each Participating State to be included in their respective Participating Addendum

The Pricing Plan for the WSCA/NASPO Fair Market Value Lease Terms and Conditions is as follows:

Monthly Billing:

<u>Term:</u>	<u>Lease Rate:</u>
36	.0342
48	.0277
60	.0237

L1. DEFINITIONS

L1.1 All capitalized terms that are not defined in this document are defined in the "Definitions" section of the Pitney Bowes Terms.

L2. AGREEMENT

L2.1 You are leasing the Equipment listed on the Order. You will make each Monthly Payment by the due date shown on our invoice.

L2.2 You may not cancel this Lease for any reason except as expressly set forth in Sections L10 and L11 below. All payment obligations are unconditional.

L2.3 Our remedies for your failure to pay on time or other defaults are set forth in the "Default and Remedies" section of the Pitney Bowes Terms.

L2.4 You authorize us to file a Uniform Commercial Code financing statement naming you as debtor/lessee with respect to the Equipment.

L3. PAYMENT TERMS AND OBLIGATIONS

L3.1 We will invoice you in arrears each month for all payments on the Order (each, a "Monthly Payment"), except as provided in any SOW attached to this Agreement.

L3.2 Your Monthly Payment may include a one-time origination fee, amounts carried over from a previous unexpired lease, and other costs.

L3.3 If you request, your IntelliLink® Control Center/Meter Rental fees, Service Level Agreement fees, and Soft-Guard® payments ("PBI Payments") will be included with your Monthly Payment and begin with the start of the Lease Term. Your Monthly Payment will increase if your PBI Payments increase.

L4. EQUIPMENT OWNERSHIP

L4.1 We own the Equipment. PBI owns any IntelliLink® Control Center or Meter. Except as stated in Section L6.1, you will not have the right to become the owner at the end of this Agreement.

L5. LEASE TERM

L5.1 The Lease term is the number of months stated on the Order ("Lease Term").

L6. END OF LEASE OPTIONS

L6.1 During the 90 days prior to the end of your Lease, you may, if not in default, select one of the following options:

- (a) enter into a new lease with us;
- (b) purchase the Equipment "as is, where is" for fair market value; or
- (c) return the Equipment, IntelliLink Control Center and/or Meter in its original condition, reasonable wear and tear excepted.

If you return the Equipment, IntelliLink Control Center and/or Meter, at our option you will either (i) properly pack them and insure them for their full replacement value (unless you are enrolled in the ValueMAX® program) and deliver them aboard a common carrier, freight prepaid, to a destination within the United States that we specify, or (ii) properly pack and return them in the return box and with the shipping label provided by us and, in either case, pay us our then applicable processing fee.

L6.2 If you do not select one of the options in Section L6.1, you shall be deemed to have agreed to enter into successive 12-month annual extensions of the term of this Agreement. You may opt to cease the automatic extensions by providing us with written notice within 120 days (but no less than 30 days or such shorter period as may be contemplated by law) prior to the expiration of the then-current term of this Agreement. Upon cancellation, you agree to either return all items pursuant to Section L6.1(c) or purchase the Equipment.

L7. WARRANTY AND LIMITATION OF LIABILITY

L7.1 WE (PBGFS) MAKE NO WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR FREEDOM FROM INTERFERENCE OR INFRINGEMENT.

L7.2 PBI provides you with (and we assign to you our rights in) the limited warranty in the Pitney Bowes Terms.

L7.3 WE ARE NOT LIABLE FOR ANY LOSS, DAMAGE (INCLUDING INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES), OR EXPENSE CAUSED DIRECTLY OR INDIRECTLY BY THE EQUIPMENT.

L8. EQUIPMENT OBLIGATIONS

L8.1 Condition and Repairs. You will keep the Equipment free from liens and encumbrances and in good repair, condition, and working order.

L8.2 Inspection. We may inspect the Equipment and any related maintenance records.

L8.3 Location. You may not move the Equipment from the location specified on the Order without our prior written consent.

L9. RISK OF LOSS AND VALUEMAX® PROGRAM

Because we own the equipment while you lease it from us, we need to make sure it is protected while it is in your possession. You can demonstrate to us that the equipment will be protected either by showing us that your insurance will cover the equipment or by enrolling in our fee-based ValueMAX program. The terms of that program are listed in Section L9.2.

L9.1 Risk of Loss.

- (a) You bear the entire risk of loss to the Equipment from the date of shipment by PBI until the end of the Lease Term (including any extensions), regardless of cause, ordinary wear and tear excepted ("Loss").
- (b) No Loss will relieve you of any of your obligations under this Lease. You must immediately notify us in writing of the occurrence of any Loss.
- (c) You will keep the Equipment insured against Loss for its full replacement value under a comprehensive policy of insurance or other arrangement with an insurer of your choice, provided that it is reasonably satisfactory to us ("Insurance").

L9.2 ValueMAX Program.

- (a) If you do not provide evidence of insurance and have not enrolled in our own program (ValueMAX), we may include the Equipment in the ValueMAX program and charge you a fee, which we will include as an additional charge on your invoice.
- (b) We will provide written notification reminding you of your insurance obligations described above in Section L9.1(c).
- (c) If you do not respond with evidence of insurance within the time frame specified in the notification we may immediately include the Equipment in the ValueMAX program.
- (d) If the Equipment is included in the ValueMAX program and any damage or destruction to the Equipment occurs (other than from your gross negligence or willful misconduct, which is not covered by ValueMAX), we will (unless you are in default) repair or replace the Equipment.

- (e) If we are required to repair or replace the Equipment under the ValueMAX program and we fail to do so within 20 days of receiving your written notice of loss or damage, you may terminate this Lease.
- (f) We are not liable to you if we terminate the ValueMAX program. By providing the ValueMAX program we are not offering or selling you insurance; accordingly, regulatory agencies have not reviewed this Lease, this program or its associated fees, nor are they overseeing our financial condition.

.10. NON-APPROPRIATION

L10.1 See Master Agreement – Non Appropriations

.11. EARLY TERMINATION

L11.1 You further warrant that you intend to enter into this Lease for the entire Stated Term and you acknowledge that we have relied upon such represented intention when determining the applicable pricing plan. If you cancel or terminate this Lease prior to expiration of the Stated Term (other than for non-appropriations), you shall pay a termination charge equal to the net present value of the monthly payments remaining through the completion of the term, discounted to present value at a rate of 6% per year. The foregoing paragraph shall supercede Section G5.2(b) of the Pitney Bowes Terms.

.12. MISCELLANEOUS

- L12.1 If more than one lessee is named in this Lease, liability is joint and several.
- L12.2 YOU MAY NOT ASSIGN OR SUBLET THE EQUIPMENT OR THIS LEASE WITHOUT OUR PRIOR WRITTEN CONSENT, WHICH CONSENT WILL NOT BE UNREASONABLY WITHHELD.
- L12.3 We may sell, assign, or transfer all or any part of this Lease or the Equipment. Any sale, assignment, or transfer will not affect your rights or obligations under this Agreement.
- L12.4 We may sell, assign, or transfer all or any part of this Lease or the Equipment. Any sale, assignment, or transfer will not affect your rights or obligations under this Agreement.
- L12.5 All applicable taxes required to be collected by us will be shown on the invoice.
- L12.6 If there is a conflict between any of the terms and conditions in this Agreement and the Master Agreement ADSPO11-00000411, this Agreement shall prevail.