

Pitney Bowes to Showcase Industry Leading Shipping, Mailing and Customer Engagement Solutions at National Postal Forum

STAMFORD, Conn.--(BUSINESS WIRE)--Mar. 17, 2016-- Pitney Bowes Inc. (NYSE:PBI), a global technology company that provides innovative products and solutions to power commerce, will display a range of global shipping, mailing, and customer engagement solutions at the National Postal Forum (NPF), March 20-23 at the Opryland Hotel and Convention Center in Nashville, Tenn., booth #116. These groundbreaking solutions are designed to help businesses, from small and medium businesses to global enterprises, integrate and optimize their physical and digital processes to create greater efficiencies, improve operations, and drive revenue.

“The world of commerce is highly complex and businesses need a trusted partner to help them simplify their processes and solve real business challenges they face every day,” said Mark Shearer, EVP and president, Pitney Bowes Global SMB Solutions. “With almost a century of leadership in the mailing and shipping industry, Pitney Bowes is that reliable and trusted partner. Our unique solutions deliver the accuracy and precision needed to drive commerce, from location intelligence and marketing analytics to direct mail and cross border shipping. We are craftsmen of commerce.”

On Monday, March 21, at 10 a.m., Grant Miller, vice president, global strategic product management for Pitney Bowes Document Messaging Technologies, will present “Craftsmen of Commerce,” highlighting the progress of the Pitney Bowes transformation and outlining solutions that will be displayed at NPF, including two new innovations: the Clarity Solutions suite and OneSort™ parcel management system.

In addition, Mark Wright, executive vice president of Strategic Growth Initiatives at Pitney Bowes, will address more than 1,000 attendees at the NPF Partnership Recognition Luncheon before introducing keynote speaker and Olympic Gold Medalist Scott Hamilton on Wednesday, March 23, at 12 noon.

Global shipping and parcel management solutions

At booth #116, Pitney Bowes will demonstrate a range of solutions for global ecommerce companies and office shipping environments, including the debut of the OneSort™ system, which helps clients efficiently and cost effectively process parcels and flats with remarkable simplicity.

The OneSort™ system, which is available as a certified accurate dimensioner with or without a scale or as a highly integrated parcel induction and management system, collects vital data in a single touch, interacts with your business rules, and generates an output to inform downstream processes. It is designed for shippers looking to capitalize on cost savings achieved by capturing accurate dimension, weight, address and barcode data and qualifying for carrier discounts. The increase in online shopping by college students, for example, has made OneSort™ an attractive solution to help automate the sorting and delivery of parcels in university mail rooms.

Pitney Bowes will also demonstrate its cross-border solutions that drive Anywhere to Everywhere™ ecommerce including localization of the consumer experience in more than 220 countries and territories, payments processing, total cost visibility of duties, taxes and shipping, fraud mitigation and compliance logistics management. Pitney Bowes Global Trade Solutions offer web-based technology for retailers and posts including product classification, duty & tax calculations, compliance & restrictions management and guaranteed DDP shipping.

In addition, Pitney Bowes will showcase its SendSuite parcel shipping and receiving solutions, which help retailers execute faster, streamline logistics processes including ship-to-store, track inbound and outbound parcels, reduce costs, and provide real-time supply chain visibility and reliable tracking.

For office shippers Pitney Bowes offers the Ship a Package application, which turns the Connect+ mailing system into an integrated sending station that prints USPS compliant shipping labels and offers full reporting functions from the desktop to better manage and control costs.

Integrated solutions for mailers of all sizes

In addition to a full range of integrated mailing solutions at NPF, including the Epic Inserting System, the AcceleJet Printing and Finishing System, Presort Services, the Relay multi-communications suite, and the Connect+ series mailing system, Pitney Bowes will showcase the recently introduced Clarity Solutions suite.

Clarity is a new SaaS-based offering that leverages the physical and digital technologies of the Industrial Internet to integrate and organize data collected from sensors on production mail machines to support real-time insight, predictive analytics and prescriptive maintenance. Hosted on GE's Predix platform, Clarity represents the first commercially available solution generated by Pitney Bowes' collaboration with GE to bring the power of the Industrial Internet to the production mail industry.

For high volume mailers, the AcceleJet printing and finishing system, an innovative roll to cut-sheet printing solution, provides a simple, cost-effective path to high-quality color inkjet at a cost comparable to monochrome for print and mail service providers who generate 4-million to 10-million transactional or direct-mail printing impressions per month.

The Epic Inserting System, a high-speed multi-format inserting solution with increased functionality to further simplify changeovers, processes complex transactional mail applications with demonstrated integrity and high yield to simplify capacity planning, increase operational productivity, lower total cost of ownership and improve return on investment.

Pitney Bowes' full range of Presort Services process more than 15 billion pieces of mail annually through its national network of more than 30 operating centers, including new centers in Chicago, St. Louis and Portland, Ore.

The Pitney Bowes Return Mail Processing Solution helps First-Class mailers reduce return mail and mitigate its impact on the bottom line. Leveraging Pitney Bowes' sorting technology, returned mail pieces are scanned and the address information is searched using proprietary databases to find the updated address.

Pitney Bowes Parcel Mailing Solutions expand the number of mail classifications for presort to include parcels (Parcel Select and Parcel Select Lightweight, Bound Printed Matter Parcels and Flats, Standard Class Parcels and Flats and Priority Mail). Our expertise in processing mail allows us to utilize the same methods and technologies to help clients obtain discounts on their growing parcel volumes.

The Relay multi-channel communications suite is an integrated solution offering designed specifically for small and medium businesses to enhance their transactional communications (bills and statements), while providing for client data privacy and meeting growing regulatory requirements and complexity. At the heart of the suite is the Relay communications hub, a cloud-based digital document solution that helps businesses create more accurate and impactful communications, direct in-house or off-site production, and deliver communications through physical or digital channels, including email, post to web, and digital archiving.

The Connect+ Series mailing system sets a new standard for mailing system technology with low-cost color printing and web connectivity. With the Connect+ Series, clients will continue to benefit from the latest technology to optimize their mail while increasing productivity and streamlining the communications process.

Game-changing customer engagement solutions

Businesses need to address the current buying behavior environment where customers seamlessly transit the web, physical stores, and mobile apps sometimes without ever engaging anyone in sales. Collectively, data from mobile, online or in-store transactions plus sentiment expressed via social media provides a wealth of new information gained from traditional credit card transactions or loyalty programs, all of it "geotagged" for use in a geospatial context.

Pitney Bowes' location intelligence suite of software maps geotagged information to determine which retail locations within a business' network of stores are engaging with their customers and the sentiment that each is deriving, either positively, negatively or neutrally. Pitney Bowes' location intelligence can review these sentiments within a certain drive time radius, using the Enterprise Routing Software, to evaluate, qualitatively, how the business' trade area might be impacted by sentiment values.

Also on display will be EngageOne Video, a first-of-a-kind customer engagement solution that delivers interactive communications designed specifically for each viewer. The technology helps telecommunications companies explain data and usage charges on billing statements; turns complicated insurance policies into interactive educational tutorials; and empowers financial service providers the ability to better understand and communicate

investment options to clients.

Each EngageOne Video acts as both a customer service and sales and marketing resource, while empowering viewers to create their own experiences through self-selection of topics and actions relevant to that individual's needs. Available around the clock for the always-on customer, EngageOne Video is developed for the individual consumer and can be accessed through any device they choose.

Pitney Bowes Executive Presentations at NPF

Sunday, March 20, 2:45 p.m., Rm. Bayou C The Three Cs of Standard Mail: Commingling, Co-Transportation, Co-Palletization Alison Hall, Director Client Services, Direct Mail Solutions Services, Pitney Bowes Presort Derek Johnson, General Manager, Pitney Bowes Presort Services

Monday, March 21, 11:00 a.m., Rm. Canal A Mail Quality: It Takes an Electronically Connected Supply Chain Steve Krejcik, Director of Strategic Technical Business Development, Pitney Bowes Presort Services

Monday, March 21, 1:30 p.m., Rm. Bayou A Ensuring Document Integrity for Transactional and Information-Based Mailing Linda Kish, Director Mail Center Solutions, Pitney Bowes

Monday, March 21, 2:45 p.m., Rm. Bayou E Irresistible Technology in 2016 USPS Mailing Promotions David A. Schwartz, Vice President of Sales, Digital Commerce Solutions, Pitney Bowes

Monday, March 21, 4:00 p.m., Rm: Canal C Engaging Mail and the Generations Alison Hall, Director of Client Services, Direct Mail Solutions, Pitney Bowes Presort Services

Tuesday, March 22, 1:30 p.m., Rm. Bayou D Direct Mail for Smart Marketers – Advanced Targeting, Budget-Friendly Allison Hall, Director of Client Services, Direct Mail Solutions, Pitney Bowes Presort Services

Tuesday, March 22, 4:00 p.m., Rm. Bayou C First-Class Mailers – Visibility Tools You Need to Succeed in a Regulated Environment Judy Kalus, Product Specialist, Pitney Bowes

Wednesday, March 23, 8:00 a.m., Rm. Bayou C Going Omni-channel? Finding the Right Mix David Bilodeau, Manager, Product Development and Marketing, Pitney Bowes

Wednesday, March 23, 8:00 a.m., Rm. Bayou B Mailers: Are You Ready for the Cloud? Scott Nolton, Production Manager, Pitney Bowes Presort Services

Wednesday, March 23, 2:00 p.m., Rm. Bayou D Improve Marketing ROI by Combining Mobile Analytics with Direct Mail Bruce Gresham, Vice President, Business and Planning Strategy, Pitney Bowes Wayne Pethrick, Director, Innovation, Pitney Bowes

Wednesday, March 23, 4:30 p.m., Rm. Bayou B Extra Service Simplification Paul Kowlakas, Director, Postal Regulatory & Industry Affairs, Pitney Bowes

Wednesday, March 23, 4:30 p.m., Rm. Canal B Optimizing Mailing Efficiency and Compliance Investments Scott Holton, Product Manager, Pitney Bowes Presort Services Steve Krejcik, Director of Strategic Technical Business Development, Pitney Bowes Presort Services