

Go from do...to **Done, Right**

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# 5 PRESORT SOLUTIONS

TO TODAY'S MAILING CHALLENGES

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# Learn real-world solutions to today's mailing challenges from the premier name in presort.

Thanks to postal rate increases, mail security issues, internal budget pressures as well as frequently changing USPS® mailing requirements and compliance mandates, a mailer's job is challenging.

Fortunately, there are steps you can take to improve the efficiency of your entire mail operation and make life a little easier. In this eBook, you will learn how to:

- 1.** Find greater savings in how you mail
- 2.** Discover discounts in more classes of mail
- 3.** Automate processing to deliver greater precision and efficiency
- 4.** Simplify compliance with USPS requirements
- 5.** Avoid delivery challenges with resilient processes
- 6.** Be prepared for everything with local, highly responsive customer service

Steering clear of the challenges in mail processing is easier than you think. We're here to help you navigate bumps in the road.

# Step #1

Find greater savings  
in how you mail.



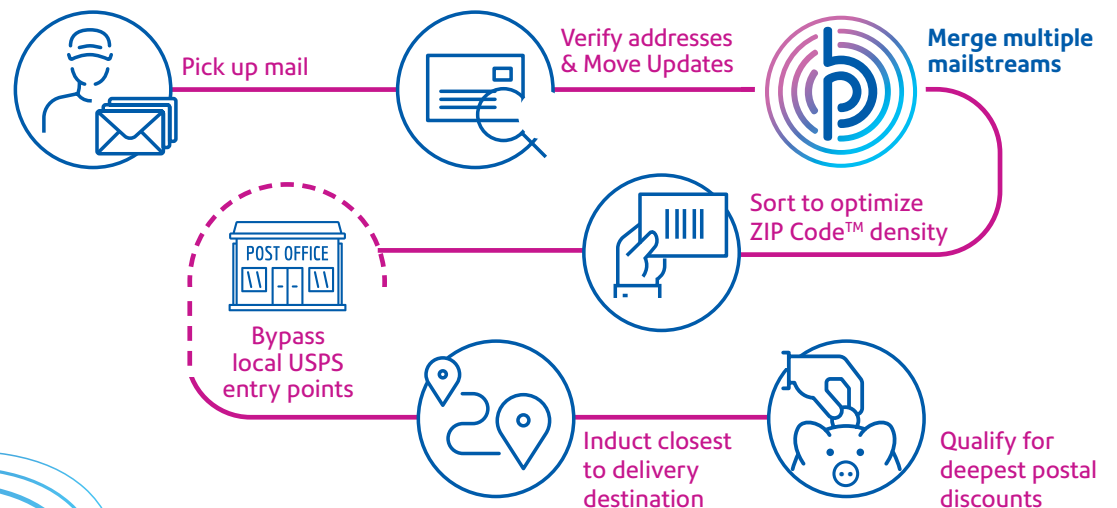
## Discover discounts you never knew existed.

Whether you're sending transactional mail or marketing mail, the right presort partner can help you:

- Eliminate unexpected costs or surcharges
- Secure predictable "all-in" pricing
- Take advantage of state-of-the-art technology that reduces costs by improving efficiency and productivity
- Scale up or down to meet demand
- Earn deep postal discounts through the collective volume of multiple mailers

### It's all in the commingling magic.

Presorting your mail before handing it off to the Postal Service speeds delivery. Commingling it with other mailers' campaigns saves you money. The finer the ZIP sort, the bigger the discount.



## Step #2

Find results today  
with tomorrow's  
technology.



Automate processing to deliver greater precision and efficiency.

Process and technology innovations – including next-generation robotics and automation – increase speed, efficiency and accuracy while eliminating costly errors. Choose a technologically advanced presort partner that can help you:

**Streamline processing.** Smart, automated technology offloads labor intensive tasks to advanced technology that helps mail move faster.

**Ensure quality.** Added precision and address accuracy helps verify addresses that improve deliverability and optimize postage discounts.

**Achieve speeds.** High-speed sorters can process up to thousands of mail pieces per hour.

**Save time.** Automatic tray-sleevers and pallet-wrappers dramatically reduce the time to prepare mail for delivery to the USPS.

**Smarter tracking.** Software supports the latest barcode functionality, enabling tracking and delivery validation that can help you qualify for additional automation discounts.

### Did you know?

PITNEY BOWES PROCESSES UP TO

**45K**  
MAIL PIECES  
PER HOUR

ACROSS

**40+**  
OPERATING  
CENTERS

## Step #3

Simplify compliance with USPS requirements.



Work with a partner that has the USPS on speed dial.

You need advantages that only a partner that is closely aligned with the postal service can deliver. Postal privileges like this help you...

**Achieve full USPS compliance.** Keeping pace with ever-evolving USPS regulations and industry-specific requirements is a full-time job. Ensure your mail is compliant with USPS standards by working with experienced staff.

**Benefit from being first.** As soon as we learn of new technologies and regulations from the USPS, we implement changes on your behalf. We also offer the USPS feedback to improve rules, procedures and guidelines so they work for you.



### Did you know?

Pitney Bowes is the largest workshare partner of the USPS and processes 17 Billion pieces of mail annually

## Step #4

### Have a Plan B to avoid delivery challenges.



#### Total resilience. No matter what.

Nobody can predict what pandemics, hurricanes, blizzards, or other disasters may do to your mailing schedule. If you work with a presort partner like Pitney Bowes neither rain, nor sleet, nor unexpected power outage will stop your mail from reaching its destination. We have dozens of centers across the country, so if one site goes down your mail will be rerouted to another facility with identical processes. That means minimal disruptions, no surprises, and a plan to get your mail moving again.

- Total resilience. No matter what.
- Continuous monitoring and network-readiness testing daily at every operating center.
- 24/7 nationwide monitoring of potential natural threats.
- Real-time updates on road conditions and alternate routes to our vehicles in transit.

At Pitney Bowes, that means minimal disruptions, no surprises, and a plan to get your mail moving again.



#### Did you know?

Pitney Bowes business continuity program is based on ISO 9000 and other industry standards.

## Step #5

Be prepared for everything with personal customer service.



Work with a presort partner that knows you by name.

“Hey, we need to mail 200,000 pieces...tomorrow. Can you help?”

**Yes, we can.**

Mailing service that’s done right makes your business life easier and helps you avoid common pitfalls.

**It’s local.** Work with a Client Service Manager who knows your business, not an anonymous call center.

**It’s responsive.** Feel confident that your questions will be answered promptly.

**It’s plugged in.** Trust our compliance expertise; our close ties to the USPS keep you informed.

With Pitney Bowes, you get all of the above. Our concierge-style service is dedicated to helping you from planning and getting your mail out the door to delivery tracking and confirmation.

Pitney Bowes Presort Services consistently earns best-of-class client satisfaction results, year after year.

It's easy to solve mailing challenges when you work with the right company.



100 YEARS OF DOING THE RIGHT THING,  
THE RIGHT WAY.

## We're Pitney Bowes. Experts in presort services.

How can we move your mail smarter, providing you with the absolute best in service and cost savings?

By applying over a century of mailing experience and what we learn from commingling over 17 billion mailpieces annually. Let us put these five steps to work for your business.

How much can your business save?

**20% on average.**

A **FREE** data analysis can estimate your cost savings in minutes.

For more information, visit us online:

[pitneybowes.com/us/saveonmail](https://pitneybowes.com/us/saveonmail)





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