



## Mail Processing Options

East Aurora School District 131

July 10<sup>th</sup>, 2025

Revised 10.30.2025

Revised 11.21.2025

Revised 11.25.2025

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**\*CONFIDENTIAL\***

*Pricing is valid thru December 3<sup>rd</sup>.2025*





# Who is Postal Source?

Postal Source is a premier, **Independent solutions provider** with locations throughout the Midwest. We help clients throughout the US manage the entire lifecycle of their communications. We understand every organization is unique, so we engage as consultants and conduct thorough analysis to support our recommendations. In doing so, we focus on ways to identify efficiencies, mitigate costs and reduce risks associated with compliance. Our client base ranges from small-to-medium sized offices to Fortune 100 enterprises.

Our projects include outsourcing vs in-plant analysis, regulatory & compliance impact analysis, digital transformation initiatives, postal optimization, business process automation, contactless pkg delivery, document archival & retrieval, in-bound mail & remittance processing automation, green initiatives and remote worker empowerment/collaboration solutions, as well as carrier contract optimization & packing solutions.



**NOTE:** We're also a WBE-certified business so we check the 'SUPPLIER DIVERSITY' box!

[www.postalsource.com](http://www.postalsource.com)

## FAMILY of CLIENTS



**Preferred Risk**  
Insurance Services

**CDS Global**

A Hearst Company



# POSTAL SOURCE believes in SUPPLIER DIVERSITY.

- Postal Source believes what makes you different, makes you special. It's part of our heritage and our history.
- **Postal Source is proud to be a certified 'WOMAN-OWNED BUSINESS'.**
- And when we procure goods and services we try to embrace a culture of diverse suppliers as well.





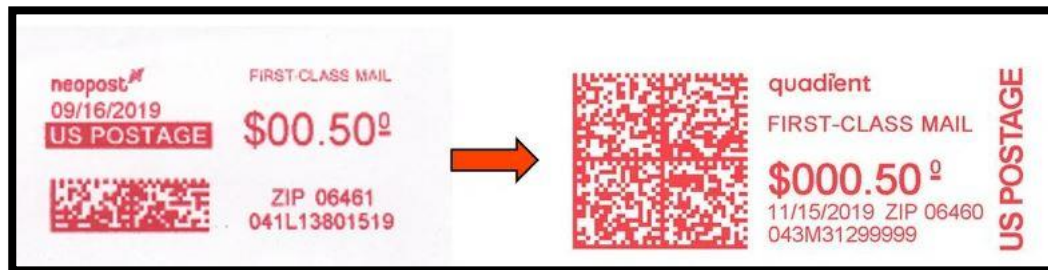


# USPS Regulatory Compliance: IMI meter regulation

*Effective date: June 30, 2024*

## What you need to know about the new USPS® Intelligent Mail Indicia (IMI) Standards

The USPS® now requires that all new mailing systems meet the Intelligent Mail Indicia (IMI) standards as the mailing systems go to market. It provides more transparent and detailed transaction data, enables automation of costly back-office operations, and employs better security standards.



## NEW IMI STANDARDS OFFER FULL COMPLIANCE

According to the Federal Register, IMI-PC enables the USPS® to provide more detailed corporate reporting, more accurately price shipping/mailling products, attain operational efficiency by automating many functions (including postage refunds), improve the USPS Federal Regulatory compliance, and better secure Postal Service and customer data<sup>2</sup>.

The USPS now requires that all new mailing systems meet the IMI standards as the mailing systems go to market.

Why IMI-PC is Important for the Postal Service <sup>3</sup>	IMI-PC Fully Compliant	IBIP Not Fully Compliant
Provides transaction level data for each mail piece daily	✓	✓
Supports automated refunds, refund authorization, and fraud detection (data on IMpB, PIC)	✓	✓
Restricts Keyed-In-Postage (KIP), which supports proper mail rating/classification for USPS	✓	✗
Provides end mailer information for Federal Government compliance	✓	✓
Supports the tracking and management of reprinted indicia	✓	✗
Provides improved indicia constructs that support Fraud Detection, Readability, and Indicia Management	✓	✗
Supports the USPS to accurately calculate short paid and over paid postage (data on TW, Price, Notice123, Extra Services)	✓	✓
FIPS 140-2 Security Level 3+ (EFP/EFT) (security strength to deter current threats)	✓	✗
Improved security for Rate Table, Log Files and Data Exchange Interface	✓	✓

✓ - Compliant    ✓ - Partially Compliant    ✗ - Noncompliant

# Helping Businesses Communicate Better



# USPS Regulatory Compliance: IMpB (Intelligent Mail Barcode)

## Current Shipping Process & USPS Label

- NO address correction
- Processed through meter with indicia or tape applied manual key-in
- 400 Label Size: 2" x 3"
- NO address is input
- NO address correction/verification
- NO tracking information
- NO insurance
- USPS offers NO discount
- Method is non-compliant w/ USPS regulations
- Must be processed at meter
- NO ability to extend to other workstations, users, or buildings



## New Process with fully compliant USPS Label

- Address verification / correction
- IMpB (intelligent mail parcel barcode)
- Size: 5" x 7"
- Funds withdrawn from current mailing system
- Accessible from desktop
- Requires address to be input
- Provides tracking information
- Provides automatic insurance
- USPS then entitles shipper to a discount
- **POSTAGE SAVINGS: up to 40% off current retail price**



Helping Businesses Communicate Better





# USPS Regulatory Compliance: IMpB (Intelligent Mail parcel Barcode)

A compliant barcoded label must be applied to any package shipped through the USPS.  
The shipper has two label choices:



Option 1: Software-generated all-in-one shipping label with return address, ship-to address, and IM\*pb

Order from USPS.com



Option 2: Printed or handwritten address label (left), USPS Label 400 with IM\*pb (bottom right), and meter tape (top right)

Using software-generated shipping labels qualifies your shipments for reduced rates known as Commercial Base pricing (CBP).



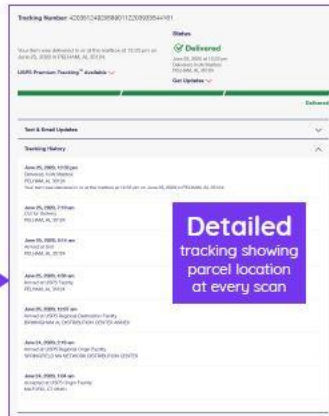
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Save up to  
**40%**  
off retail  
shipping rates



Using USPS Label 400, package tracking is limited to acceptance and delivery scans only.

By contrast, software-generated shipping labels provide enhanced tracking.



You'll also receive **free insurance** from the USPS when using software-generated shipping labels:



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\$50 Free for Priority Mail



\$100 Free for Priority Mail Express

## IMpB barcode required for all USPS Packages



Postage stamps require Form 400 for delivery



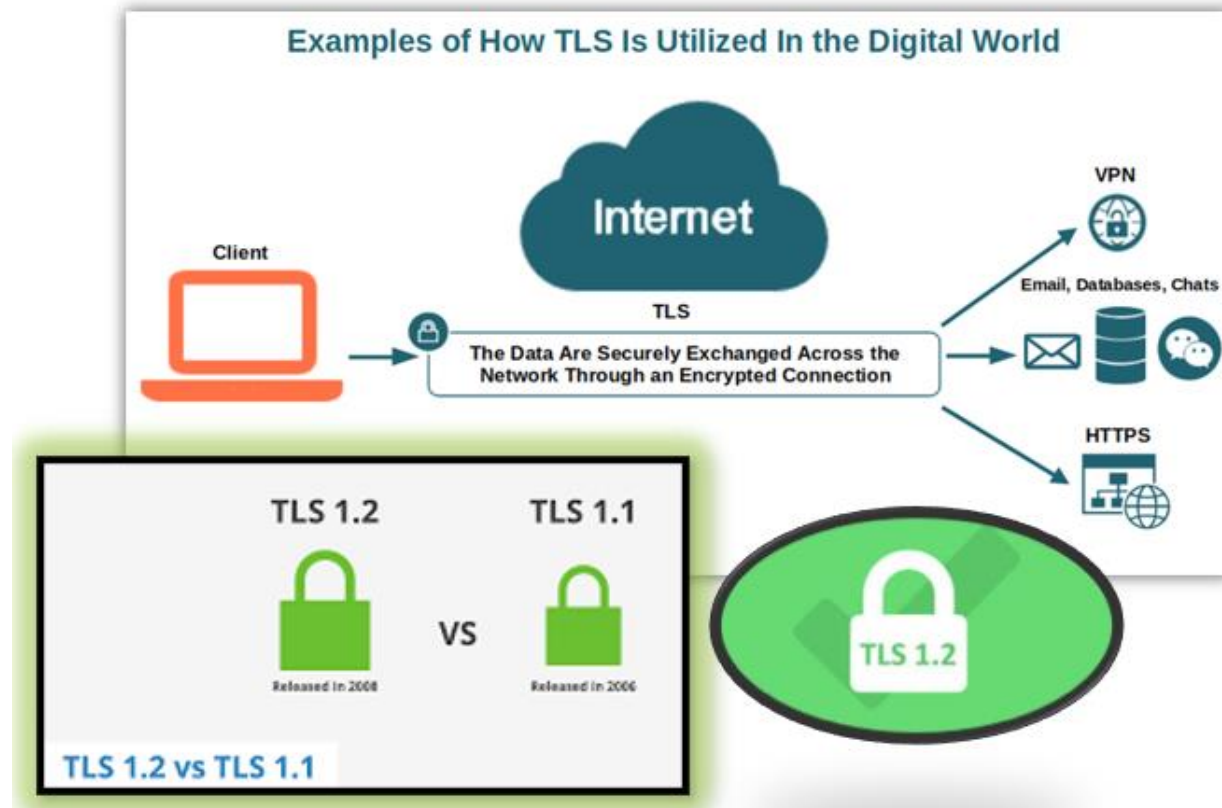
# Helping Businesses Communicate Better

## Security & Compliance



**NOTE:** New iX Series mailing systems currently support TLS 1.2.

- Current mailing systems run TLS 1.0 which came out in 1999, with an expected sunset of 2020. TLS 1.1 came out in 2006 with the same expected sunset date.







# Account Overview:

## **Current Mailing Systems: Leased NASPO 2020**

\* Quadient IS 6000 210 LPM with 10# scale, differential weigh, sealer and catch tray

\* **NOT IMI or IMpB compatible with current USPS regulations**

Current lease includes equipment, meter rental, rate change and full SLA/maintenance: \$415.57/mo.

Current parcel spend : \$1320.13/yr. paying full retail.

Current Certified return receipt mail 64 per year. Paying full retail.







		Last Year* JAN-2024 - DEC-2024		Rolling Year FEB-2024 - JAN-2025	
Mail Type	Pieces #	Postage \$	Pieces #	Postage \$	
Postcards	792	\$433.21	811	\$445.00	
Letters	48,823	\$33,766.14	51,687	\$35,887.60	
Flat (Large Envelopes)	1,865	\$4,128.03	2,077	\$4,612.71	
Flat-Rate Envelopes	0	\$0.00	0	\$0.00	
Flat-Rate Boxes	1	\$19.30	1	\$19.25	
Packages	128	\$1,380.55	126	\$1,320.13	
International Mail	0	\$0.00	0	\$0.00	
Manual Entry	0	\$0.00	0	\$0.00	
Unknown / Other	0	\$0.00	0	\$0.00	
Total	51,609	\$39,727.23	54,702	\$42,284.69	

	Letters- FEB-2024 - JAN-2025	Flats- FEB-2024 - JAN-2025		
Mail Class	Pieces #	Postage \$	Pieces #	Postage \$
First-Class Mail® Single	51,687	\$35,887.60	2,077	\$4,612.71
First-Class Mail® Presort	0	\$0.00	0	\$0.00
First-Class Mail® Auto	0	\$0.00	0	\$0.00
USPS Marketing Mail™	0	\$0.00	0	\$0.00

Accountable Mail – Rolling Year		Pieces #	Postage \$
Certified Mail™ without Return Receipt		0	\$0.00
Certified Mail™ with Return Receipt		64	\$613.59
Electronic Return Receipt Savings Estimate**			\$94.72

### Rolling Year Weight Break

Letters		Large Envelopes (Flats)		Packages	
No Weight:	197	No Weight:	4	No Weight:	0
1oz:	48,310	1 oz:	141	1lb:	94
2 oz:	2,695	2 oz:	505	1lb. <5lb:	32
3 oz:	586	3 oz:	509	5lb. <10lb:	0
3 oz+:	40	4 oz:	274	10lb. <15lb:	0
Total:	51,828	5 oz:	260	15lb. <20lb:	0
		6 oz:	120	20lb. <30lb:	0
		7 oz:	59	30lb. <50lb:	0
		8 oz:	33	50lb. <70lb:	0
		9 oz:	29	Total:	126
		10 oz:	35		
		11 oz:	36		
		12 oz:	37		
		13 oz:	41		
		Total:	2,083		


### Monthly/Weekly Volume Breakout

Rolling Year Mont		Weekday Average	
Jan-24	3453	Monday	0
Feb-24	5231	Tuesday	0
Mar-24	4280	Wednesday	0
Apr-24	5255	Thursday	0
May-24	4775	Friday	0
Jun-24	6382	Saturday	0
Jul-24	1264	Sunday	0
Aug-24	3919		
Sep-24	4845		
Oct-24	5507		
Nov-24	3535		
Dec-24	3163		
Jan-25	6695		
RY Total	54851		


# Helping Businesses Communicate Better



# Mailing Solution Recommendation: *Quadient iX-7 with SMART shipping Solution*



## SHIPPING



Process domestic and international parcels using USPS, UPS®, FedEx®, and DHL all from a single dashboard.

**Save time and money with rate shopping**  
Compare shipping rates across carriers on one screen. S.M.A.R.T. Essential automatically identifies the lowest cost or fastest delivery method to get your parcel to its final destination.

**Eliminate manual address entry errors**  
Import up to 10,000 addresses to the Public Address Book and up to 1,000 addresses to the Private Address Book per user.

**Streamline shipping workflows with batch processing**  
Create up to 100 identical shipments for different recipients and addresses at one time. Automatically qualify for discounts when using Priority Mail® and Priority Mail Express™.

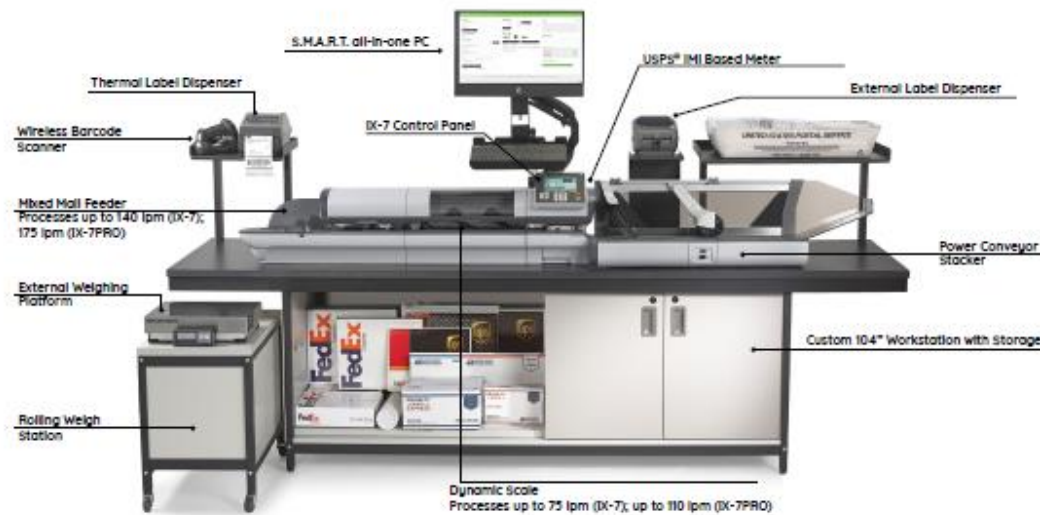
SYSTEMS with SMART shipping app now eligible to access the MRC rates from the USPS

*\*save an additional 32% over commercial rates for Ground Adv. Parcels weighing over 1lb.*



Helping Businesses Communicate Better

# iX-7 System with SMART Specifications



## SPECIFICATIONS

USPS based IMI meter	Standard
Processing speed iX-7	Up to 140 lpm
Processing speed iX-7PRO	Up to 175 lpm
Dynamic weighing speed iX-7	Up to 75 lpm
Dynamic weighing speed iX-7PRO	Up to 110 lpm (postcards)
Onscreen DIM calculations	Standard
Accounts/departments	100 standard
Envelope minimum	3.5" X 5"
Envelope maximum	10" X 13"
Envelope thickness	Up to 5/8"
Envelope orientation	Landscape or portrait
Connectivity	LAN standard
Rate shortcut keys	6
Job imprint memories	9
Neoslogan	10
Incoming date stamp	Standard
Postage meter tapes	Yes, integrated automatic label dispenser
4-digit PIN code	Standard
Low-ink email alerts	Standard

## OPTIONS

Differential weighing	Available
External weighing platform	Available 10,30,70 or 149 lb.
Accounts/departments upgrade	300, 500 or unlimited with S.M.A.R.T.
Wireless Barcode scanner	Available
E-Services with Electronic Return Receipt	Available
WiFi Adapter	Available
IPv6	Available
S.M.A.R.T. Mail Center Software Includes: 5 Mailroom Operators and 250 Desktop RTS/Print Users	Available
Additional Desktop RTS/Print licenses	Available

## SYSTEM DIMENSIONS

iX-7 with envelope tray	50" X 18" X 13"
iX-7 with dynamic scale and envelope tray	67" X 18" X 13"

## S.M.A.R.T. REQUIREMENTS

PC required - not supported on Mac
Operating system: Microsoft Windows 10 Professional and Enterprise - 32/64 bit (desktop)
Browsers: Microsoft Internet Explorer (IE11), Microsoft Edge, Mozilla Firefox, or Google Chrome
Device Manager
Windows recognized inkjet, laserjet or thermal label printer with a minimum quality of 203 dpi (USPS requirement)
Quadrant Postage Funding





# Customer Portal:

*Online access to all leasing & postage invoices*

Discover **myquadient**, your customer portal, accessible anytime from anywhere to manage your Quadient account

- Order supplies
- Request support
- View real-time postage balances
- View and export postage spending activity
- View, print and pay all of your Quadient invoices
- View product operating guides and videos
- Track Certified Mail™\*
- View and export postage spending by department and postal class\*
- Upload custom images that can be printed onto mail pieces by your postage meter

The image shows the myquadient Sign In interface. At the top is the myquadient logo. Below it are links for 'Sign In' and 'Create new account'. A blue arrow points from the 'Create new account' link towards the 'My Quadient Guide' box. The main heading is 'Helping you do what you do - better!'. There are input fields for 'Username' and 'Password'. Below the password field are checkboxes for 'Remember Me' and a link for 'Forgot your password?'. At the bottom is a large orange 'SIGN IN' button.



## My Quadient Guide

*Quadient information, invoices, and managing your account.*

# Helping Businesses Communicate Better

# RESOURCES:

Online & in-person access to training resources, user manuals, FAQ's and videos



iX-7

https://kb.quadient.com/products/mailing+systems/ix+range/ix-7+series?sc\_Lang=en-US&sc\_AL=9

quadient knowledge base

DSI Links ^ Meter|MS Links v Products v CONTACT US

USA Knowledgebase > Products > Mailing Systems - Postage Meters > iX Range > iX-7 Series

**Quick links**

- > Using the Knowledge Base
- > Contacts
- > Dimensional Weight
- > Find A Quadient Office
- > Forgot Your Password?
- > Postal Funding
- > Rate Change Info...
- > Safety Data Sheets
- > USA Supplies
- > Microlearning Glossary
- > QView Infomercial

**DSI User Guides**

**DSI Videos**

**USPS July 2025 Rate Change Information**

- Rate Change Info By Model
- July 2025 Rate Change FAQ
- Changing The Default Rate
- How To Edit Imprint Memories
- USPS Postal Explorer

**Helpdesk**

- PO Lockout BAS-XXX DBX-XXX
- Display Messages
- Supplies
- Funds
- Ink - Print
- E-Cert with E-RR

**iX-7 Series**

**What's new**

- "New" Quadient Mailing Systems Network Security**  
Network security specifications document version 1.04, effective July 09, 2025.  
07/09/2025 12:02:00
- \*Updated\* BAS-03-255 or DBX-03-255 or FBX-03-255 LAN CABLE IS DISCONNECTED**  
05/07/2025 18:53:00
- \*Updated\* BAS-03-249 or DBX-03-249 or FBX-03-249 FEATURE LAN DISABLE**  
05/07/2025 11:57:00

**More What's New**

**Select the support info you need**

- General Information
- Installation and Setup

**Quick Start** **User Guide** **DIM Update** **Supply List**

**Imprints** **Processing Mail** **Rates** **Reports** **Feedback**

**iX-7 Series Quick Start Guide**

To access your full user guide, please visit: [kb.quadient.us/ix7.ug](https://kb.quadient.us/ix7.ug)

**Getting to Know Your Mailing System**

Screen information

**Quick Steps to Metering Your Mail**

- General settings:**
  - Press **C** to clear the information on the screen.
  - Press **Power** to wake the machine up with default settings.
  - Press **Home** to return to the home screen.
- To weigh an item:**
  - Ensure machine is in standard weighing mode by checking scale icon.
- Select a rate and service(s):**
  - Currently selected rate and services are indicated at the top of the screen.
  - Press **Change/Add services**.
  - Press **1** to select a rate and service.
  - The rate selection screen is displayed.
  - Press **1** to select a rate and service.
  - Press **2** to select a rate and service.
  - Press **3** to select a rate and service.
  - Press **4** to select a rate and service.
  - Press **5** to select a rate and service.
  - Press **6** to select a rate and service.
  - Press **7** to select a rate and service.
  - Press **8** to select a rate and service.
  - Press **9** to select a rate and service.
  - Press **OK** to confirm your selection and return to the home screen.
- Print the letter or label:**
  - To print on a label or to automatically seal the envelope, check the additional options below.
  - Press **1** to start the motors of your mailing system.
  - When the rollers start, insert the mail into the mailing system from the left hand side.
  - To print on labels:**
    - Insert labels into the dispenser until a click, printing side facing right.
  - Press **2** to enter the number of labels to print and then press **OK**.
  - To seal the envelopes:**
    - Tap the **A5** area on the screen to activate **Seal** or deactivate **Seal**.
  - To reorder supplies:**
    - Visit [www.myquadient.com](https://www.myquadient.com).
    - Call 1-800-636-7678 between 7:00 AM - 6:00 PM CST.
    - Contact your local Quadient office or authorized dealer.

**Changing The Ink Cartridge**

- When installing an ink cartridge, remove the protective strips from the printing heads.
- Lift mailing system cover and follow instructions printed on sticker inside.

**If Jamming Occurs**

- Press **Stop** on the keypad to stop the motor.
- Under the base, lift up and release handle, and using your other hand, remove the jammed envelope.
- On feeder (if applicable), raise the cover and push down on the upper blue lever to release the mail runner. Remove the jammed item and push down on the mechanism to click back into place.

**Adding Funds**

Press **Funds** button to access "Funds" menu and select **#2 : Add Funds**. Follow prompts on screen.

**Note:** In order to add funds to the mailing system there must be funds available in your postage account. For more specific information on your mailing system, please visit [www.myquadient.com](https://www.myquadient.com) and sign in to your account.

# Helping Businesses Communicate Better

# Additional Recommendation: Accountable Mail/ Electronic Certified Mail

## Processing your Certified Mail on demand

This screen is used to quickly generate a single Certified Mailpiece. Populate the **Destination Address** by selecting and address from your Address Book, pasting from a Word document, or by manually entering the address. Select the Print Format, the Weight, and the options for E-Return Receipt/Restricted Delivery, and then click the **Print** button to generate the Certified Mail form.

Complete the form below to generate a Certified Mail transaction  
Transactions remaining: 15751

Need Assistance? Contact our [Technical Support](#) department

**Return Address**

Return Address Book:

First Name:  Sender First  
Last Name:  Sender Last  
Company:  Sender Company  
Address1:  123 Test Rd.  
Address2:   
City:  Tampa  
State:  FL  
Zip:  34698  
Sender Email:  support@certifiedmailstream.com  
  
Print Format:  #10 Envelope   
Weight:  1  
E-Return Receipt: ☒  
Restricted Delivery: ☐

**Destination Address**

Address Book:

First Name:  Recipient First  
Last Name:  Recipient Last  
Company:  Recipient Company  
Address1:  456 Test Rd.  
Address2:   
City:  New York  
State:  NY  
Zip:  10021  
Reference(Shown on Signature):   
Internal Reference/Description:

SENDER: COMPLETE THIS SECTION

1. Complete forms 1, 2, and 3.  
2. Print your name and address so that we can return the card to you.  
3. Attach this card to the back of the mailpiece or on the inside of space 5.

4. Address Addressed to:

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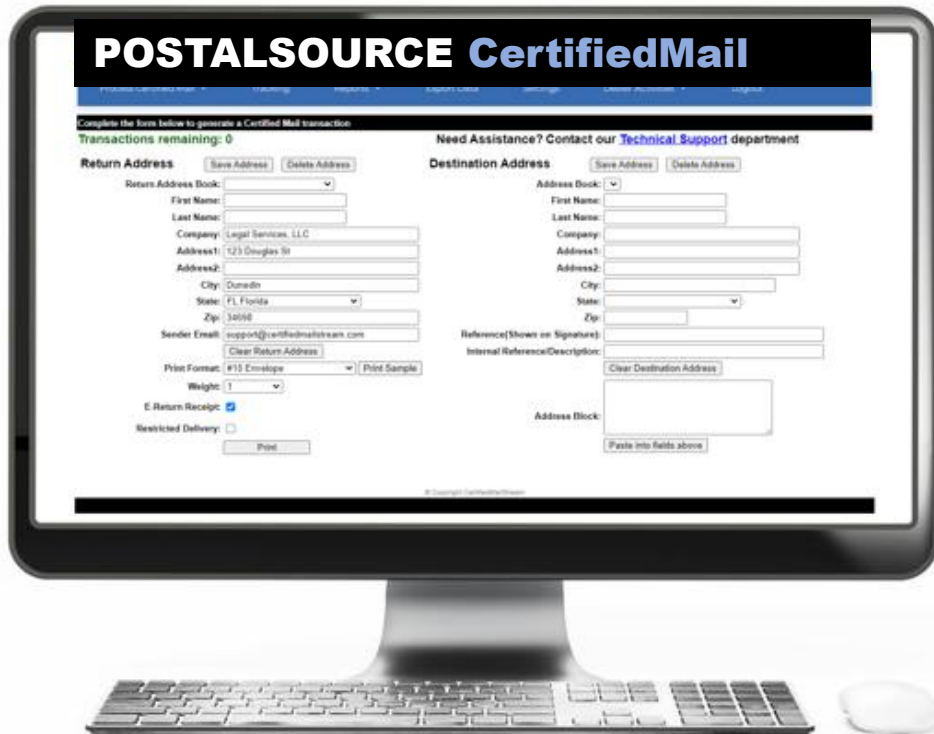
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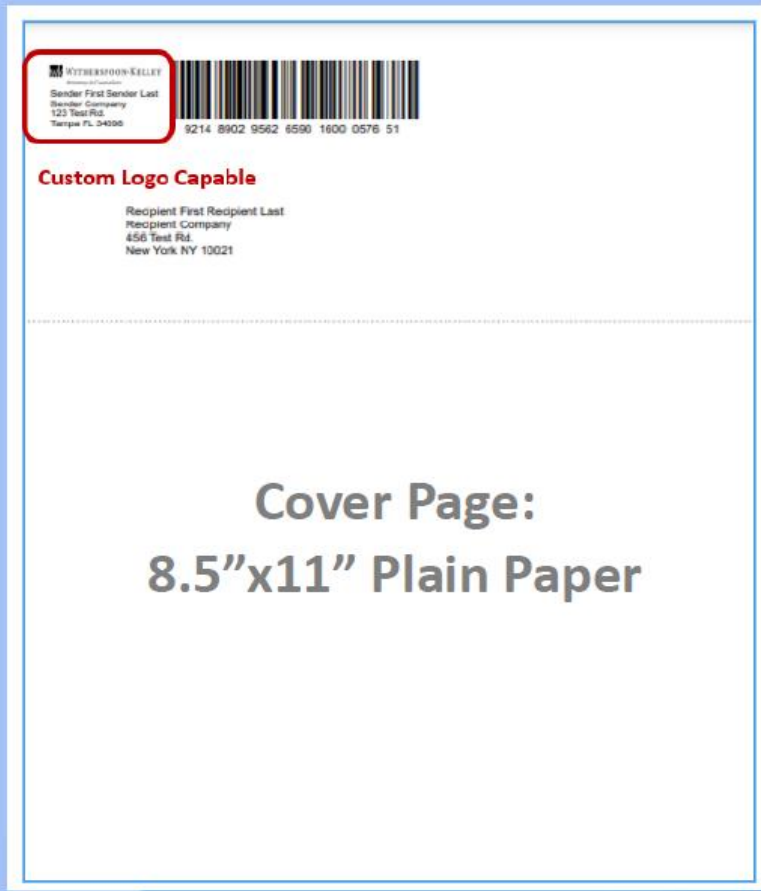


# How it Works



- Secure cloud-based web portal
- Enter mail piece information
- Address is CASS accuracy validated
- Data uploads to USPS
- Tracking information updates online
- Receive real-time email upon delivery

# Mail Piece Options – Letter Format



Blank Envelope



Envelope with Barcode Page  
Inserted



# Envelope Sizes & Quantities



## Three Sizes Available

#10 Business (Tri-Fold)

6x9.5" (Half-Fold)

9.5x12 (Full Sheet)



## Envelope Quantities

500 Per Box

9.5"x12" Offers 100 or

500 Per Box







# Postal Source Service Difference

## Ancillary Services:

### Freight, Delivery, Install and Operator/User Training:

- Initial operator training and system set-up **INCLUDED** in pricing
- Freight is **INCLUDED**
- Delivery/Install is **INCLUDED**
- Documentation fee is **INCLUDED**

### Maintenance Coverage **STANDARD COVERAGE**

- INCLUDES all parts, labor, mileage, emergency calls **PLUS two** annual Preventive Maintenance cleanings each year. Also includes all firmware updates from the manufacturer.
- **Provides UNLIMITED operator training for life of the system.**
- Includes an average **4-business hour response time GUARANTEE** plus a loaner unit if ever needed.  
*Consumables such as postage, ink, tapes, sealant, and rubber such as feed tires not included.*
- **ALWAYS a live person to answer your calls**
- **Local Engineers and parts inventory dispatched out of our local office!**
- Includes on-going operator training for life of lease
  - Business continuity, staff turnover, temporary/back-up staff training is available at NO additional charge

### Required Meter Rental, Shipping App, On-line Reporting/Spend App & Rate Change for mailing system

- **INCLUDED** in pricing
- Includes info & education on USPS rate changes and regulatory updates

**TOTAL TRANSPARENCY  
NO SURPRISE FEES**

**New iX-7 systems come with a partial initial ink cartridge approx. 13,000 imprints.**

NOTE: ONLY Postal Source stands behind their supplies.

- **iX-7 Full cartridge yield is 26,000 impressions**

**If the cartridge fails, WE STAND BEHIND it.**

# Helping Businesses Communicate Better



**Kevin Goss, MDP, MDC**  
 VP Postal Affairs & Enterprise  
 Solutions  
 (224) 203 0153  
[kgoss@postalsource.com](mailto:kgoss@postalsource.com)

## Why pay extra for POSTAGE?

**2025 USPS® Postage Rate Guide**  
 Effective July, 13th 2025

**First-Class Mail**

Weight (oz)	Rate
1	0.75
2	1.00
3	1.25
4	1.50
5	1.75
6	2.00
7	2.25
8	2.50
9	2.75
10	3.00
11	3.25
12	3.50
13	3.75
14	4.00
15	4.25
16	4.50
17	4.75
18	5.00
19	5.25
20	5.50
21	5.75
22	6.00
23	6.25
24	6.50
25	6.75
26	7.00
27	7.25
28	7.50
29	7.75
30	8.00
31	8.25
32	8.50
33	8.75
34	9.00
35	9.25
36	9.50
37	9.75
38	10.00
39	10.25
40	10.50
41	10.75
42	11.00
43	11.25
44	11.50
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46	12.00
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82	21.00
83	21.25
84	21.50
85	21.75
86	22.00
87	22.25
88	22.50
89	22.75
90	23.00
91	23.25
92	23.50
93	23.75
94	24.00
95	24.25
96	24.50
97	24.75
98	25.00
99	25.25
100	25.50

**First-Class Mail - Commercial**

Weight (oz)	Rate
1	0.75
2	1.00
3	1.25
4	1.50
5	1.75
6	2.00
7	2.25
8	2.50
9	2.75
10	3.00
11	3.25
12	3.50
13	3.75
14	4.00
15	4.25
16	4.50
17	4.75
18	5.00
19	5.25
20	5.50
21	5.75
22	6.00
23	6.25
24	6.50
25	6.75
26	7.00
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28	7.50
29	7.75
30	8.00
31	8.25
32	8.50
33	8.75
34	9.00
35	9.25
36	9.50
37	9.75
38	10.00
39	10.25
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41	10.75
42	11.00
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85	21.75
86	22.00
87	22.25
88	22.50
89	22.75
90	23.00
91	23.25
92	23.50
93	23.75
94	24.00
95	24.25
96	24.50
97	24.75
98	25.00
99	25.25
100	25.50

**First-Class Mail - Commercial - Flat**

Weight (oz)	Rate
1	0.75
2	1.00
3	1.25
4	1.50
5	1.75
6	2.00
7	2.25
8	2.50
9	2.75
10	3.00
11	3.25
12	3.50
13	3.75
14	4.00
15	4.25
16	4.50
17	4.75
18	5.00
19	5.25
20	5.50
21	5.75
22	6.00
23	6.25
24	6.50
25	6.75
26	7.00
27	7.25
28	7.50
29	7.75
30	8.00
31	8.25
32	8.50
33	8.75
34	9.00
35	9.25
36	9.50
37	9.75
38	10.00
39	10.25
40	10.50
41	10.75
42	11.00
43	11.25
44	11.50
45	11.75
46	12.00
47	12.25
48	12.50
49	12.75
50	13.00
51	13.25
52	13.50
53	13.75
54	14.00
55	14.25
56	14.50
57	14.75
58	15.00
59	15.25
60	15.50
61	15.75
62	16.00
63	16.25
64	16.50
65	16.75
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67	17.25
68	17.50
69	17.75
70	18.00
71	18.25
72	18.50
73	18.75
74	19.00
75	19.25
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78	20.00
79	20.25
80	20.50
81	20.75
82	21.00
83	21.25
84	21.50
85	21.75
86	22.00
87	22.25
88	22.50
89	22.75
90	23.00
91	23.25
92	23.50
93	23.75
94	24.00
95	24.25
96	24.50
97	24.75
98	25.00
99	25.25
100	25.50

- Featured Speaker at:**
- National Postal Forum
  - Regional Webinars
  - PCC's across the US



# Postage Savings Analysis:

## 1. Certified/Return-Receipt Mail

- 64 minimum per year average
  - Savings of \$1.58 ea. X 6= \$9.48/mo.
  - **TOTAL SAVED: \$101.12/yr**



## 2. Priority Mail & Other Parcels

- Using an avg spend of \$110.01/mo
- Commercial based + Merchant rate discounts= 70% discount
- \$77.00/mo saved or **\$924.00/yr in parcel related postage.**

### TOTAL POSTAGE SAVINGS:

- eC/RR: **\$101.12/yr**
- Parcels **\$924.08/yr**

**COMBINED: \$1025.20/yr**

- Savings over term of new lease **\$5382.29**
- **\*to be put back in school budget!**





Investment Information for Certified Solution:  
Supply item only, this is not tied to the lease.

License & Set Up:

**\$150.00 One-time fee**

*\$0.69 per credit / #10 envelopes or thermal labels.*

*\$0.99 per credit / 6 x9 and 9x12 envelopes*

*\*\* Credits never expire \*\**

*\*\*unlimited users\*\**



## Investment Information:

ACQUISITION OPTION ILLUSTRATION:			
	OPTION #1-	Purchase	OPTION #2- Lease
			FMV
COST ELEMENT	QUADIENT IX-75SMART	QUADIENT IX-75SMART	
<i>with shipping solution included</i>	YES	YES	
Outright Purchase Sourcewell	\$12,981.50	N/A	
Lease Payment/mo	N/A	\$576.65	
Down Payment	N/A	N/A	
63 Months of Lease Payments	N/A	\$ 36,328.95	
Meter Rental-year 1	\$ 864.00	INCLUDED	
Meter Rental-year 2	\$ 864.00	INCLUDED	
Meter Rental-year 3	\$ 864.00	INCLUDED	
Meter Rental-year 4	\$ 950.40	INCLUDED	
Meter Rental-year 5	\$ 1,045.44	INCLUDED	
Meter Rental-final 3 months	\$ 287.49	INCLUDED	
Equipment SLA-year 1	\$ 2,328.00	INCLUDED	
Equipment SLA-year 2	\$ 2,328.00	INCLUDED	
Equipment SLA-year 3	\$ 2,560.80	INCLUDED	
Equipment SLA-year 4	\$ 2,816.88	INCLUDED	
Equipment SLA-year 5	\$ 3,098.56	INCLUDED	
Equipment SLA-year remaining 3 months	\$ 852.10	INCLUDED	
Software Maint & Support-year 1	INCLUDED	INCLUDED	
Software Maint & Support-year 2	INCLUDED	INCLUDED	
Software Maint & Support-year 3	INCLUDED	INCLUDED	
Software Maint & Support-year 4	INCLUDED	INCLUDED	
Software Maint & Support-year 5	INCLUDED	INCLUDED	
Rate Change-year 1	INCLUDED	INCLUDED	
Rate Change-year 2	INCLUDED	INCLUDED	
Rate Change-year 3	INCLUDED	INCLUDED	
Rate Change-year 4	INCLUDED	INCLUDED	
Rate Change-year 5	INCLUDED	INCLUDED	
FREIGHT	INCLUDED	INCLUDED	
DELIVERY, INSTALLATION	INCLUDED	INCLUDED	
OPERATOR TRAINING, SET-UP	INCLUDED	INCLUDED	
*BUYOUT TO OWN AT END OF TERM	N/A	FMV	
<b>TOTAL LIFECYCLE COST PROJECTION</b>	<b>\$ 31,841.17</b>	<b>\$ 36,328.95</b>	

(Please refer to full acquisition analysis provided)



### Investment Information:

**IX7SMART package with mix mail feeder,  
dynamic weigh, weigh on the go 10# scale  
and catch tray**

Circle which option you prefer, sign and  
return to me.

*63-month Sourcewell lease:  
All inclusive:\$576.65/mo.*

*Purchase price: \$12,981.50  
Meter rental and rate change: \$72.00 month  
billed annually. Locked in for three years.  
Past due invoice must be paid prior to either  
option above: \$1247.71*

*Maintenance: \$194.00/mo. Billed annually,  
locked in for two years.*

#### **Lease includes:**

**All equipment  
Meter rental, rate change & shipping app  
Installation, delivery and training  
Full SLA/maintenance agreement.**

Postal source will remove existing equipment, transfer  
funds to the new system and return the existing to  
Quadient at no charge. **Value of \$450.00**



**Minimum Savings on parcels with automation:  
\$924.08/YR**

**Savings on certified mail with automation: \$101.12/Yr  
Savings over term of new lease: \$5382.29**

**Postal Source will give you 50 #10 certified envelopes  
at no charge and also waive the \$150 set up fee.**

*Client*  
**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

*Print*  
**Name:** \_\_\_\_\_ **Title:** \_\_\_\_\_

*Purchase Order # to reference:* \_\_\_\_\_