



## 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

Presented by:  
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**\*CONFIDENTIAL\***

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

Helping Businesses Communicate Better 



# 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 sizes 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!*

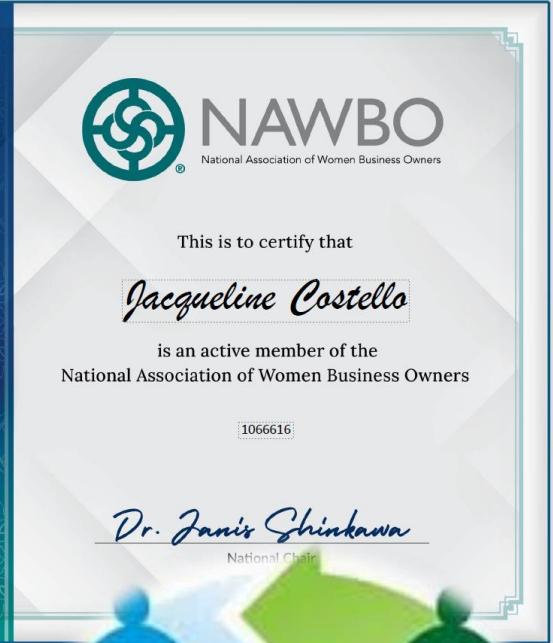
[www.postalsource.com](http://www.postalsource.com)

## FAMILY of CLIENTS



# 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.



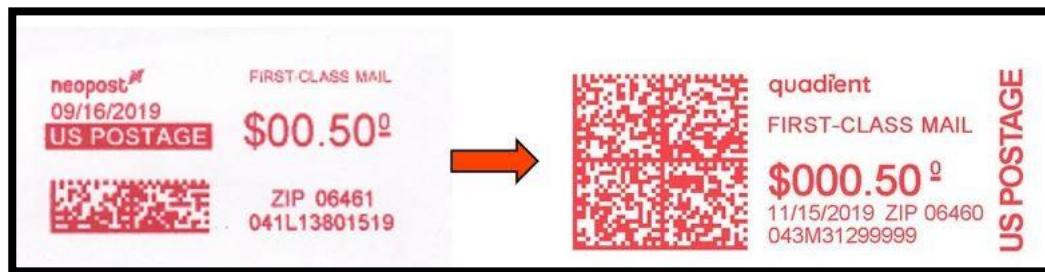


# USPS Regulatory Compliance: IMI meter regulation

*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/mailing 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+ (EPP/EFT) (security strength to deter current threats)	✓	✗
Improved security for Rate Table, Log Files and Data Exchange Interface	✓	✗

✓ - Compliant

✗ - Partially Compliant

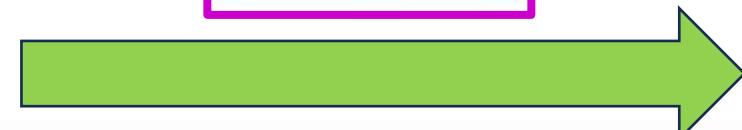
✗ - Noncompliant



# 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**





# 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:



Printed by a solution like Neoship or S.M.A.R.T.



Option 1: Software-generated all-in-one shipping label with return address, ship-to address, and IMpb

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



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.



Detailed  
tracking showing  
parcel location  
at every scan

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



\$50 Free for Priority Mail



\$100 Free for Priority Mail Express

See how to  
**SAVE ON  
POSTAGE!**

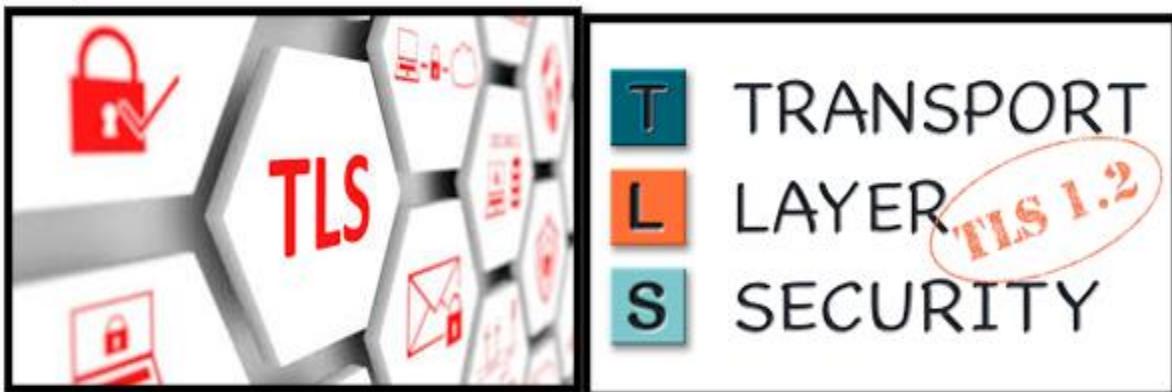
IMpB barcode required  
for all USPS Packages



Postage stamps require Form 400 for delivery

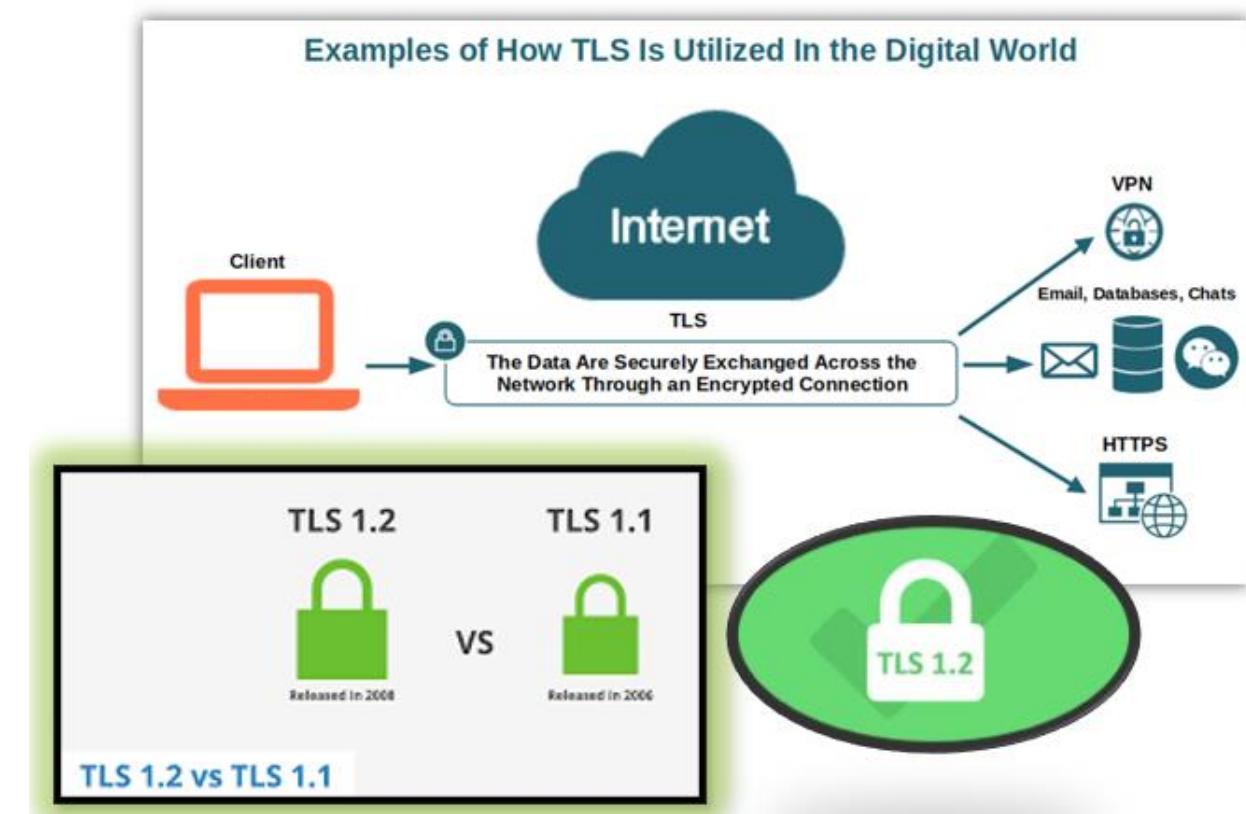


## Security & Compliance



**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.





Mail Type	Last Year* JAN-2024 - DEC-2024		Rolling Year FEB-2024 - JAN-2025	
	Pieces #	Postage \$	Pieces #	Postage \$
Postcards	792	\$433.21	811	\$445.00
Letters	48,023	\$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
<b>Total</b>	<b>51,609</b>	<b>\$39,727.23</b>	<b>54,702</b>	<b>\$42,284.69</b>

Mail Class	Letters- FEB-2024 - JAN-2025		Flats- FEB-2024 - JAN-2025	
	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:
1oz:	48,310	1 oz:	141	1lb:
2 oz:	2,695	2 oz:	505	1lb. <5lb:
3 oz:	586	3 oz:	509	5lb. <10lb:
3 oz+:	40	4 oz:	274	10lb. <15lb:
Total:	51,828	5 oz:	260	15lb. <20lb:
		6 oz:	120	20lb. <30lb:
		7 oz:	59	30lb. <50lb:
		8 oz:	33	50lb. <70lb:
		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	



# 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.*

# 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
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)
Quadient Postage Funding

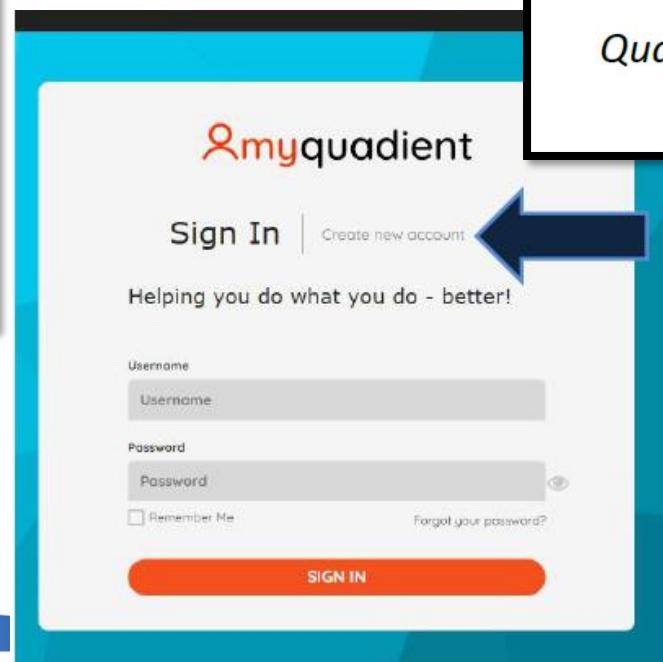


# Customer Portal:

*Online access to all leasing & postage invoices*

Discover **myquadiant**, your customer portal, accessible anytime from anywhere to manage your Quadiant account

- Order supplies
- Request support
- View real-time postage balances
- View and export postage spending activity
- View, print and pay all of your Quadiant 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

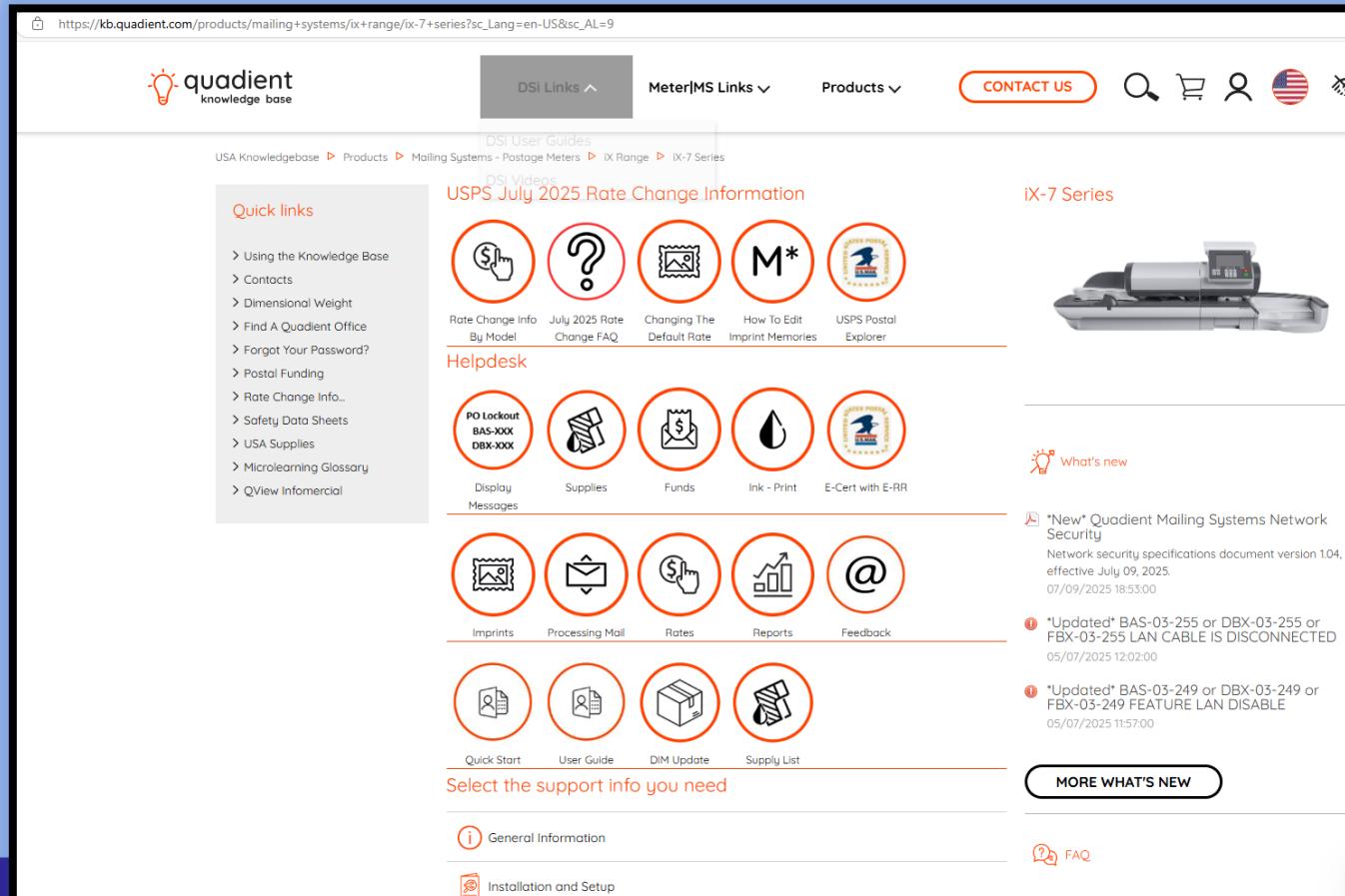


## My Quadiant Guide

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

# RESOURCES:

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



The screenshot shows the Quadient Knowledge Base website for the iX-7 Series. The top navigation bar includes links for 'DSI Links', 'Meter|MS Links', 'Products', 'CONTACT US', a search bar, a shopping cart icon, and a user profile icon. The main content area features a 'USPS July 2025 Rate Change Information' section with links for 'Rate Change Info By Model', 'July 2025 Rate Change FAQ', 'Changing The Default Rate', 'How To Edit Imprint Memories', and 'USPS Postal Explorer'. Below this is a 'Helpdesk' section with icons for 'PO Lockout BAS-XXX DBX-XXX', 'Display Messages', 'Supplies', 'Funds', 'Ink - Print', and 'E-Cert with E-RR'. A 'What's new' section highlights 'New' Quadient Mailing Systems Network Security and two system status messages: 'Updated\* BAS-03-255 or DBX-03-255 or FBX-03-255 LAN CABLE IS DISCONNECTED' and 'Updated\* BAS-03-249 or DBX-03-249 or FBX-03-249 FEATURE LAN DISABLE'. At the bottom, there are links for 'Quick Start', 'User Guide', 'DIM Update', 'Supply List', 'Select the support info you need', 'General Information', 'FAQ', and 'Installation and Setup'.



The 'iX-7 Series Quick Start Guide' document is a comprehensive guide to using the mailing system. It includes sections on 'Getting to Know Your Mailing System', 'Quick Steps to Metering Your Mail', and various operational instructions. The 'Quick Steps to Metering Your Mail' section is divided into four main steps: 1. General settings, 2. To weigh an item, 3. Select a rate and service(s), and 4. Print the letter or label. Each step includes a screenshot of the machine's display screen and a list of steps. The document also covers 'Adding Funds', 'If Jamming Occurs', and 'Changing The Ink Cartridge'. A QR code at the top right links to the full user guide.

Helping Businesses Communicate Better

## **Additional Recommendation:** **Accountable Mail/ Electronic Certified Mail**

**Processing your Certified Mail on demand**

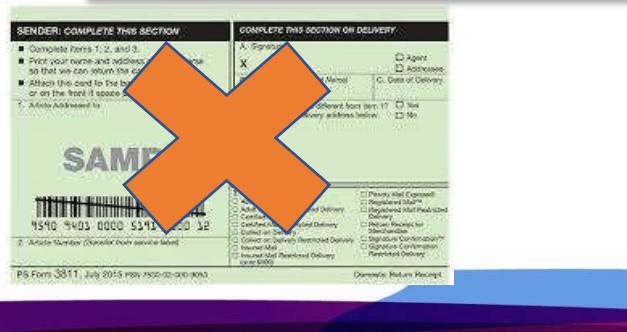
This screen is used to quickly generate a single Certified Mailpiece. Populate the **Destination Address** by selecting and address from your Address Book, pasting from a Word document, or by manually entering the address. Select the Print Format, the Weight, and the options for E-Return Receipt/Restricted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

<b>Return Address</b> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Return Address Book: <input type="button" value="Save Address"/> <input type="button" value="Delete Address"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">First Name: <input type="text" value="Sender First"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Last Name: <input type="text" value="Sender Last"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Company: <input type="text" value="Sender Company"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Address1: <input type="text" value="123 Test Rd"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Address2: <input type="text"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">City: <input type="text" value="Tampa"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">State: <input type="text" value="FL"/> <input type="button" value="▼"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Zip: <input type="text" value="34698"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Sender Email: <input type="text" value="support@certifiedmailstream.com"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Print Format: <input type="button" value="#10 Envelope"/> <input type="button" value="Print Sample"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Weight: <input type="text" value="1"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">E-Return Receipt: <input checked="" type="checkbox"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Restricted Delivery: <input type="checkbox"/></div> <div style="border: 1px solid #ccc; padding: 2px; text-align: center;">Print</div>	<b>Destination Address</b> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Address Book: <input type="button" value="Save Address"/> <input type="button" value="Delete Address"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">First Name: <input type="text" value="Recipient First"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Last Name: <input type="text" value="Recipient Last"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Company: <input type="text" value="Recipient Company"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Address1: <input type="text" value="456 Test Rd"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Address2: <input type="text"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">City: <input type="text" value="New York"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">State: <input type="text" value="NY"/> <input type="button" value="▼"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Zip: <input type="text" value="10021"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Reference(Shown on Signature): <input type="text"/></div> <div style="border: 1px solid #ccc; padding: 2px; margin-bottom: 5px;">Internal Reference/Description: <input type="text"/></div> <div style="border: 1px solid #ccc; padding: 2px; text-align: center;">Clear Destination Address</div>
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Date Printed: 03/03/2014  
 ABC Company, Inc.



# Compliant

# Postal Source Certified Mail

- Unlimited Users
- Signature capture
- **7 year archival of POD**
- Searchable database of info
- Address Verification
- Ability to add codes
- Ability to add sender name
- On demand or batch applications
- API's and SSO options available



Save \$1.58 after July 13<sup>th</sup> 2025 rate change

- No more green cards
- No more bogging down the mailroom!!!



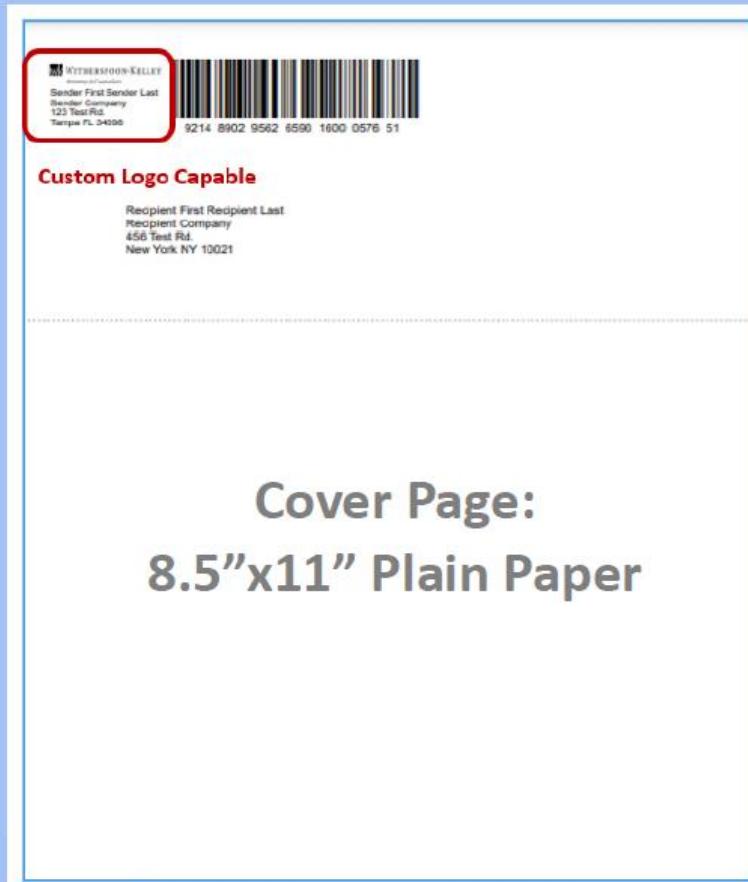
## Cost Effective

# 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.**

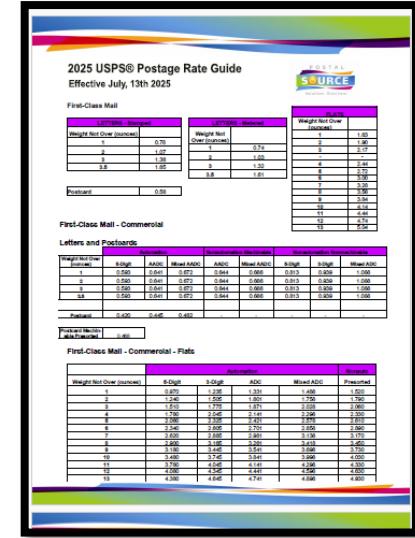
NOTE: ONLY Postal Source stands behind their supplies.

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

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



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



## **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:

COST ELEMENT	ACQUISITION OPTION ILLUSTRATION:		
	OPTION #1- Purchase	OPTION #2- Lease	FMV
<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: \_\_\_\_\_**