

# Requisition

**Supplier:** QUADIENT FINANCE USA INC                      0000043492  
 478 WHEELERS FARM RD  
 MILFORD CT 06461  
 United States

**Phone:** (203) 301-3400                      **Fax:** (203) 301-2600  
**email:** sales.ie@quadient.com

**Ship To:** RECEIVING  
 10 COLLEGE PARKWAY  
 FOLSOM CA 95630-6798

<b>Business Unit:</b> <b>COPFD</b> <b>OPEN</b>	
Req ID: 0003008299	Date: 03/22/2024
Page 1	
Requisition Name: QUADIENT POSTAGE EQUIPMENT	
Requester Kathy Barnes-Liquori	
Requester Signature	
Buyer: Brenda Haney	
Approved:	
Entered By: BARNES-K 22-MAR-2024	

Line-Schd	Description	Quantity	UOM	Price	Extended Amt	Due Date
1-1	QUADIENT IX7 POSTAGE MACHINE WITH DWP AND 10LB SCALE	1	EA	8,840.00	8,840.00	

ASSET DEPT: PRNTSVC                      LOCATION: 04FLC                      CATEGORY: EQU:OTHER 1                      PROFILE: EQP:OTHER

ANNUAL METER RENTAL: \$720.00

8,840.00 Sub-total  
685.10 Est. tax

Total Requisition Amount:                      9,525.10

<u>BU</u>	<u>Acct</u>	<u>Fd</u>	<u>Org</u>	<u>Prog</u>	<u>Sub</u>	<u>Proj</u>	<u>Amount</u>
COPFD	6490	41	FL.VA.PRNT	71000	70239	041A	8,840.00

<b>Approval Signature</b>	<b>Approval Signature</b>	<b>Approval Signature</b>
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# Postage System, FLC, March 2024

	Quadient	International Mailing	Pitney Bowes	FP Mailing Solutions
Contact	David Hoffman 916-678-8024 <a href="mailto:d.hoffman@quadient.com">d.hoffman@quadient.com</a>	Frank Ford 916-806-7359 <a href="mailto:fford@postagemeter.com">fford@postagemeter.com</a>	Penny Vaderlaan 916-914-5681 <a href="mailto:penny.vaderlaan@pb.com">penny.vaderlaan@pb.com</a>	Tim Grzybek 630-827-5807 <a href="mailto:tgrzybek@fp-usa.com">tgrzybek@fp-usa.com</a>
Purchasing Contract			E&I Cooperative Services, Master Agreement Number CNR01392	
Brand	Quadient	Quadient	Pitney Bowes	FP
Model	IX7	IX7	MailCenter 2000	PostBase A120
Conectivity	LAN line	LAN line	LAN line	LAN line
Equipment Cost	\$8,840.00	\$9,925.00	\$9,452.75	\$10,875.00
<b>Total equipment cost</b>	<b>\$8,840.00</b>	<b>\$9,925.00</b>	<b>\$9,452.75</b>	<b>\$10,875.00</b>
<b>Meter Rental</b>	<b>60 per M: \$720.00</b>	75 per M: \$900.00	\$60.24 per M: \$722.88	\$61 per M: \$732.00
postal updates inc. rental	Auto download	Auto download	\$14 per M: \$168.00	Auto download
Dept accounts	100	100	\$15 per M: \$180	20
Annual Maint	\$888.00 (NC 1st year)	\$1,648.80 (NC 1st year)	\$986.00	\$1,425.00
<b>Total annual cost</b>	<b>\$1,608.00</b>	<b>\$2,548.80</b>	<b>\$2,056.88</b>	<b>\$2,157.00</b>
<b>First year cost of ownership</b> (purchase + annuals)	<b>\$10,448.00</b>	<b>\$12,473.80</b>	<b>\$11,509.63</b>	<b>\$13,032.00</b>

# BUSINESS CASE

## IX7 Postage Machine with DWP and 10lb. Scale

Prepared for: **Folsom Lake College**

Proposal date: **3/12/2024**

Valid until: **4/30/2024**

Submitted by:



### DAVID HOFFMAN

State and Local Government Account Executive

[d.hoffman@quadient.com](mailto:d.hoffman@quadient.com)

916-678-8024

[Learn more about Quadient](#)

### Vendor

<b>Company Name</b>	Quadient Inc.	FEDERAL ID# 94-2388882	
<b>Attention</b>	Government Sales	DUNS# 080708241	
<b>Address</b>	478 Wheelers Farms Rd		
<b>City State Zip</b>	Milford	CT	06461
<b>Phone</b>	(203) 301-3400	<b>Fax</b>	(203) 301-2600



# Quadient at a Glance

We help companies build powerful connections with their customers. **Because connections matter.**



### LOCAL PARTNER

200+ U.S. locations providing unmatched accessibility and responsiveness.



### EXPERTISE

8 billion interactions facilitated annually.



### PROVEN RESULTS

96% customer satisfaction rate. \$1.2B sales in 2018, 44% from North America.



### BACKED BY THE EXPERTS

Gartner, Forrester, and Aspire.



### EXPERIENCE

Market-leading technology for 95 years. 800,000 customers across 90 countries.



### GLOBAL REACH

5,600 employees in 32 countries.

## Portfolio



### Customer Experience Management

Omnichannel software that delivers compliant and meaningful customer interactions.



### Business Process Automation

Digital solutions that streamline document production processes and departmental workflows.



### Mail-Related Solutions

Hardware and software that power accurate and efficient physical communications.



### Parcel-Related Solutions

Advanced systems that automate inbound parcel management and optimize shipping.

## Business Impact

Delivering measurable process improvements to advance your key business objectives, including:



### Customer Engagement

Improve acquisition, satisfaction and retention



### Revenue Growth

Increase sales, market share and profit



### Risk Mitigation

Enhance security and regulation compliance



### Expense Control

Maximize productivity and reduce costs



## Product Overview



### iX-7 DS MAILING SYSTEM

A mid-range mail processing solution with exceptional versatility

#### Key Capabilities

- Intuitive user interface that includes a color touchscreen and time-saving shortcut keys
- Meets the latest Intelligent Mail Indicia (IMI) and Dimensional Weighing (DIM) USPS® requirements
- Automatic feeding of postcards, letters or large envelopes without sorting by mail piece size
- Dependable envelope sealing that secures the contents of your mail pieces
- In-line dynamic scale weighs, measures, classifies and rates mail pieces on the fly
- External scale auto-adjusts the postage amount for extra-thick envelopes or boxed packages
- Integrated postage label dispenser for easy processing of bulky letters and large envelopes
- Reach productivity levels as high as 140 metered letters per minute (75 in dynamic weighing mode)
- Safeguard your stored postage with PIN code access for each of your operators
- Track pieces processed and postage used for 100 or more accounts/departments
- LAN or wireless connection to refill postage instantly and update postal rates automatically
- Download artwork to print onto your mail pieces – use our free library or create your own
- Uploads postage usage data to your Myquadiant online account for quick and easy analysis
- Download postage anytime and pay for it later using Quadiant Postage Funding



## Financial Considerations

### Product Summary

- Annual Maintenance
- IX7 base with mixed mail feeder
- Dynamic weighing
- 10lb. external scale

### Cost Summary

Valid Until: 4/30/2024

01	Hardware at:	\$8,840.00
02	Meter Rental at:	\$60.00 per month
03	Freight, delivery & installation	Free
04	Annual equipment maintenance	First year free
	<b>Total Year One Cost</b>	<b>\$9,560.00</b>

### Additional Business Impact/Notes

- Annual maintenance contract starting year two at \$888.00 per year
- Pricing does not include applicable tax.

**Postage meters that print the Information -Based Indicia (IBI) will be decertified in 2024 and must be replaced by meters with Intelligent Mail Indicia (IMI) technology.**

- The limited postage and transaction data the USPS® gets from IBI prevents them from fully automating certain back-office functions such as refunds and proper postage payment validation.
- The new IMI standard provides more detailed transaction data in real time, enabling the USPS® to automate operations, enhance security measures, and ensure correct postage is used.



**OUTGOING- IBI Example**



**NEW - IMI Example**

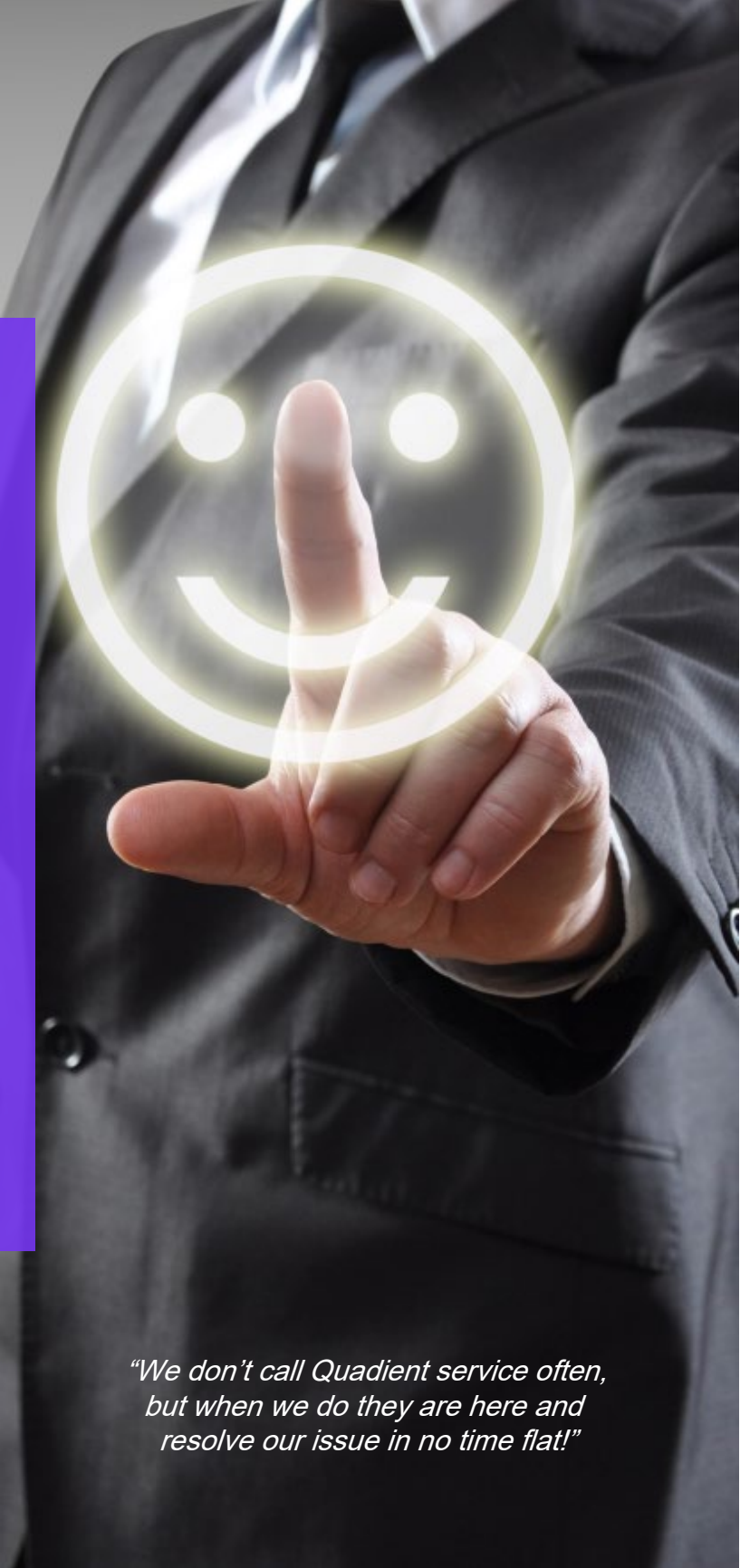
**Federal Register Notice - Vol. 85, No. 234, issued - Friday, Dec. 4, 2020**

“In this final rule, the Postal Service withdraws all authorizations to distribute (decertifies) Postage Evidencing Systems (PES) that are not producing compliant Intelligent Mail Indicia (IMI) on June 30, 2024. IMI compliant PES are defined in the IMI Performance Criteria (IMI-PC) and produce only IMI-Minimum (IMI-MIN), IMI-Standard (IMI-STD), and IMI-Maximum (IMI-MAX) indicia constructs (as stated in the IMI-PC). All PES that are not IMI-PC compliant, also referenced as Phase VI-IBI and Phase VII-PC Postage (collectively Phase VI and Phase VII PES), will become decertified Postage Evidencing Systems on June 30, 2024. The decertified Postage Evidencing Systems must be withdrawn from service by December 31, 2024.”

**View the ruling online: <https://www.federalregister.gov/d/2020-26129>**

Date	Action
June 30, 2024	IBI Postage Meters are Decertified (no new placements)
December 31, 2024	All IBI Postage Meters must be withdrawn from service

**All Quadi<sup>ent</sup> iX Postage Meters are fully IMI compliant and USPS -approved**



**Maximize productivity and efficiency with proven customer support**

With 95 years of experience and a robust nationwide network, Quadiant is the right business partner to keep your mail and parcel operations running smoothly.

**Comprehensive support includes:**

- **US-Based Customer Service**  
Local support staff with the knowledge and resources to answer your questions and schedule on-site service.
- **Support Options**  
Choose self-help, assisted help, or speak live with trained experts.
- **Large Installation Project Management**  
Coordination, site preparation, equipment delivery, and training to ensure successful implementation of new technology.
- **Customer Satisfaction**  
The highest customer satisfaction index in the industry, as indicated by the statistics below:

**Overall Customer Satisfaction Index**

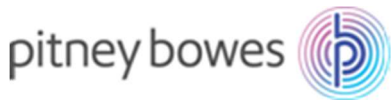
Customer Care, Dispatch, Service, Software Support & Project Mgmt.	<b>95.5%</b>
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**2021 Customer Satisfaction Survey Results**

Field service technicians	<b>97.5%</b>
Customer service department	<b>91.0%</b>
Project implementation team	<b>97.3%</b>

*"We don't call Quadiant service often, but when we do they are here and resolve our issue in no time flat!"*





Folsom Lake College

BPN 0018120175

March 8, 2024

**E&I Cooperative Services, Master Agreement Number CNR01392**

### **Mail Center 2000 Mailing System**

- IMI compliant metering technology
- Automatic envelope feeder
- Automatic envelope sealing
- Weigh on the Way technology 145/70 LPM
- 15" Color Display
- 10lb interfaced scale with USPS rates.
- Drop catcher.
- Automatic USPS rate updates
- Departmental Accounting
- Delivery, installation, and training

### **Purchase Cost (per unit cost)**

- ✓ Purchase Price: \$9,452.75 plus applicable sales tax
- ✓ Meter Rental \$60.24 per month plus applicable sales tax
- ✓ Accounting Subscription \$15.00 per month plus applicable sales tax
- ✓ Softguard Rate updates \$14.00 per month plus applicable sales tax.
- ✓ Equipment Maintenance: \$986.00 annually.

*Quote valid until June 6, 2024*

### **Penny Vanderlaan**

Government Account Executive  
State of California

**T +1 916.914.5681**

**Fax +1 203.460.3891**

[Penny.Vanderlaan@pb.com](mailto:Penny.Vanderlaan@pb.com)



International Mailing Equipment, Inc.

## International Mailing Equipment, Inc.

336 N 12<sup>th</sup> Street  
Sacramento, CA 95814  
(916) 448-1000

**California Small Business # 6475**

3/13/2024

### **Folsom Lake College**

Attn. Kathy Barnes Liguori  
barnesk@flc.losrios.edu

### **Mailing System Quote**

Qty 1 – iX7DWP30 Mailing System Dynamic Weighing, 30lb Scale, Label Dispenser & Conveyor

Purchase Price: \$9,925.00 + Tax

Monthly Meter Rental: \$75.00

1st Year Maintenance Included @ NO Charge

Annual Maintenance for Years 2 to 5 (Price Locked) : \$1,648.00 per year

#### **Maintenance Coverage Includes:**

6 Hour Business Response Time or Less (M-F / 8 am to 5 pm)

ALL Parts, Labor & Preventative Maintenance

Unlimited Operator Training

Loaner System if Needed

**Pricing good through 7/31/2024**

Thank you very much for this opportunity to provide you with the highest quality equipment available in today's marketplace. Please call me if you have any questions.

Sincerely,

**Frank Ford**

Solutions Specialist

Tel: (916) 448-1000 x 224

Cell: (916) 806-7359

[fford@postagemeter.com](mailto:fford@postagemeter.com)



Purchase Agreement with Meter Rental Agreement

Section (A) Office Information

Table with 4 columns: Office Number, Office Name, Phone #, Date Submitted. Values: 5883000, International Mailing Equipment, (916) 448-1000, 02/12/2024

Section (B) Billing Information

Table with 4 columns: Company Name, Billing Address, City State Zip+4, Contact Name, Contact Title, Email Address. Values: Folsom Lake College, 10 COLLEGE PKWY, FOLSOM CA 95630-6798, Kathy Barnes Liguori, Printing Services Department, barnesk@flc.losrios.edu

Section (C) Installation Information (if different from billing information)

Table with 4 columns: Company Name, Installation Address, City State Zip+4, Contact Name, Contact Title, Email Address, Main Post Office. Values: Folsom Lake College, 10 COLLEGE PKWY, FOLSOM CA 95630-6798, Kathy Barnes Liguori, Printing Services Department, barnesk@flc.losrios.edu

Section (D) Purchased Products

Table with 5 columns: Qty, Model / Part Number, Description (include Serial Number, if applicable), Price. Rows 1-7 with product details and prices.

Summary table with 4 columns: Meter Model, Machine Model, Recurring Annual Costs, Product Subtotal. Values: IX7AI, IX7DSWP30, \$1,648.80, \$9,925.00

Section (E) Postage Meter Rental/Services Payment Information

Form with text: Meter Rental: \$75.00 for 36 months, payable annually. Includes checkboxes for Taxable, Mail me a rental invoice, Bill my NeoFunds postage account, Bill my credit card, ACH Direct Debit.

Section (F) Postage Funding Information

Form with text: Postage Funding Account: New Existing Account POC Account #: Postage Funding Method: Bill Me Prepay by Check ACH Debit OMAS CPU Agency Code Sub Agency Code

Section (G) Service Products (check all that apply)

Form with checkboxes for: Online Postal Rates iMeter™ App (SP10), Online Postal Expense Manager iMeter™ App (SP20/NeoStats), Online E-Services iMeter™ App (SP30), Maintenance, EasyInk® Automatic Ink Restocking, NeoShip PLUS (EP70PLUS), NeoShip Install & User Guide (EP70GUIDES), 4G/5G Cell Service, Installation/Training

Section (H) Approval

Approval section with text: Existing customers who currently fund the Postage account by ACH Debit will not be converted to a Postage Funding Account unless initial here. This document consists of a Product Purchase, a Postage Meter Rental Agreement, and Online Services and Software Agreement with Quadiant, Inc. Includes signature lines for Authorized Signature, Print Name and Title, Date Accepted, and Accepted by Quadiant Inc and its Affiliates.



RFP Response  
for  
Folsom Lake College

Artie Atencio  
Branch Manager, Northern California  
Phone: (916) 231-8361  
Email: [Artie.Atencio@pacificoffice.com](mailto:Artie.Atencio@pacificoffice.com)  
3304 Monier Circle, suite 110  
Rancho Cordova, CA 95742

March 21, 2024





## **Proposed Solution**

### **PostBase Vision A120**

Stack & Go Feeder – adjustable anti-skew rollers  
PostBase Vision Feeder w/ Sealer  
Printers up to 120 letters per minute  
Dynamic Scale – 90 letters per minute, measures size and weight  
SealCheck Sensor – ensures each envelope flap passes through sealer  
Attribute Package for PostBase Vision  
Adjustable 5” touchscreen  
Integrated Label Dispenser  
Vision 360 – Includes 20 cost accounts

**Total Investment:** **\$10,875.00**

### **Maintenance Agreement**

Includes all parts and labor. Renews Annually.

**Annual MA:** **\$1,425.00**

### **Meter Rental**

P200C IMI with Resets, RateGuard, and FP Parcel Shipping USPS  
Online Analytics and Advanced Reporting

**Rental Investment:** **\$61.00/mo**



**PACIFIC OFFICE AUTOMATION**  
— PROBLEM SOLVED —