

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@quadiant.com

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

Business Unit: GENFD OPEN	
Req ID: 0001049700	Date: 04/11/2024
Page 1	
Requisition Name: 2024 MAINT RENT QUADIENT	
Requester Kathy Barnes-Liquori	
Requester Signature	
Buyer: Brenda Haney	
Approved:	
Entered By: BARNES-K 11-APR-2024	

Line-Schd	Description	Quantity	UOM	Price	Extended Amt	Due Date
1-1	5600, S/N TBD, IX7 MAILING SYSTEM LOCATED IN CS 207. INSTALL DATE 06/24	1	EA	0.01	0.01	07/01/2023

MAINTENANCE AGREEMENT INCLUDES ALL PARTS AND LABOR. DOES NOT INCLUDE CONSUMABLES.

2-1	5601 METER #TBD LOCATED IN CS-207. RENTAL PLUS TAX.	1	EA	120.00	120.00	07/01/2023
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120.01 Sub-total
9.30 Est. tax

Total Requisition Amount: 129.31

PERIOD: 5/1/24 - 06/30/24
 PY PO#: REPLACES 0001122041

METER ACCOUNT # 07383672
 CUSTOMER # 60209750
 CONTRACT 787892

THIS PO ACCOMPANIES PO 0003019827 FOR THE PURCHASE OF A QUADIENT IX7 POSTAGE MACHINE.

<u>BU</u>	<u>Acct</u>	<u>Fd</u>	<u>Org</u>	<u>Prog</u>	<u>Sub</u>	<u>Proj</u>	<u>Amount</u>
GENFD	5600	11	FL.VA.PRNT	67900	00000	041A	0.01
GENFD	5601	11	FL.VA.PRNT	67900	00000	041A	120.00

Approval Signature	Approval Signature	Approval Signature
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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:



quadient

DAVID HOFFMAN

State and Local Government Account Executive

d.hoffman@quadient.com

916-678-8024

[Learn more about Quadient](#)

Vendor

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

quadient



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
	Total Year One Cost	\$9,560.00

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^{ent} 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.	95.5%
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2021 Customer Satisfaction Survey Results

Field service technicians	97.5%
Customer service department	91.0%
Project implementation team	97.3%

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