



Our Guide to the January 2025 USPS® Rate Change



**Mail Equipment
and Postage**



**Home and Small
Office Mail**



**USPS®
Permit Accounts**



**Outsourced
Mail Services**



**Expedited Document
and Parcel Shipping**

Background and Experience

Speaker: Adam Lewenberg

President/CEO of Postal Advocate Inc.

- The only mail audit and recovery firm in the US and Canada
- Manage a portfolio of 182,000 pieces of mailing equipment and over 98,000 online postage users for the largest US companies.
- Speak and teach nationally on mail savings and industry trends.

Former Industry Co Chair- Boston Postal Customer Council and Mail Systems Management Association. CMDSS and MDC Certifications.

Featured Writer for Mailing Systems Technology Magazine.

Worked for one of the largest mailing vendors for over 17 years

- Director of national sales for presort, tabletop inserters, addressing hardware/software and green offerings.
- Was one of the top 5 account managers nationally working with some of the nations' largest accounts.



What We'll Cover:

- What rates are changing
- How this impacts you
- What you need to do
- Savings tips
- USPS Thoughts

New rates would take effect Sunday January 19, 2025

*We will focus on the most common rate structures. For more detail on other mail classes and services go to USPS Postal Explorer at <http://pe.usps.gov/PriceChange/Index>



Why USPS Rates Keep Going Up

USPS Volume Changes by Year

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	15 Yr % Change from 2010- 2024	5 Yr % Change from 2020- 2024
First-Class Mail®	78,514	73,738	69,617	66,620	64,639	63,455	62,271	59,733	57,466	55,626	52,940	50,850	49,128	46,152	44,467	-43.4%	-16.0%
First-Class Mail® % Change		-6.1%	-5.6%	-4.3%	-3.0%	-1.8%	-1.9%	-4.1%	-3.8%	-3.2%	-4.8%	-3.9%	-3.4%	-6.1%	-3.7%		
Marketing Mail®	81,841	83,957	79,496	80,878	80,374	80,090	80,930	78,370	77,306	75,690	64,180	66,234	67,121	59,435	57,524	-29.7%	-10.4%
% Change		2.6%	-5.3%	1.7%	-0.6%	-0.4%	1.0%	-3.2%	-1.4%	-2.1%	-15.2%	3.2%	1.3%	-11.5%	-3.2%		
Shipping	3,057	3,258	3,501	3,711	3,403	3,959	4,496	5,104	5,658	5,672	7,128	7,263	6,847	6,750	6,943	127.1%	-2.6%
% Change		6.6%	7.5%	6.0%	-8.3%	16.3%	13.6%	13.5%	10.9%	0.2%	25.7%	1.9%	-5.7%	-1.4%	2.9%		
Periodicals	7,269	7,077	6,741	6,359	6,045	5,838	5,586	5,301	4,994	4,635	4,006	3,679	3,400	2,992	2,748	-62.2%	-31.4%
% Change		-2.6%	-4.7%	-5.7%	-4.9%	-3.4%	-4.3%	-5.1%	-5.8%	-7.2%	-13.6%	-8.2%	-7.6%	-12.0%	-8.2%		
Total	170,681	168,030	159,355	157,568	154,461	153,342	153,283	148,508	145,424	141,623	128,254	128,026	126,496	115,329	111,682	-34.6%	-12.9%

Mail Volume Change Detail

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	15 Yr % Change from 2010- 2024	5 Yr % Change from 2020- 2024
First-Class Mail®																	
Letters	27,437	24,722	22,735	21,452	20,860	19,887	18,928	17,832	16,861	15,948	14,687	13,436	12,437	11,395	10,346	-62.3%	-29.6%
% Change		-9.9%	-8.0%	-5.6%	-2.8%	-4.7%	-4.8%	-5.8%	-5.4%	-5.4%	-7.9%	-8.5%	-7.4%	-8.4%	-9.2%		
Cards	1,447	1,312	1,157	1,049	923	855	796	671	632	563	486	435	413	369	326	-77.5%	-32.9%
% Change		-9.3%	-11.8%	-9.3%	-12.0%	-7.4%	-6.9%	-15.7%	-5.8%	-10.9%	-13.7%	-10.5%	-5.1%	-10.7%	-11.7%		
Flats	2,481	2,218	2,048	1,894	1,758	1,683	1,572	1,448	1,385	1,295	1,204	1,172	1,094	972	881	-64.5%	-26.8%
% Change		-10.6%	-7.7%	-7.5%	-7.2%	-4.3%	-6.6%	-7.9%	-4.4%	-6.5%	-7.0%	-2.7%	-6.7%	-11.2%	-9.4%		
Presort	46,225	44,269	42,524	41,144	40,193	40,174	39,943	38,795	37,833	37,131	36,246	35,621	34,996	33,244	32,759	-29.1%	-9.6%
% Change		-4.2%	-3.9%	-3.2%	-2.3%	0.0%	-0.6%	-2.9%	-2.5%	-1.9%	-2.4%	-1.7%	-1.8%	-5.0%	-1.5%		
Total Pieces	77,590	72,521	68,464	65,539	63,734	62,599	61,239	58,746	56,711	54,937	52,623	50,664	48,940	45,980	44,312	-42.9%	-15.8%
% Change		-6.5%	-5.6%	-4.3%	-2.8%	-1.8%	-2.2%	-4.1%	-3.5%	-3.1%	-4.2%	-3.7%	-3.4%	-6.0%	-3.6%		
Pieces																	
Priority Mail	779	790	824	871	897	974	1,005	1,023	1,070	1,085	1,261	1,394	1,183	1,058	699	-10.3%	-44.6%
% Change		1.4%	4.3%	5.7%	3.0%	8.6%	3.2%	1.8%	4.6%	1.4%	16.2%	10.5%	-15.1%	-10.6%	-33.9%		
Priority Mail Express	43	40	40	39	36	36	33	30	28	26	24	29	27	24	21	-51.2%	-12.5%
% Change		-7.0%	0.0%	-2.5%	-7.7%	0.0%	-8.3%	-9.1%	-6.7%	-7.1%	-7.7%	20.8%	-6.9%	-11.1%	-12.5%		
Ground Advantage	0	129	411	544	612	732	773	960	1,279	1,398	1,848	2,055	1,960	1,811	2,313		25.2%
% Change			218.6%	32.4%	12.5%	19.6%	5.6%	24.2%	33.2%	9.3%	32.2%	11.2%	-4.6%	-7.6%	27.7%		
Total Pieces	822	959	1,275	1,454	1,545	1,742	1,811	2,013	2,377	2,509	3,133	3,478	3,170	2,893	3,033	269.0%	-3.2%
% Change		16.7%	33.0%	14.0%	6.3%	12.8%	4.0%	11.2%	18.1%	5.6%	24.9%	11.0%	-8.9%	-8.7%	4.8%		

30-64% increases in past 3 years!

Date	First-Class Mail® Retail Letters	First-Class Mail® Metered Letters	First-Class Mail® Flats	First-Class Mail® Auto Letters	First-Class Mail® Auto Flats	Marketing-Mail® Letters	Marketing-Mail® Flats
7/14/2024	7.4%	7.8%	10.3%	8.3%	7.6%	4.4%	5.5%
1/21/2024	3.0%	1.6%	3.0%	1.8%	1.2%	1.1%	3.8%
7/9/2023	4.8%	5.0%	5.0%	5.8%	16.7%	6.4%	8.0%
1/22/2023	5.0%	5.3%	4.0%	3.3%	8.0%	3.2%	6.1%
7/10/2022	4.2%	8.1%	10.9%	6.5%	13.0%	6.3%	7.8%
8/29/2021	5.5%	3.9%	16.0%	7.5%	17.3%	8.0%	9.0%
Last 3 Year Increase	29.9%	31.7%	49.2%	33.2%	63.8%	29.4%	40.2%
1/24/2021	0%	2%	0%	2%	7%	1%	9%
1/26/2020	0%	0%	0%	2%	-4%	2%	4%
1/27/2019	10%	6%	0%	1%	2%	2%	5%
1/21/2018	2%	2%	2%	1%	-2%	0%	5%
1/22/2017	4%	-1%	4%	0%	0%	-1%	2%
4/10/2016	-4%	-4%	-4%	-4%	-5%	-4%	-4%
5/31/2015	0%	1%	0%	2%	2%	1%	2%
1/26/2014	7%	5%	7%	6%	7%	6%	6%
1/27/2013	2%	2%	2%	2%	2%	2%	2%
1/12/2012	2%	2%	2%	3%	4%	2%	2%
Previous 10 Years		16%	13%	14%	14%	11%	33%

Letter volume dropping fast!

Making up for volume declines with rate changes

Increased number of drop off points with fewer pieces per stop.

Volumes seldom go up after a major correction.

Mail Classes that are Changing vs. Not Changing

• Changing

- Priority Mail®
- Priority Mail® Express
- Ground Advantage™
- Premium Mail Forwarding
- Priority Mail® International
- Priority Mail® Express International
- First-Class® Package International

• Not Changing

- First-Class Mail® Letter, Flat and Postcard – Single Piece and Commercial
- Marketing Mail® including Nonprofit.
- Special Services
- Media Mail, Library Mail

Expect a 5-12% increase in July 2025

Priority Mail®

Highlights

- Lower increase for Commercial then Retail

Most popular USPS® package service
 13 ounce to 70LB items 1-3 day delivery throughout the US
 9 primary zones based on distance.



Average % Increase	Retail	Commercial Base
Flat Rate	3%	4%
1-5LB	3%	2%
6-10LB	3%	2%
11-25LB	3%	3%
Over 25LB	3%	3%

Priority Mail[®] Express

Up to 70LB items 1 day Guaranteed Delivery
9 primary zones based on distance.

Highlights

- Flat 3 % increase to all weights and zones.



Average % Increase	Retail	Commercial Base
Flat Rate	3%	3%
1-5LB	3%	3%
6-10LB	3%	3%
11-25LB	3%	3%
Over 25LB	3%	3%

USPS Ground Advantage™

- 2-5 day delivery service throughout US
- 4 ounce – 70LB in weight – One standard service regardless of weight
- Replaces the following services:
 - USPS First-Class Package Service® - Same rates as current
 - USPS Parcel Select Ground® Service
 - USPS Retail Ground® Service
- \$100 of insurance included – can be expanded up to \$5,000
- Customers can use USPS Ground Advantage Return service
- Up to 79% savings over Priority Mail – Up to 27% savings for items 10LB and less
- Retail and Commercial versions – 25-32% savings for Commercial 10LB and less.

Average % Increase	Retail	Commercial Base
<1LB	5%	3%
1-5LB	5%	4%
6-10LB	4%	3%
11-25LB	4%	2%
Over 25LB	4%	2%

Savings Tip - Move to Commercial Rates

- Huge discounts over retail rates.
- Free tracking on usps.com.
- Need to process through a Online Postage solution to get the discounts. (Click-N-Ship from the USPS does not allow for Commercial Rates – Only Retail)
- Multiple vendor options to process packages
- Requires the operator to enter the address and submit to the USPS electronically and create a shipping label vs. meter tape.



USPS Priority Mail®	
Average % Increase	Commercial Savings over Retail
Flat Rate	12%
1-5LB	21%
6-10LB	24%
11-25LB	27%
Over 25LB	16%
USPS Priority Mail® Express	
Average % Increase	Commercial Savings over Retail
Flat Rate	14%
1-5LB	15%
6-10LB	15%
11-25LB	13%
Over 25LB	12%
USPS Ground Advantage™	
Average % Increase	Commercial Savings over Retail
<1LB	25%
1-5LB	25%
6-10LB	32%
11-25LB	34%
Over 25LB	16%

Commercial Savings Examples

Low				
Class	Commercial Savings	Estimated Current Spend	Estimated New Spend	Difference
Ground Advantage™ (Less than 10 LB)	27%	\$250.00	\$182.50	-\$67.50
Priority Mail® (Less than 10LB)	22%	\$500.00	\$390.00	-\$110.00
Priority Mail® Express (Less than 10LB)	15%	\$250.00	\$212.50	-\$37.50
Total		\$1,000.00	\$785.00	-\$215.00
Medium				
Class	Commercial Savings	Estimated Current Spend	Estimated New Spend	Difference
Ground Advantage™ (Less than 10 LB)	27%	\$2,500.00	\$1,825.00	-\$675.00
Priority Mail® (Less than 10LB)	22%	\$5,000.00	\$3,900.00	-\$1,100.00
Priority Mail® Express (Less than 10LB)	15%	\$2,500.00	\$2,125.00	-\$375.00
Total		\$10,000.00	\$7,850.00	-\$2,150.00
High				
Class	Commercial Savings	Estimated Current Spend	Estimated New Spend	Difference
Ground Advantage™ (Less than 10 LB)	27%	\$25,000.00	\$18,250.00	-\$6,750.00
Priority Mail® (Less than 10LB)	22%	\$50,000.00	\$39,000.00	-\$11,000.00
Priority Mail® Express (Less than 10LB)	15%	\$25,000.00	\$21,250.00	-\$3,750.00
Total		\$100,000.00	\$78,500.00	-\$21,500.00



Online Postage starts at around \$15 per month!

Some online platforms have negotiated USPS discounts that can save an additional 10-40%!

Savings Tips – Compare your packaging vs. Flat Rate Envelopes and Boxes

- Your package is less expensive for local zones
- Flat price regardless of where it is going.
- Bigger discounts the farther away the item is going.
- Free packaging
- Available for Priority and Express Mail

Priority Mail® Commercial Example

	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
Flat Rate Envelope	\$8.50	\$8.50	\$8.50	\$8.50	\$8.50	\$8.50	\$8.50	\$8.50	\$8.50
1LB	\$7.90	\$8.00	\$8.09	\$8.25	\$9.36	\$9.61	\$9.86	\$10.59	\$22.60
% Savings	-8%	-6%	-5%	-3%	9%	12%	14%	20%	62%
Small Flat Rate Box	\$9.05	\$9.05	\$9.05	\$9.05	\$9.05	\$9.05	\$9.05	\$9.05	\$9.05
2LB	\$8.34	\$8.47	\$8.73	\$8.97	\$10.34	\$11.59	\$12.84	\$14.22	\$30.35
% Savings	-9%	-7%	-4%	-1%	12%	22%	30%	36%	70%
Medium Flat Rate Boxes	\$16.00	\$16.00	\$16.00	\$16.00	\$16.00	\$16.00	\$16.00	\$16.00	\$16.00
10LB	\$11.46	\$11.53	\$12.83	\$13.96	\$18.57	\$26.54	\$34.50	\$40.24	\$85.88
% Savings	-40%	-39%	-25%	-15%	14%	40%	54%	60%	81%
Large Flat Rate Boxes	\$21.85	\$21.85	\$21.85	\$21.85	\$21.85	\$21.85	\$21.85	\$21.85	\$21.85
20LB	\$16.78	\$17.24	\$18.46	\$19.81	\$29.72	\$42.24	\$54.75	\$64.21	\$137.03
% Savings	-30%	-27%	-18%	-10%	26%	48%	60%	66%	84%



Savings Tip: Convert Priority Mail to Ground Advantage

Highlights

Consistent service for all weights

Delivery is 2-5 days vs. 1-3 days but at a significant savings

Fastest Growing USPS Service
with 28% volume increase in
2024!

Convert Priority Mail® to USPS Ground Advantage™ Commercial	
Average % Increase	Commercial Savings over Retail
<1LB	48%
1-5LB	24%
6-10LB	32%
11-25LB	32%
Over 25LB	20%



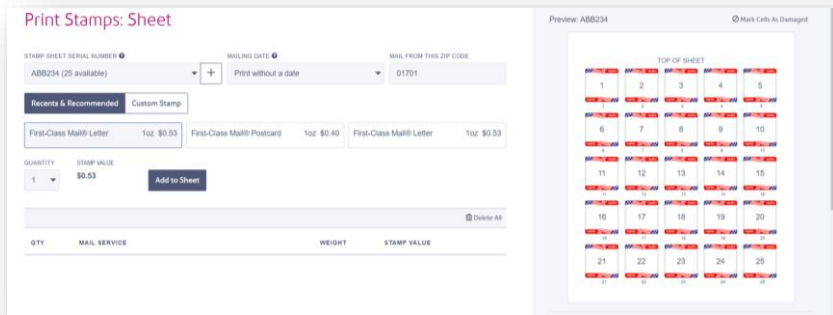
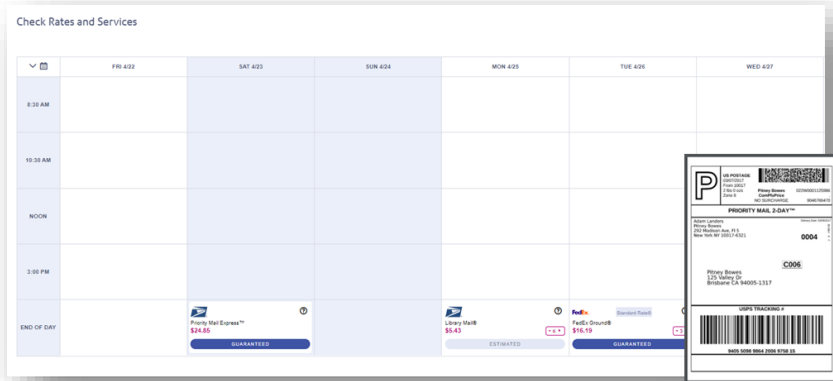
Best Savings Opportunity

Less than 1 LB parcels where USPS holds a Monopoly
(Private carriers start at 1LB)
1-5 day delivery

Comparing Costs

Weight	Overnight	2 Day	3 Day	Ground	USPS Priority Mail®	USPS Ground Advantage™
Zone 2 - Local within 250 miles (Delivery Time Days)	1	2	3	1	1-2	2-5
0.5 LB Ltr	\$30.00	\$23.00	\$15.00	\$10.00	\$7.64	\$4.06
1 LB	\$34.00	\$24.00	\$15.00	\$10.00	\$7.64	\$5.93
Zone 4 - Half way across country (Delivery Time Days)	1	2	3	2-3	2-3	2-5
0.5 LB Ltr	\$45.00	\$25.00	\$18.00	\$11.00	\$8.05	\$4.15
1 LB	\$63.00	\$25.00	\$18.00	\$11.00	\$8.24	\$6.07
Zone 8 - Coast to Coast	1	2	3	2-3	2-3	2-3
0.5 LB Ltr	\$56.00	\$38.00	\$33.00	\$13.00	\$8.05	\$4.44
1 LB	\$86.00	\$38.00	\$33.00	\$13.00	\$10.07	\$6.78
Other Charges						
Fuel Surcharge	14%	14%	14%	14%	0%	0%
Residential Fee	\$5.85	\$5.85	\$5.85	\$5.25	\$0	\$0
Delivery Area Surcharges	\$3.70-7.15	\$3.70-7.15	\$3.70-7.15	\$3.70-7.15	\$0	\$0
Address Correction Fee	\$21.00	\$21.00	\$21.00	\$21.00	\$0	\$0
Discounts	Varies by Client	Varies by Client	Varies by Client	Varies by Client		
Minimum Service Fees	Varies by Client	Varies by Client	Varies by Client	Varies by Client		
Dimensional Rates	All Items L*W*H/139	All Items L*W*H/139	All Items L*W*H/139	All Items L*W*H/139	Only items over 12X12X12, L*W*H/166	Only items over 12X12X12, L*W*H/166

Parcel Savings Recommendations



- Prices are going to keep going up at faster rates with the growth in the shipping space and limited number of suppliers.
- There are too many factors in calculating a shipping price to rely only on free carrier provided solutions.
- Need ways to compare rates side by side to make the best decisions.
- More and more people will be working remotely in the future.
- Cloud-based tools are needed to support their mail and shipping needs.
- Multi-carrier tools are available to rate shop for the lowest costs to send.
- Some of these tools can generate postage stamps from the same platform.
- Enterprise versions are available to manage all users on a single platform.
- All of these solutions create efficiencies and savings.
- 80% of all postage meters in the US process less than \$300 in spend and be these online platforms can be significantly less expenses.

International

- First-Class Mail® Letter, Flat and Postcard – No change
- First-Class Mail® Package – Retail – 6% (Range 3-20%)
- Priority Mail® - Retail (1-10LB)
 - Flat Rate – 4% (Range 0-16%)
 - 1-10LB – 5% (Range 0-14%)
- Priority Mail® Express - Retail (1-10LB)
 - Flat Rate – 5% (Range 0-11%)
 - 1-10LB – 6% (Range 0-25%)

Premium Forwarding Service

Forwarding Service	Who is it for?	How long is it for?	How often is it delivered?	Fees	Shipping Service
Premium Forwarding Service Commercial®	Business/commercial customers	Temporary	Choose delivery frequency	Annual enrollment fee. Pay postage for envelopes, trays, or sacks (based on mail volume)	Mail bundled and reshipped from one business address to a new business address via Priority Mail or Priority Mail Express® service

Premium Forwarding Service			Prior to 1/19/24	After 1/19/25	% Change
Commercial (Priority Mail Express or Priority Mail)					
	Annual Enrollment - online		\$24.10	\$24.70	2%
	Shipment charge (sacks)				
	Priority Mail Express	Half Tray	\$67.10	\$71.10	6%
		Full Tray	\$133.00	\$140.90	6%
	Priority Mail	Half Tray	\$29.25	\$31.00	6%
		Full Tray	\$53.45	\$56.65	6%

First-Class Mail[®] Savings Options

- Use Meters or Online Postage to save \$.04 on letters.
- Consider presort services if you run over 500 pieces per day or have one-time mailings over 1000 pieces.
- Automating your mailings in house can have drastic postage savings.
- Presort and automation levels go up to 3.5 ounces for the same rate.
- Flats and post cards can have the same automation rates as letters.
- Consider moving generic content mail from First Class to Marketing Mail

	Single Piece Rates			Automation Mail with Barcodes		
Mail Piece Examples	First-Class Mail [®] Retail Single Piece	First-Class Mail [®] Metered Single Piece	Typical Presort Service - First- Class Mail [®]	First-Class Mail [®] - Automation	Marketing Mail [®] - Automation	Marketing Mail [®] Non Profit- Automation
1 Ounce #10 Envelope	\$0.73	\$0.69	\$0.622	\$.545-.622	\$.345-.402	\$.173-.23
3 Ounce Newsletter (6X9)	\$1.29	\$1.25	\$0.622	\$.545-.622	\$.345-.402	\$.173-.23
8 Ounce Flat (9X12)	\$3.43	\$3.43	\$3.330	\$2.804-3.33	\$1.045-1.399	\$.761-1.115
Post Card	\$0.56	\$0.56	\$0.419	\$.384-.419	n/a	n/a

What you need to do:

If you have a mail machine, make sure you **download the new rates before January 19, 2025**

Here are links to the different meter vendors:

FP:

<http://www.fp-usa.com/ratechange/>

Quadient:

<https://www.quadient.com/resources/postal-rate-information>

Pitney Bowes:

<http://www.pitneybowes.com/us/postal-information/rate-change-info.html>

Stamps.com:

<https://blog.stamps.com/>

Go to the USPS Postal Explorer website for more information:

<http://pe.usps.gov/PriceChange/Index>



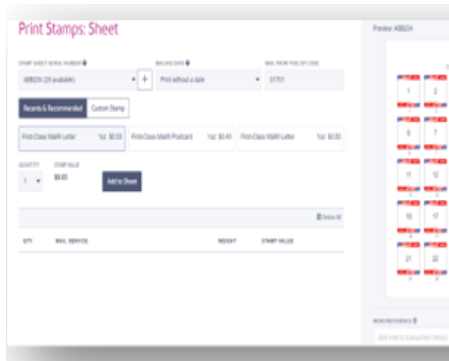
**Download the Postal
Advocate Rate Comparison
Guide –
www.postaladvocate.com**

OUR SERVICES

How Postal Advocate can Optimize your Enterprise Mail and Shipping Spends



MAIL EQUIPMENT & POSTAGE



- Implement web-based enterprise postage.
- Remove low volume meters and right size mid/high volume offices.
- Consolidate postage accounts and refund postage from returned meters.
- Support all locations including work from home and offices without current access.
- Vendor and category management assistance.



EXPEDITED DOCUMENT & PARCELS



- Implement enterprise shipping platform.
- Real time rate shopping across all carriers.
- 25-70% discounted USPS® rates.
- Compare air to guaranteed next day Ground services in real time rate shopping.
- Eliminate free carrier provided systems and internal staff management.
- Train users on platform and best practices.
- Drive major savings initiatives around parcel optimization.
- Vendor and category management assistance.



PRODUCTION MAIL & PRINT



- Gain visibility to every invoice and contract to standardize charges in enterpriseAdvocate.
- Negotiate national service agreements with select premier suppliers.
- Assist with what mail is produced inside vs. outside.
- Contract compliance to terms, rebates, service level guarantees, and expansions.
- Vendor and category management assistance.



USPS® ACCOUNTS



- Consolidate and optimize USPS® Accounts.
- Postage savings optimizing USPS® programs and discounts including:
 - 2024 USPS® Growth Incentive.
 - Entry level discounts.
 - Presort services.
 - Automation rates.
 - Reduce USPS® account fees.
- Offset the 30-64% USPS increases that occurred over the last 36 months.
- Vendor and category management assistance.



ENTERPRISE VISIBILITY & SUPPORT



- Centralized Governance and Control.
- Central dashboard for all mailing spends.
- Case management support for all users.
- Monthly savings and activity reports.
- Cadence calls at the clients requested frequency.

WE REPRESENT LEADING MULTI-LOCATION COMPANIES IN THESE INDUSTRIES



Banking
8 of Top 15



Commercial Real Estate
2 of Top 30



Small Package Delivery
1 of Top 2



Long Term Care
2 of Top 10



Uniforms
3 of Top 4



Accounting Services
1 of Top 3



Scientific Instrument MFG
3 of Top 10



Cable Providers
2 of Top 5



Insurance
3 of Top 10



Telecommunications
3 of Top 10



Kidney Dialysis Centers
1 of Top 2



Higher Education
1 of Top 3



Pharmacy
1 of Top 2



Health Clubs
1 of Top 3




Document Destruction
1 of Top 3



Pest Control
1 of Top 3



Dairy
1 of Top 2



Engineering Services
1 of Top 3



Outdoor Advertising
1 of Top 3



Paper Products
1 of Top 3



Utilities
2 of Top 10



TV Networks
1 of Top 5



Food Manufacturing
1 of Top 2



Title Insurance
1 of Top 2



Radio
1 of Top 3



Auto Auctions
1 of Top 2



Business Services
1 of Top 5



Mutual Funds
1 of Top 5

74%

Average Client Savings

OVER \$91,000,000 IN CLIENT SAVINGS

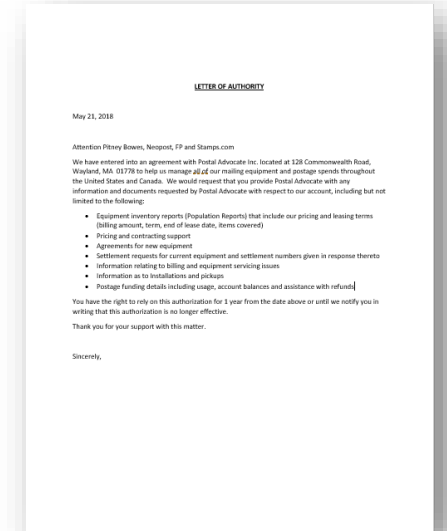
visit www.postaladvocate.com or call (888)977-MAIL(6245)

Recovered over
\$23,000,000

in lost postage, vendor overcharges and fees

No Cost or Obligation Mail Assessment

- **Create an inventory of all mailing equipment throughout the US.** This includes contract terms, costs, postage spends, and vendor fees.
- **Provide visibility to USPS accounts (Permits, PO Boxes, BRM Etc), outsource print and mail services, presort services and production mail spends.**
- **Compare USPS, FedEx, UPS and DHL with rate shopping and parcel optimization.**
- **Develop a mail optimization plan that includes the following:**
 - Rightsized mail equipment plan that will typically reduce costs by over 50%.
 - Details on enterprise online postage platforms that can eliminate meters and provide mail access to all locations and users.
 - USPS and third-party mail savings analysis
 - Process plan that details how we can manage the transition and ongoing oversight.
- **Timeframe to complete – 30 days**
- **Client Requirements**
 - Sign our letter of authority letting us review your mailing equipment spend.
 - Provide any mail reports (If available)
 - Run an accounts payable search for the last 12 months of the main mailing vendors: Pitney Bowes, Quadient (Neopost, Hasler, Mail Finance), FP, Stamps.com. (Include any known outsource vendor names)
 - Provide a small sample of requested invoice copies.
 - Meet with us to review the results.



Vendor	Possible Vendor Names
Pitney Bowes Names	Pitney Bowes
	Purchase Power
	Reserve Account
Quadient Names	Quadient
	Neopost
	Hasler
	Neofunds
Francotyp-Postalia Names	Total Funds
	Mailfinance
	Francotyp-Postalia
Stamps.com Names	Postalia
	FP
	Stamps.com
United States Postal Service Names	Endicia
	United States Postal Service
	US Postal Service
	USPS
	Postmaster
	Post Office
	CMRS



THANK YOU QUESTIONS?



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