

FP Government & Major Accounts Program



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AGENDA

CONTENT 1 . FP Company Review

CONTENT 2 . FP Government Program Review

CONTENT 3 . Placing Orders

Content 4 – FP Dashboard / Customer Reports

Content 5 – Current FP Government Customers



CONTENT 1 . FP Company Review **Who We Are** ⁽¹⁾

- FP Mailing Solutions is the fastest growing postage meter company in the U.S. based on USPS placement reports
- Subsidiary of Francotyp-Postalia-AG, Germany
- Worldwide for 83-years
- Operating in U.S. for more than 45 years
- U.S. headquarters and distribution center located near Chicago, IL



CONTENT 1 . FP Company Review **Who We Are** ⁽²⁾

- Represented by 152+ independent dealers nationwide and our own direct inside channel
- Our integrated approach and customized packages has positioned FP as an ideal partner for Government Accounts
- One of only three manufacturers with USPS authority to manufacture and distribute postage meters
- A leading provider of mailing systems in Europe



CONTENT 1 . FP Company Review Who We Are ⁽³⁾



HISTORY	
1923:	Foundation of Francotyp
1985:	First fully electronic franking system (EFS) in the world
1990	World's first fully Digital postage machine with thermo transfer print (T-1000)
2002:	FP launches the mymail™ (franking machine based on ink printing, designed especially for small/home offices)
2003:	FP launches the ultimail™ (ink print system for demanding users/mail rooms)
2005:	FP launches the optimail™ 30 (iF product design award 2006 winning system, based on thermo transfer print positioned for demanding office users)



CONTENT 1 . FP Company Review..... Who We Are

FP Product Solutions

- Mailing Machines
- Folder Inserters
- Accounting & Reporting Software
- Shipping & Mailing Software
- Database Management Software



- Labeling Machines
- Letter Openers
- Mailroom Furniture
- Desktop Folders
- Postal Scales
- Imagers



CONTENT 1 . FP Company Review **Our Philosophy...**

At FP Inc. our goal is to provide customers with a comprehensive line-up of mailing equipment and document handling solutions. We provide a distinct advantage by offering best in class product solutions, exceptional customer service, technical support, and a flexible organization positioned for continuous growth.



CONTENT 2 . FP Government Program Review

Working with our Government Customers

- Central Control – Dedicated and committed Major & Government Account representatives assigned to each account at FP headquarters
- Postage Advances – The FP Government Accounts program does allow emergency postage advances to assist our select customers in need at no charge.
- Aggressive Competitive Leasing – FP offers “fair market value” & lease to own options
- Special Reporting - We make life easier for agencies by providing detailed report information in electronic form or hardcopy format.



CONTENT 2 . FP Government Program Review

Working with our Government Customers

- Custom Invoicing - We work together with our clients to make it work for them in their accounting departments
- Simple, easy to understand invoices – FP provides government accounts with custom spreadsheets to satisfy internal accounting needs
- Turnkey Installations – We coordinate shipping & installations with dealers and communicate details to the end user with set up dates and then follow up
- Needs Analysis - Dedicated reps monitor customer postage expenditures and make recommendations based on trends
- Emergency Installations – Special allocation of equipment is set aside at FP headquarters for government & major accounts in the event of replacement needs or emergency installations

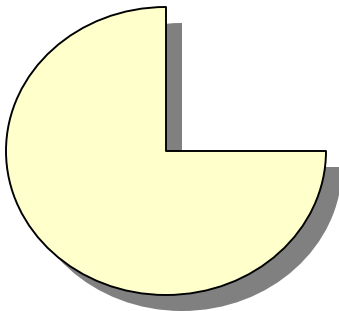


CONTENT 2 . FP Government Program Review

Working with our Government Customers

FP HQ can provide Professional Services

- Actual number of pieces run
- Average cost per mail piece
- Reset amounts, dates & frequency
- Postage used since last reset
- Meter installation date
- Advances issued and repaid
- Low postage warning for master postage accounts
- Reports are available electronically or on paper



Postage Meter Funds Replenishment

Postage resetting available 24 hours a day, seven days a week (24/7)

Resetting in under a minute via modem that automatically dials preset 800 number

Complete meter history available to operator

Uses secure PIN number to access funds

You can set the structure when the account is set up:

- **Pay for postage for multiple locations with a single check, wire transfer, direct debit, credit card or some customized program (Master Account set up required)**
- **Each business unit may select whatever method is most appropriate**
- **Budget specific amount to each location**
“Dallas can reset for \$750 per month, but Rochester can use only \$500 per month in postage without approval from business unit HQ.”



Content 3 . Placing Government Orders

Placing an Order

The ordering process for FP Government Accounts varies by customer. Some choose to send their orders via E-mail, others by fax, and still others by purchase order through the mail. Any of the above mentioned methods are acceptable for placing orders.

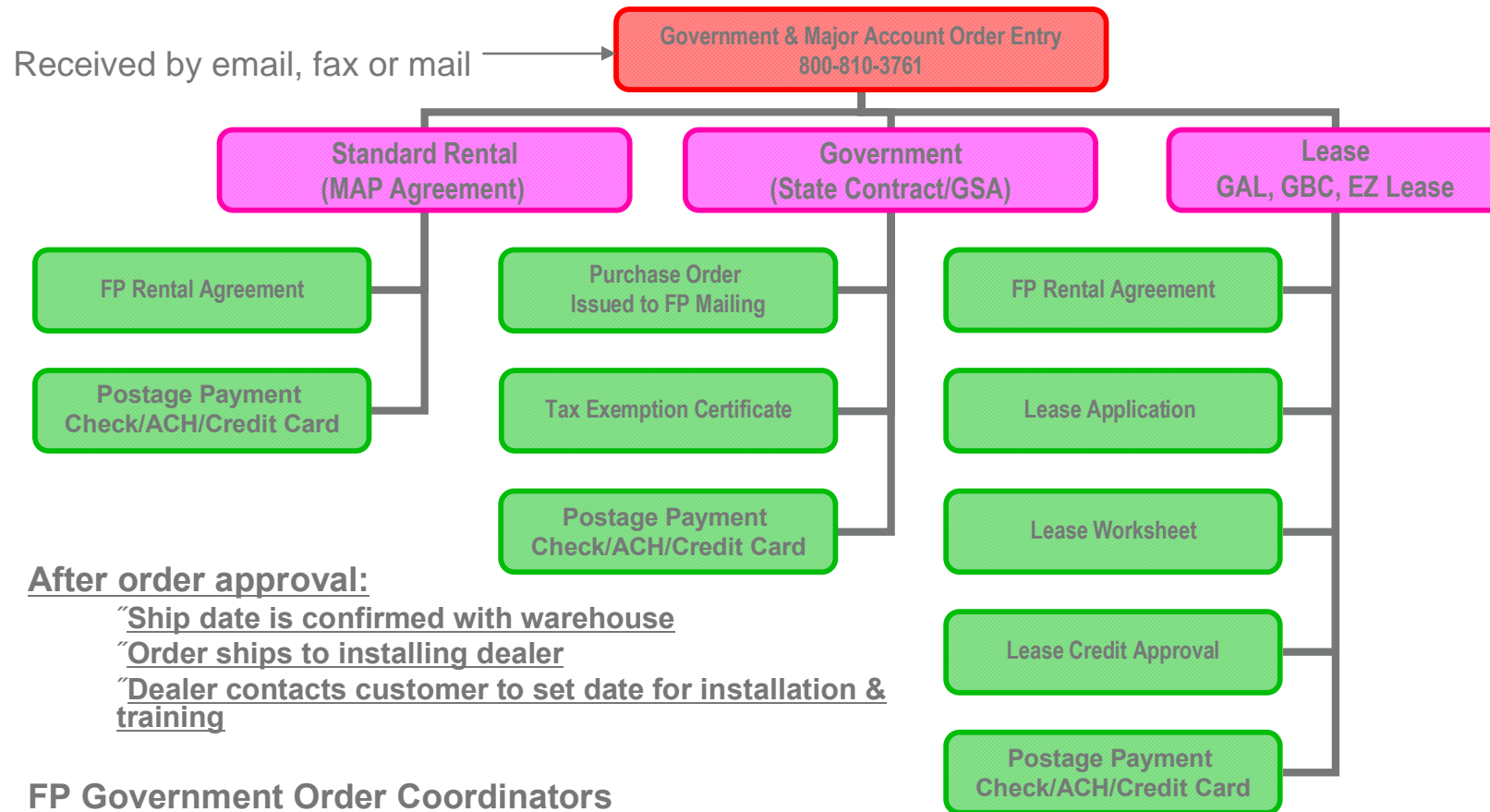
Email: majoraccounts@fp-usa.com

Telephone: 877-770-7230

Fax: 800-810-3761



CONTENT 3 . Placing Orders



FP Government Order Coordinators
Ronda Kessinger T. 630-827-5727
Joan Rader T. 630-827-5722



Content 3 . FP Supplies and Ordering Procedures

ATTACHMENT "B"

ACCOUNT: _____
FP M.A.P. SUPPLY PRICING & ORDER FORM

Fax to: FP Mailing Solutions 1-800-810-3761 or Email: majoraccountorders@fp-usa.com

Location: _____ Phone Number: _____
City/State: _____ Contact: _____
Cost Center: _____ Date: _____
P.O. Number: _____ Serial Number #: _____

mymail™ Meter Supplies	Quantity	MAP Price	Total
#796 HP Ink Cartridge (up to 4,000)		\$186.00	
#193 T-1000 Labels Box 600 count		\$21.00	
TOTAL			
T-1000 Meter Supplies	Quantity	MAP Price	Total
#195 T-1000 Ink Ribbon 3-pack (1,600 per)		\$90.00	
#193 T-1000 Labels Box 600 count		\$21.00	
#829 T-1000 Pinwheel Labels		\$13.00	
TOTAL			
optimal™ Meter Supplies	Quantity	MAP Price	Total
#195 optimal™ Ink Ribbon 3/pk (1,600 per)		\$90.00	
#193 optimal™ Labels 1 bx (600)		\$21.00	
TOTAL			
optimal™30 Meter Supplies	Quantity	MAP Price	Total
#D1C3 optimal™30 Ink 3/pk (1,300 per)		\$99.00	
#193 Labels (600)		\$21.00	
TOTAL			
ultimail™ 65/95 Meter Supplies	Quantity	MAP Price	Total
#198 ultimail 65/95 Ink Cartridges (2 pack)		\$156.00	
#UL ultimail 65/95 Labels 1bx (1,000)		\$42.00	
#174 Additional Master Card		\$34.00	
#900033010900 Additional User Card		\$47.00	
TOTAL			
centomail™ Meter Supplies	Quantity	MAP Price	Total
#ULC Ink Cartridge set (25,000 yield) #120 or 140		\$215.00	
#CB1135U Bulk tank cartridge (up to 125,000 yield) for #140 only		\$465.00	
#UL Labels (Box of 2,500)		\$116.00	
ULCL Labels (Box of 1,000)		\$59.00	
#CB11PH Print Head Set (300,000) 140 only		\$294.00	
#SEALT seal ™ Sealing Solution		\$24.00	
TOTAL			

Method of Delivery/Shipping: _____

FP Mailing Solutions; 140 N. Mitchell Court - Suite 200; Addison, Illinois 60101
800-341-6052; www.fp-usa.com

Supply Handling

Supplies for most Government Account customers are handled through the FP Major Accounts department. When the account is initiated, we create a customized Supply Order Form. When the customer needs additional supplies, they simply complete the form and fax or email it to the FP Major Accounts Department for processing.

majoraccounts@fp-usa.com

FAX: 800-810-3761

majoraccountorders@fp-usa.com



YOUR MAIL IS OUR BUSINESS

Content 3 - Our Partnership Commitment

Dedicated Major Account Support

FP Customer Care Department

Available 7:00AM - 7:00PM CST

Processes orders, invoices, postage resets

Answer customer inquiries

Assist customers in setting up and refilling their postage accounts through the TDC Center

FP is committed to ensuring that customers receive the necessary support to satisfy all of their mailing needs.

FP Major Accounts Direct Telephone # 1-877-770-7230

FP Customer Care Main Telephone #: 1-800-341-6052

Fax #: 1-800-607-3738



Content 4 - FP Dashboard

Available to Government for Access to Web Based On Demand Reports

FP DASHBOARD



Content 4 - FP Dashboard Information Sample

Customer Number	Customer Name	Customer Address	City	State	Zip	Cost Center	Meter Serial No	Reset Amount
600034570	ABC COMPANY #101	123 Main Street	Addison	IL	60101	101	123456	\$100
600034545	ABC COMPANY #102	124 Main Street	Addison	IL	60102	102	123456	\$10
600034573	ABC COMPANY #103	125 Main Street	Addison	IL	60103	103	123456	\$50
600034538	ABC COMPANY #104	126 Main Street	Addison	IL	60104	104	123456	\$50
600034544	ABC COMPANY #105	127 Main Street	Addison	IL	60105	105	123456	\$100
600034562	ABC COMPANY #106	128 Main Street	Addison	IL	60106	106	123456	\$20
600034486	ABC COMPANY #107	129 Main Street	Addison	IL	60107	107	123456	\$200
600034489	ABC COMPANY #108	130 Main Street	Addison	IL	60108	108	123456	\$70

Customers can log on 24/7 and view account information

*Postage Reset Dates and Master Account Numbers are also available.



Content 5 – Current FP Government Customers

Account Name	Total Current Meter Locations
US Post Offices & Contract Postal Units	2800 +
USPFO National Guard	850+
USDA	450+
US Department of Transportation	100+
Military Entrance Processing Command	100+
FEMA - Federal Emergency Management Agency	100+
US Small Business Association	100+

***Over 4900 government locations currently use FP products**

