



May 27, 2011

Ms. Stacy L. Ingalls  
Arizona State Procurement Office  
100 North Fifteenth Avenue  
Suite 201  
Phoenix, AZ 85007

Dear Ms. Ingalls

Neopost USA Inc. is pleased to submit for your consideration, a response to the WSCA/NASPO Solicitation Number ADSPO11-000004-11 for Mailing Equipment, Supplies and Maintenance. After carefully reviewing all of your required specifications, Neopost can meet or exceed Most of the requirements set forth in the RFP. Neopost has completed the Terms and Conditions and Instructions Exceptions Response Form with some minor exceptions.

We acknowledge the three amendments to the RFP and have accepted and acknowledged them through the e-procurement system as required.

All documents attached to this solicitation are to be uploaded through the e-procurement system.

Our past relationship with WSCA/NASPO extends over many years; thus we are pleased to extend our product warranty from three months to a full twelve month period per the RFP requirement. Our Maintenance terms and Conditions have been submitted through the e-procurement electronic system.

Please call me at (203)301-3420 if you have any further questions.

Sincerely,

A handwritten signature in blue ink that reads "Lisa Hunt". The signature is written in a cursive, flowing style.

Lisa Hunt  
Director, National and Government Contracts

Enclosed: Bid Submission