

November 11, 2016

Mr. Christopher Lacey, MBA
State Procurement Manager
ADOA - State Procurement Office
100 North 15th Avenue, Suite 201
Phoenix, AZ 85007

Dear Mr. Lacey,

Neopost USA Inc. is pleased to submit for your consideration, our response to the NASPO ValuePoint Solicitation Number ADSPO16-00006328 for Mailroom 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 included some minor exceptions to the presented terms and conditions.

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

All documents related to this solicitation have been uploaded through the e-procurement system. Additionally, our leasing, meter rental and maintenance terms and conditions have been submitted through the e-procurement electronic system. Due to the volume of brochures, they can be found at www.neopostusa.com, however, we are happy to provide upon request.

Neopost manages contracts for approximately 42 of the 50 states, the majority of them NASPO ValuePoint states. We have maintained an excellent customer centric reputation for providing quality products and service on the NASPO ValuePoint contract for the past ten years. We are excited about the new contract and will provide the same level of quality products and service if awarded a new contract.

Please call me at (281) 216-4596 or email me at l.waters@neopost.com if you have any further questions.

Sincerely,

Larry Waters

Larry Waters
Government Account Manager
Enclosed: Bid Submission