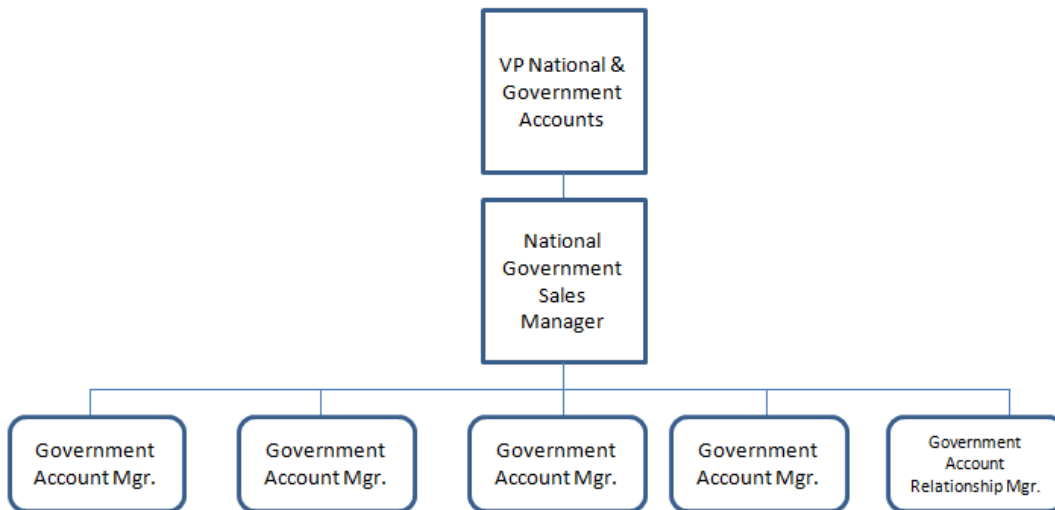


NAGA Sales Team

Neopost has a separate group of sales and service professionals for its national and government accounts (NAGA). In this way, Neopost is specialized and well equipped to best serve all the needs of our NASPO customers.

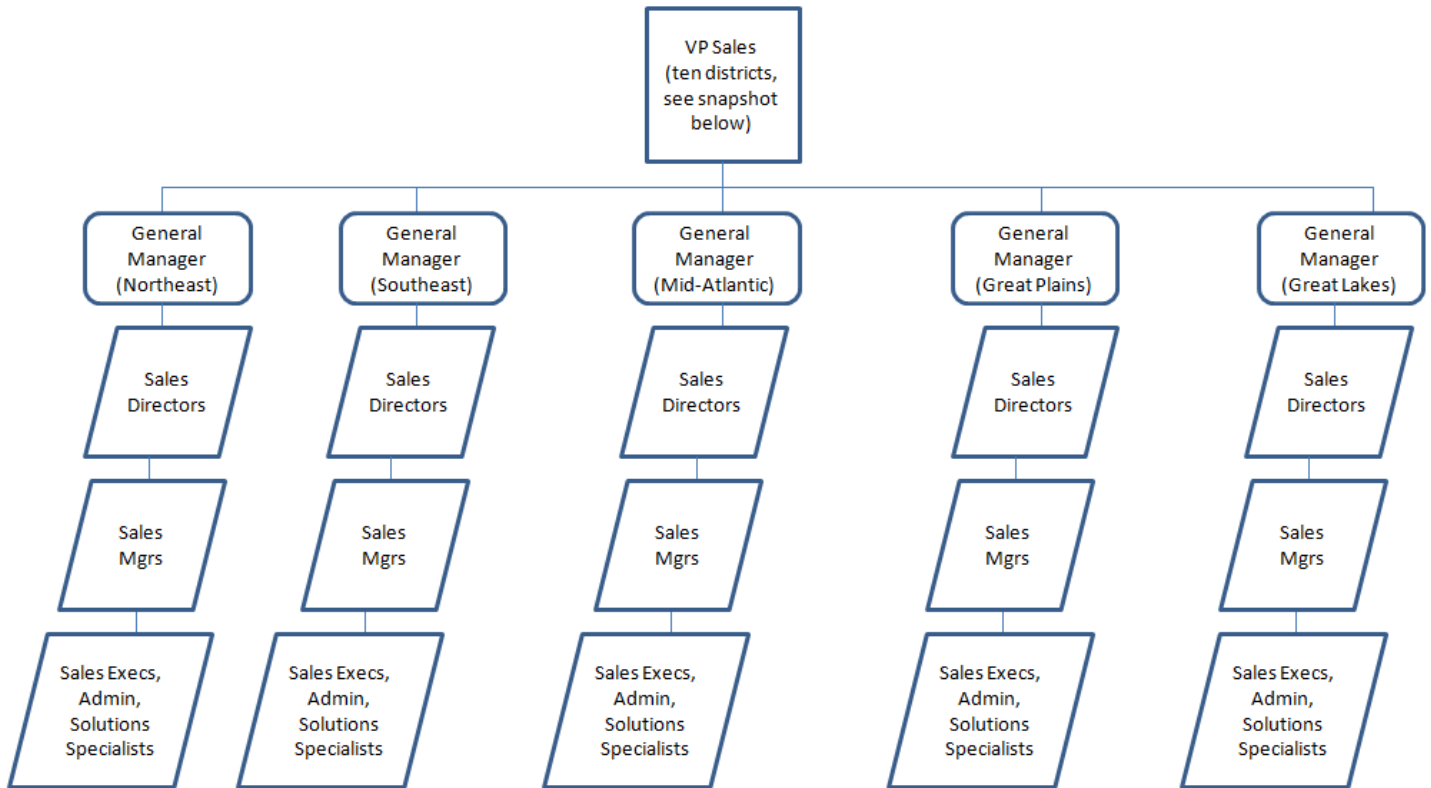
A VP of National and Government Sales heads up the sales side. Reporting into the VP is a NAGA Sales Manager and four Government Account Managers who are very familiar with the NASPO contract and other government contract vehicles such as GSA. They work with local Neopost sales teams to ensure seamless and consistent interactions with our NASPO clients. Also a part of this team is the Government Account Relationship Manager. This role ensures that with respect to NASPO, that the Neopost website and catalog are up-to-date to reflect the current state of information. This role also provides a point of escalation and assists with customer service and billing issues.



Sales Channel

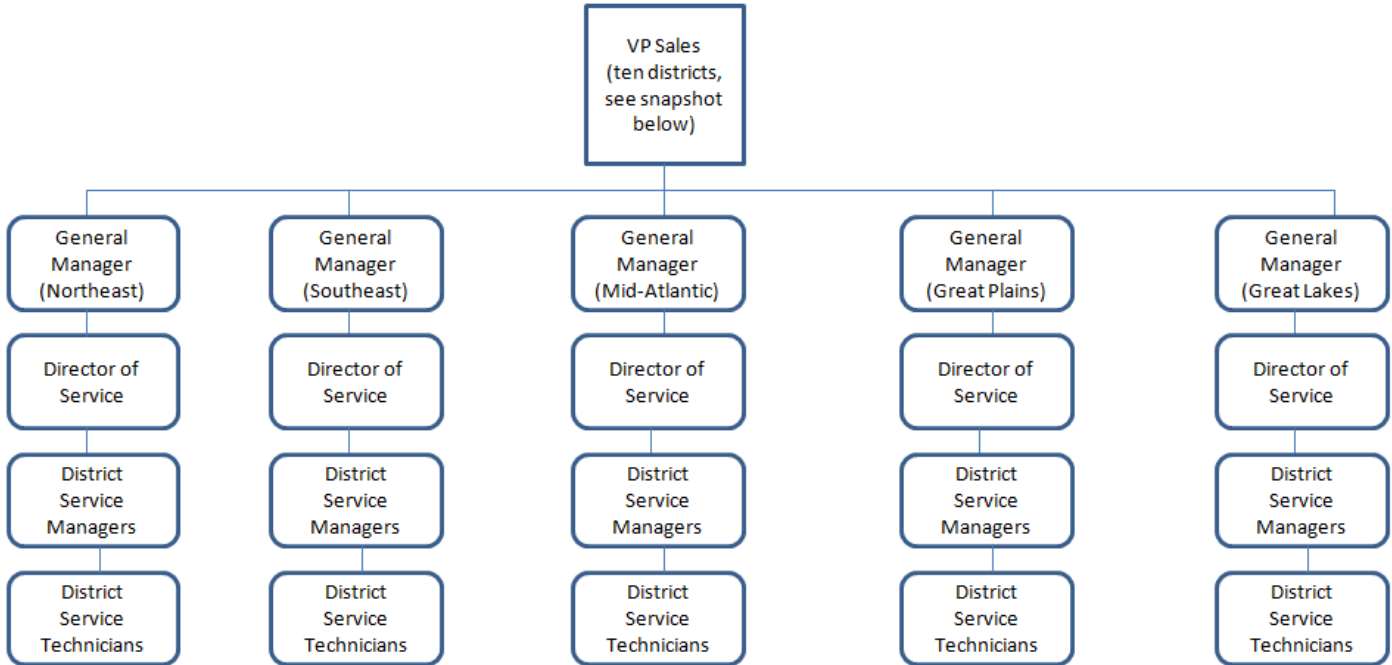
In terms of local selling teams that the NAGA team works with, Neopost sells through direct sales executives who work in districts and through an independent dealer network. These sales professionals understand their client’s challenges and will make recommendations based on the client requirements and goals. There are ten districts and over 200 Neopost offices throughout the country. Our decentralized, closer-to-the customer business philosophy empowers local management to make quick decisions when responding to customer concerns. Every district is managed by a General Manager with a sales and service reporting structure underneath that includes government sales managers, sales executives, service directors, service managers, field service technicians, operations and solutions specialists.

Sales Snapshot below as it aligns in all ten Neopost districts.

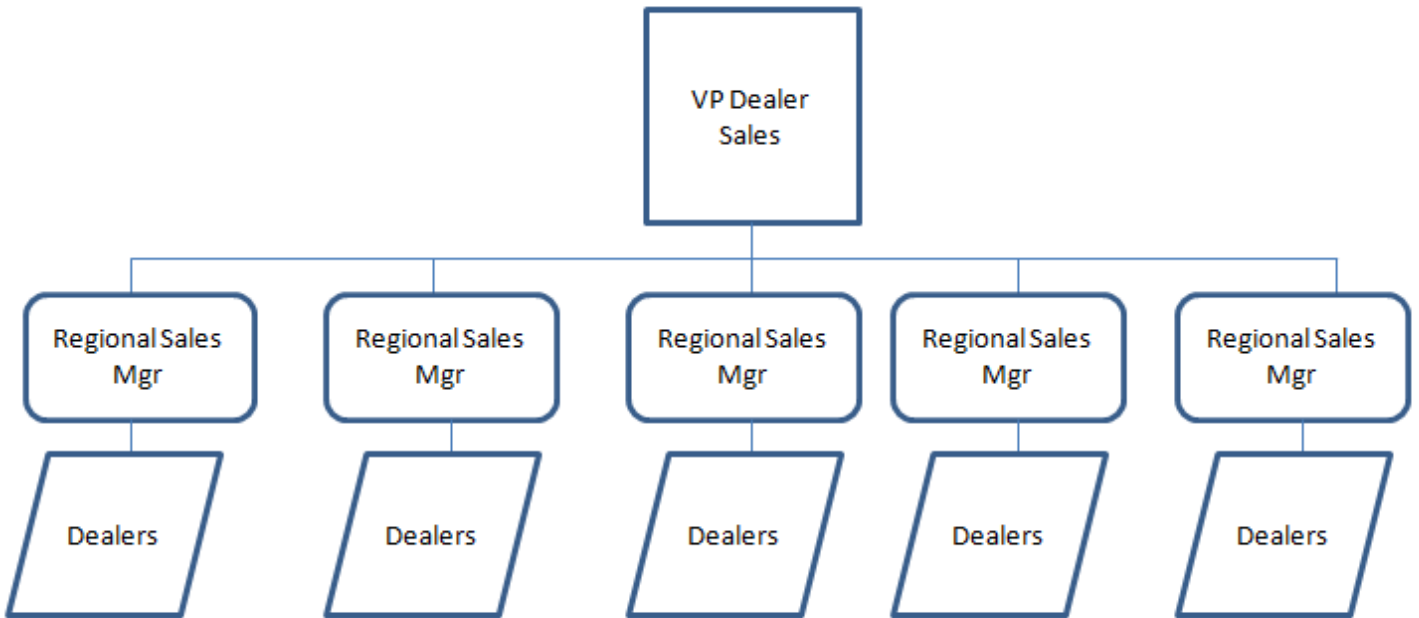




Service snapshot below as it aligns in all ten Neopost districts.

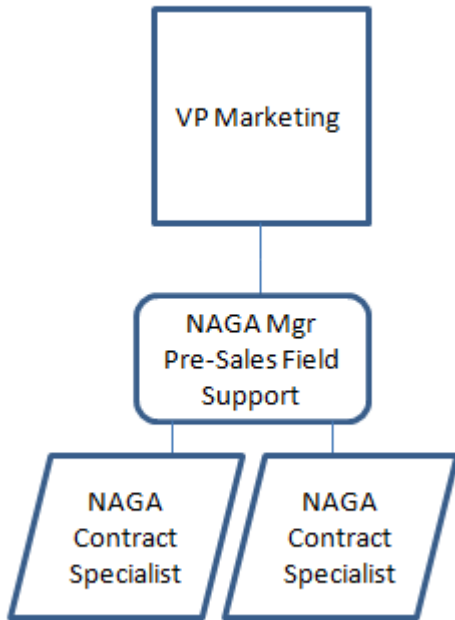


On the independent dealer side, dealer principles also have reporting structures that include government focused sales managers, sales executives and service personnel. This independent dealer network rolls up to a team of Regional Sales Managers (RSM's) at corporate headquarters who oversee dealer channel program delivery and also act as a point of escalation. This RSM team rolls up to a VP of Dealer Sales.



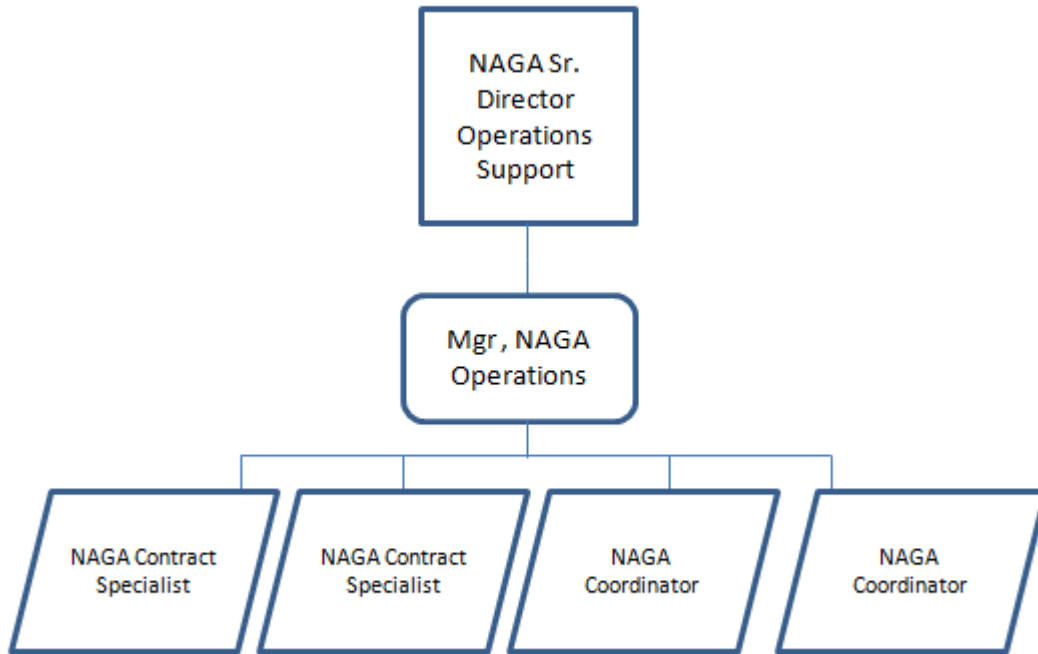
NAGA Contracts

This group is led by the VP of Marketing. Reporting to this V.P. is a Manager of Pre-sales Field Support. This manager has a team responsible for supporting national and government contracts, proposals and compliance.



NAGA Operations

This post-sales group is led by a Sr. Director of Service Operations Support. Reporting into this Director is a Manager of Operations Support who has responsibility for a team dedicated to the day-to-day operational issues related to customer services issues.



Call Center

The Neopost call center, in Dallas Texas, performs a variety of functions including but not limited to the high level org chart that follows. Call Center Reps take phone calls to assist NASPO clients with equipment issues, supplies, returns, postage and general questions. Two distinct groups fall under this structure. There is a team that receives calls pertaining to the repair side of Neopost’s business and there is also a team that receives calls for other items such as postage, supply orders, returns, etc.

