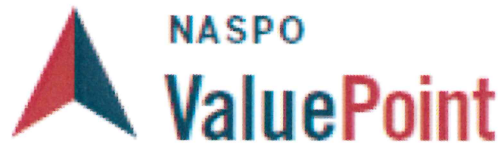




**The State of Arizona  
State Procurement Office**

In conjunction with



**Stamps.com, Inc. Response to Request for Proposal:  
NASPO ValuePoint Master Agreement for  
Mailroom Equipment, Supplies and Maintenance**

**Arizona Solicitation Number ADS016-00006328**

**Submitted by:**

**Al McMichael  
Director, Enterprise Sales  
Stamps.com, Inc.**

**11/2/2016**





To: Christopher Lacey  
Senior Procurement Specialist  
State of Arizona, State Procurement Office  
100 North 15th Avenue  
Phoenix, AZ 85007

Date: 11/2/2016

**RE: Offer of Stamps.com, Inc. Enterprise Services in Response to NASPO ValuePoint Arizona Solicitation Number ADS016-00006328 – Mailing Equipment, Supplies and Maintenance**

Stamps.com is pleased to submit this offer in response to the above-referenced NASPO ValuePoint solicitation for Mailing Equipment, Supplies and Maintenance. We understand that participating entities of the National Association of State Procurement Officials (NASPO) can utilize awarded Master Price Agreements (MPA) and subsequent Participating Addendums (PA) with each state to meet their mailing equipment, services and support requirements.

With nearly 650,000 small business, corporate and government monthly subscribers, Stamps.com™ Stamps.com has been publically traded on the NASDAQ under the symbol STMP since 1999, and is the acknowledged leader and technological innovator in PC postage services. It is the leading provider of Internet-based postage solutions and was the first company to be approved by the U.S. Postal Service® to offer a software-only postage service that lets customers buy and print postage online. The Company currently has PC Postage partnerships with Avery, Microsoft, HP, the U.S. Postal Service and others. Stamps.com is a publicly traded company.

Stamps.com's Enterprise Postage Solution is a postage meter alternative that allows large organizations, like government agencies, to print U.S. postage using existing office PCs and printers – no additional hardware required. Customers can easily weigh packages and print postage onto labels, envelopes or plain paper. Enterprise offers mail administrators unprecedented visibility into postage spending for all field locations via a secure online reports tool. It's the smart choice for any government agency looking for an easy-to-use, easy-to-implement postage solution that gives complete visibility and fiscal controls over postage spending and usage across multiple office locations.

**Stamps.com offers a powerful, low-cost alternative to postage meters.**

With Stamps.com, customers have all the functions of the Post Office right on their desktop. From stamps to shipping labels, from First Class to Express Mail, Stamps.com gives government agencies the power to print and manage their postage like never before.

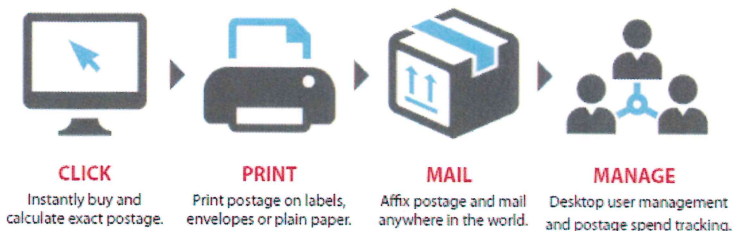
Stamps.com offers its customers three primary ways to print Internet Postage:

- Customers can print their own postage stamps on NetStamps® labels. They can be used just like regular stamps.
- Customers can print shipping labels for packages on plain 8.5" x 11" paper. Customers receive discounted rates on Priority and Express mail classes and electronic Delivery and Signature Confirmation.
- Customers can print postage on envelopes or mailing labels in a single step process that saves time and provides a professional look.

Developed in conjunction with the United States Postal Service, Stamps.com is a revolutionary software-based service that allows customers to calculate and print official USPS postage right from their computer to their office printers without the need for additional hardware like postage meters. Stamps.com even keeps track of all postal spending using customized codes, and can also recommend optimal delivery methods, formats and more. Plus, Stamps.com gives customers postage discounts they can't even get at the Post Office.



## The Stamps.com “Enterprise” Solution:



Our Enterprise application is optimized to provide our most robust mailing and shipping tools to distributed office locations that each do relatively low to mid-range volume mailing but must operate under organizational oversight with agency-defined mailing policies, spending controls and consolidated financials. In the typical application where Stamps.com Enterprise replaces postage meter fleets and reduces our customers’ “hard dollar” operating costs by as much as 50% or more.

The additional business value of the Enterprise service level, its robustness, uniqueness and true “horsepower” for large organizations, is hidden under the hood. It offers large, widespread organizations top down control, ease of administration/management and reduction of administrative overhead costs: the “soft dollar” operating costs of mailing and shipping services.

### The Enterprise Advantage:

- **Flexible Billing Options & Consolidated Billing** - Enterprise offers various payment options for monthly service fees, postage transactions and supplies purchases including consolidated monthly invoicing.
- **Account Security & Control of Users** - Enterprise gives agency administrators total control of user access to password-protected Stamps.com Enterprise postage accounts; in the event of staff turnover user ids and passwords can be changed instantly by the administrator; payment mechanisms are strictly controlled by designated administrators.
- **Desktop Control of User Settings** - Enterprise gives agency administrators the ability to set postage download and spending limitations at the user level; it also allows administrators to enable or disable functionalities by user, including the required use of cost codes and the ability to make supply purchases.
- **Desktop Spend Tracking and Reporting Tools** - Enterprise gives agency administrators the ability to monitor and track postage spending to the penny, by mail class, by location or even by user; administrators can instantly determine whether their users are in compliance with corporate postage policies, procedures and budgets.
- **Streamlined Cost Accounting** - Enterprise gives agency administrators the ability to instantly view aggregated postage spending data (across any or all users) for the past two years; they can create custom report views and download these reports as Excel spreadsheets, eliminating the time-consuming process of manually gathering and reconciling postage spending data.
- **Premium “White Glove” Support** - Enterprise customers receive a premium level of support from a team of dedicated, Enterprise-only specialists who provide direct phone/ email support starting with a fully-managed service deployment and free training; deployment across dozens or even hundreds of locations is smooth, seamless, and non-disruptive to daily business operations.
- **Discounted Rates for Priority & Express Mail** – Enterprise offers significant discounts in Priority Mail and Express Mail rates; United States Postal Service personnel will work with your agency administrators and Stamps.com to provide further discounts if your sites regularly use these services and their consolidated totals reach benchmark volumes.



### **Mailing & Shipping Productivity Tools**

Stamps.com gives state government employees the tools and technology to dramatically improve and simplify their mailing and shipping process. With Stamps.com, your agency can concentrate more on your business and less on your mail.

Stamps.com productivity tools include:

- Instant postage rate comparisons for all mail classes
- Print address and postage in one step
- Automatic address verification
- Electronic postage refunds
- Address book integration with MS Outlook®, QuickBooks®, and more
  
- Shipment notification emails
- Certified Mail® and Return Receipt® without USPS forms
- Digital USB scales integrated directly with Stamps.com software

### **Trusted by more than 650,000 customers**

With over 650,000 satisfied customers, Stamps.com has been the leader in PC Postage solutions since 1998. From government agencies to Fortune 500 companies, our award-winning software helps organizations across the country save time and money every day.

Here are just a few of our satisfied state and federal government customers:

- US Department of Defense
- US Department of Homeland Security
- US Department of Agriculture
- US Dept. of Labor
- Texas A&M Agrilife
- Kentucky Department of Corrections
- Alaska Department of Labor

We appreciate the opportunity to offer our mailing solution and services to the NASPO ValuePoint membership community in response to this solicitation. Please contact me at your convenience if you need further information regarding our offer.

Sincerely,



Melissa Crawford  
Senior Director, Marketing

**Stamps.com**

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