

Attachment G (Stamps.com)

NASPO ValuePoint Arizona Solicitation Number ADS016-00006328 – Mailing Equipment, Supplies and Maintenance

ORGANIZATIONAL EXPERIENCE / REFERENCES

Three (3) References for which your firm provided services of similar size and scope as required by this solicitation within the past 3 years. **All information shall be accurate and easily verifiable.**

1	Client Company/Address	Contact	Begin Date	End Date
	Gentiva Health Services Inc. 3350 Riverwood Prky, Su. 1400 Atlanta, GA 30339	Douangta Sengrath	2010	Current
		Phone Number	Email Address	
		(404) 357-1458	douangta.sengrath@gentiva.com	
Services Provided Similar To Those Described In Solicitation				
Stamps.com provides pc postage services that replace postage meter hardware in Gentiva nursing facilities where outbound office mail volumes are too low to support the use of meters. This "Enterprise" service package also includes premium support and desktop tools for enterprise-wide user control and spending oversight.				

2	Client Company/Address	Contact	Begin Date	End Date
	The Regus Group 15305 Dallas Parkway, Su. 400 Addison, TX 75001	Jeffrey Lipis	2008	Current
		Phone Number	Email Address	
		(972) 340-2026	jeffrey.lipes@regus.com	
Services Provided Similar To Those Described In Solicitation				
Stamps.com provides pc postage services that replace postage meter hardware in roughly 1,000 Regus virtual offices throughout the U.S., supporting the processing, aggregated reporting and automated billing on tenant outbound mail.				

3	Client Company/Address	Contact	Begin Date	End Date
	Thrifty White Pharmacy 6055 Nathan Lane North, Su. 200 Plymouth, MN 55542	Jill Winberg	2008	Current
		Phone Number	Email Address	
		(763) 463-4488	jwinberg@thriftywhite.com	
Services Provided Similar To Those Described In Solicitation				
Stamps.com pc postage services replace the use of meters in widespread retail pharmacy operations requiring shipment of small packages. This "Enterprise" service package also includes premium support and desktop tools for enterprise-wide user control and spending oversight.				

Attachment G (Cont.) (Stamps.com)

Additional Stamps.com Past Performance: Federal Government Experience

Stamps.com, Inc. is the Enterprise PC Postage solutions vendor of choice for some of the largest and highest profile Federal agencies in our nation. Stamps.com has a history of past performance delivering high quality Enterprise Internet PC Postage services to thousands of federal government Field Office locations throughout the United States and its territories.

Stamps.com provides Enterprise PC Postage mailing and shipping solutions for agencies such as The Department of Agriculture (USDA) and The Department of Transportation with relevant program initiatives as those of the Department of Homeland Security and that have similar needs and requirements as stated in the Performance Work Statement for PC Postage. At these agencies, the Agency Mail Managers were looking for a cost effective and cost savings postage meter alternative for their sub-agencies that had field office locations throughout the United States. Similar to the Department of Homeland Security, they wanted a program that would replace outdated meter mailing systems at thousands of field office locations across the country to include Alaska and Hawaii whose mail volumes varied and needed a mailing solution that was adaptive to their needs. There was a department-wide effort to make it possible for their sub-agencies to set up their own accounts with Stamps.com as their funding was available.

They required an Internet PC Postage solution that offered:

- ✓ “Enterprise features” that supported multiple office locations with multiple users, that provided Enterprise Reporting with complete visibility into postage usage and spending
- ✓ Dual postage payment methods—one that supported OMAS/penalty mail and commercial payments such as credit cards and postage reserve account without surcharges and administrative fees
- ✓ Account set up process that would allow each sub-agency whose number of locations ranged from 5-5,000 to individually establish its own account with Stamps.com.
- ✓ Complete and managed implementation that included software installation, 3 user logins, digital scales, an Administrative Oversight account, training and ongoing support.

DHS Accounts:

Stamps.com currently maintains ongoing services for over 200 Customs and Border Protection, US Dept. of Homeland Security locations.

Types of Services Provided:

Stamps.com Internet PC Postage Enterprise mailing and shipping solution and meter alternative that prints official USPS postage and that includes “Enterprise Premier, Multi-User” features: consolidated invoicing, cost codes, Administrative Oversight Account, user and Administrative Oversight training, Enterprise Support for customer service and technical support, USPS Schedule 48 shipping discounts, N/C for postal rate changes, Online Reports—postage usage and spending reporting by location, user, cost code, special services. Flexible Service Fee/Supplies payment options, postage payment method via OMAS payments. Stamps.com is the Prime and only Contractor.

How the Services Were Utilized:

Stamps.com Internet PC Postage Enterprise mailing and shipping solution is used as the primary mailing and shipping solution at Customs Border Protection Field Offices across the US, US territories and International locations with APO addresses. The solution replaces a costly internal process that results in saving the agency time, money and also gives them a new and secure process that allows their Field Offices to print their own postage onto government business envelopes or onto Original NetStamps labels.

US Dept. of Agriculture

Stamps.com Enterprise PC Postage Software has been the “go-to” solution and an outstanding alternative to physical postage meters for the USDA’s Farm Service Agency, Rural Development and Natural Resources programs, now comprising over 2,000 locations across the agencies. USDA set up a program with Stamps.com that provided a standardized pricing and account set up program for any USDA sub-agency, such as the Farm Service Agency. As a result of this Agreement, the Farm Service Agency issued an Enterprise PC Postage policy for its agencies across the country to consider as a replacement for costly meters in offices with low mailing and shipping volumes. State by state, the Farm Service Agency was looking to cut costs within their County Offices by eliminating costly physical meter expenses that included expensive maintenance contracts, long-term leases, rate change fees, postage reload fees, insurance and meter ink costs. Each Farm Service Agency was also looking to have complete visibility into postage spending across all its offices as well as have instant access to online usage reports that showed details by user, by location, by mail class, special services. In every state it was up to each Farm Service Agency that had a need to cut costly meter and maintenance costs and related fees to issue a request for services and establish its own account. To date, Sgtamps.com has successfully partnered with over twenty Farm Service Agency state offices to manage mailing and shipping services in over 970 of their County Office locations. The Farm Service Agency reports major cost savings, in some states up to \$100,000 as a result of having switched from physical meters to Stamps.com Enterprise PC Postage software solution. The Farm Service Agency is just one USDA sub-agency that uses Stamps.com Enterprise PC Postage solution, other sub-agencies (not listed as references) include the Natural Resources Conservation Services, Rural Development, Forest Service, Food Safety and Inspection Services and the Office of the Inspector General representing approximately 1,100 locations across the country.

The Department of Transportation (USDOT)

Facing similar challenges as stated above, the USDOT established a BPA with Stamps.com for the USDOT Modes (Components) that had Field Office locations across the country with small mail volumes. USDOT wanted a vendor for Enterprise Internet PC Postage solution services for their mail center locations within the entire Department of Transportation with a daily outgoing mail volume of 300 pieces or less and obligation of funds made available through each individual BPA Call.

The Department of Defense (DoD)

Similar to the needs of USDA and the USDOT the US Department of Defense has agencies with thousands of field offices nationwide and Stamps.com services over 1,500 locations. At the Agency level DoD saw the value of the Stamps.com Enterprise solution and became one of the first large agencies to entrust us with their reputation and future success in Mail Management. DoD Mail Management embraced the Stamps.com Enterprise solution and approved nationwide access to presenting Stamps.com to DoD such as Army Reserves and the National Guard to assist in determining a need and cost value solution for Enterprise PC Postage.

Stamps.com Internet PC Postage Enterprise mailing and shipping solution and meter alternative that prints official USPS postage and that includes “Enterprise Premier, Multi-User” features: consolidated invoicing, Wide Area Workflow billing, Administrative Oversight Account, user and Administrative Oversight training, Enterprise Support for customer service and technical support, USPS Schedule 48 shipping discounts, N/C for postal rate changes, Online Reports—postage usage and spending reporting by location, user, cost code, special services. Flexible Service Fee/Supplies payment options, commercial postage payment method via Reserve Account as well as OMAS postage payments.

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Stamps.com, Inc.

Company Name

1990 E. Grand Ave.

Address

El Segundo

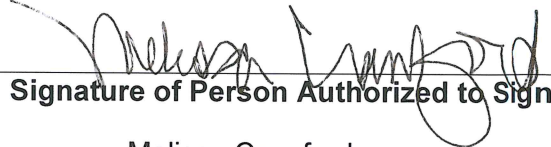
CA

90245

City

State

Zip



Signature of Person Authorized to Sign

Melissa Crawford

Printed Name

Senior Director, Marketing

Title