

Information Management Comes To Mailing And Shipping



Business Manager
Information Management System



- A Powerful Enterprise-Wide Solution

Business Manager Brings Your Entire Enterprise Together

Business Manager can be configured for both local and enterprise-wide data collection and consolidation. Your options:

- A local network can be formed with a Pitney Bowes turn-key solution. Business Manager components can form a "private network" without impacting your organization's infrastructure.
- Or, a local network can be formed to interface to your organization's LAN (Local Area Network).
- In addition, Business Manager can be configured as an "enterprise network" leveraging dial-up for remote sites, or your organization's LAN or WAN (Wide Area Network).

Host Workstation – The central system necessary for managing the operations, including consolidation of data from local or remote sites, administrative and reporting functions.

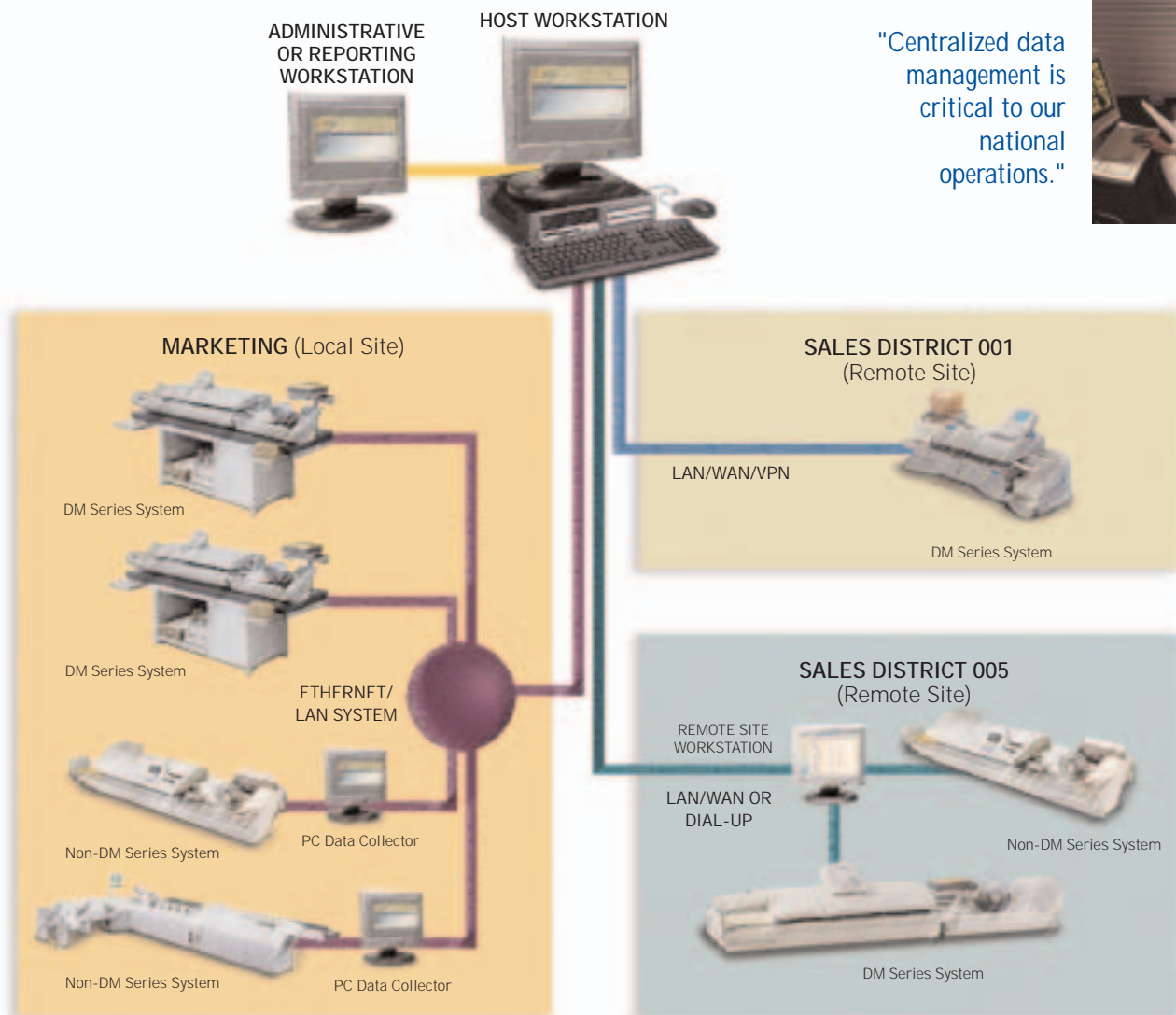
Remote Site Workstation – A special version of the Host Workstation that enables you to form a network of host solutions to consolidate data from across the enterprise.

Administrative or Reporting Workstations – PC solutions that provide managers additional access to the collected data without interrupting the Host Workstation.

PC Data Collector – An input device used to channel information from Non-DM Series mailing systems to the Host Workstation (used for data collection from specific Pitney Bowes postage meters such as Paragon, Galaxy, and other meter types).

IntelliLink™ Interface – Enables the communication of information directly from the DM Series Mailing Systems without any additional hardware or data collection device (applies to the Pitney Bowes DM500, DM550, DM800, DM900 and DM1000 Series systems).

Sample Site Configuration

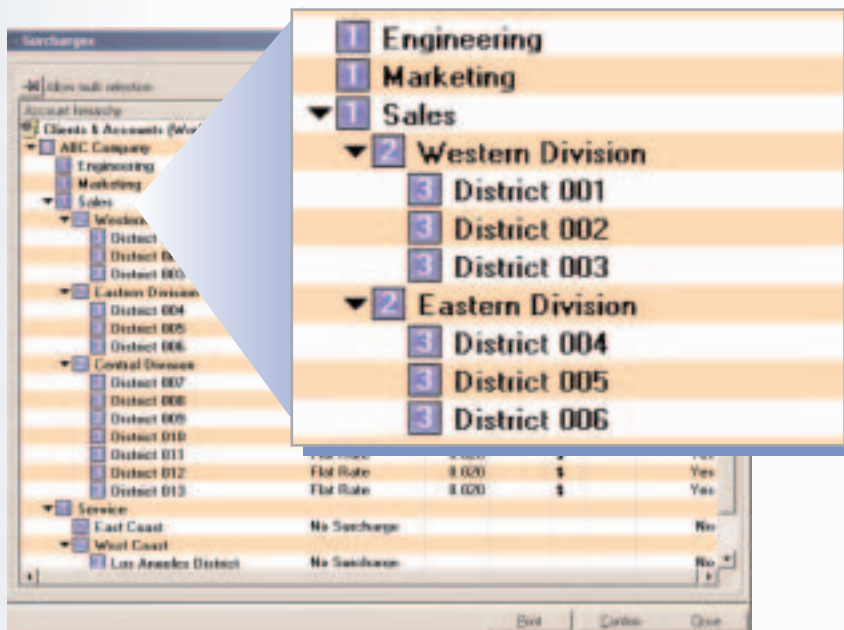


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Higher productivity and lower costs are critical to your success. But staying competitive today means increasing productivity and controlling costs in every part of your operation. One key area has always been difficult to track: mail production expenditures across your enterprise. These facilities often operate in isolation, but they consume a sizeable portion of your organization's resources.

In today's competitive climate, your mail centers – whether they're across the street or across the country – can no longer afford to work in isolation. Effective management means consolidating data from all systems across your enterprise with 100% accuracy. It also means eliminating tedious manual reconciliation of data. The answer to this growing set of needs is the Business Manager solution from Pitney Bowes.

Pitney Bowes Business Manager is a PC-based information management system that links multiple mailing systems, at multiple sites, in a centrally controlled network. It simplifies your mailing operation and enables you to manage mail processing information in real time.



Business Manager lets you consolidate data from multiple systems across your enterprise, using either your LAN/WAN or a modem dial up configuration.

- Manage multiple accounts and budgets across the enterprise.
- Monitor and consolidate data from multiple systems at multiple sites.
- Track postal and shipping costs in real-time for an unlimited number of accounts and cost centers.
- Use data management tools to analyze expenditures and highlight potential cost reductions.
- Increase productivity and reduce human error by removing manual reconciliation of costs by account.
- Export data to back office financial systems.



Expands Your Visibility To Your Operation

Get The Overview & The Detail To Manage Your Operation Effectively

Business Manager makes it easy to manage your mailing and shipping operation with a high level of productivity. Now you can control internal mailing and shipping budgets, report expenses for external clients, and even run your operation as a profit center.

- Capture and document costs for accurate charge backs by account
- Track actual expenses vs. budgets and spending limits.
- Apply surcharges to recover costs or provide discounts.
- Track results and monitor mail center performance by workstation, operator or mail center.
- Bring postage security to a new level with password protection, real-time account validation, and meter discrepancy reporting.

Workstation Summary

| Workstation Name | Planes | Total Cost | Surcharge Amount | Total Charged | Planes | Total Cost | Surcharge Amount | Total Charged |
|------------------|--------|------------|------------------|---------------|--------|------------|------------------|---------------|
| 000000 | 10000 | | | | | | | |

Mailcenter Performance Profile by Period

| Period | Mail Hours | Mail Pieces | Total Cost | Total Charged | Avg. Cost per Piece | Avg. Pieces per Hour | Std. Deviation | Performance % Standard |
|-------------------------|------------|-------------|------------|---------------|---------------------|----------------------|----------------|------------------------|
| 01/01/2004 - 01/31/2004 | 10000 | 10000 | 10000 | 10000 | 1.000 | 1.000 | 100 | 100 |
| Total | 10000 | 10000 | 10000 | 10000 | 1.000 | 1.000 | 100 | 100 |

DM Weight Break by Account-Carrier-Class

| Account Name | Carrier | Class | Weight | Planes | Total Cost | Surcharge Amount | Total Charged |
|------------------|---------|-------|--------|--------|------------|------------------|---------------|
| 000000 | | | | | | | |
| Sub Total | | | | | | | |

Operator Summary

| Operator Name | Planes | Total Cost | Surcharge Amount | Total Charged | Planes | Total Cost | Surcharge Amount | Total Charged |
|---------------|--------|------------|------------------|---------------|--------|------------|------------------|---------------|
| 000000 | 10000 | | | | | | | |

Carrier Class For Summary by Account

| Account Name | Carrier | Class | Planes | Total Cost | Surcharge Amount | Total Charged | Planes | Total Cost | Surcharge Amount | Total Charged |
|------------------|---------|-------|--------|------------|------------------|---------------|--------|------------|------------------|---------------|
| 000000 | | | | | | | | | | |
| Sub Total | | | | | | | | | | |

Mail Center Report

Account Summary

| Account Name | Planes | Total Cost | Surcharge Amount | Total Charged | Weight (lb) | Planes | Total Cost | Surcharge Amount | Total Charged | Weight (lb) |
|---------------------------|------------|----------------|------------------|----------------|-------------|------------|----------------|------------------|----------------|-------------|
| Distribution Solutions | 0 | 0.000 | 0.000 | 0.000 | 0.0 | 0 | 0.000 | 0.000 | 0.000 | 0.0 |
| Distribution Solutions | | | Engineering | | | | | | | |
| Distribution Solutions | 61 | 281.817 | 0.200 | 281.817 | 0.0 | 61 | 281.817 | 0.200 | 281.817 | 0.0 |
| Distribution Solutions | | | Finance | | | | | | | |
| Distribution Solutions | 20 | 14.430 | 1.400 | 15.830 | 0.0 | 20 | 14.430 | 1.400 | 15.830 | 0.0 |
| Distribution Solutions | | | Human Resources | | | | | | | |
| Distribution Solutions | 47 | 16.000 | 2.200 | 18.000 | 0.0 | 47 | 16.000 | 2.200 | 18.000 | 0.0 |
| Distribution Solutions | | | Marketing | | | | | | | |
| Distribution Solutions | 0 | 0.000 | 0.000 | 0.000 | 0.0 | 0 | 0.000 | 0.000 | 0.000 | 0.0 |
| Distribution Solutions | | | Sales | | | | | | | |
| Distribution Solutions | 59 | 10.000 | 4.200 | 14.200 | 0.0 | 59 | 10.000 | 4.200 | 14.200 | 0.0 |
| Account Total | 207 | 226.227 | 8.200 | 234.427 | 0.0 | 207 | 226.227 | 8.200 | 234.427 | 0.0 |
| Digital Mailing Solutions | | | | | | | | | | |
| Digital Mailing Solutions | 0 | 0.000 | 0.000 | 0.000 | 0.0 | 0 | 0.000 | 0.000 | 0.000 | 0.0 |
| Digital Mailing Solutions | | | Engineering | | | | | | | |
| Digital Mailing Solutions | 0 | 0.000 | 0.000 | 0.000 | 0.0 | 0 | 0.000 | 0.000 | 0.000 | 0.0 |
| Digital Mailing Solutions | | | Finance | | | | | | | |

Customer Field
Business Manager Report Database: Mailing Database
Report On: March 12 2004 02:35:52 AM
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"Business Manager delivers for us – faster processing greater reporting flexibility, 100% accuracy and tight postage security."

Get Tight Control Over Costs

Managing expenses means more than just adding up the numbers. Business Manager gives you the information you need to control the use of high cost services and special fees and to get maximum postal and carrier discounts.

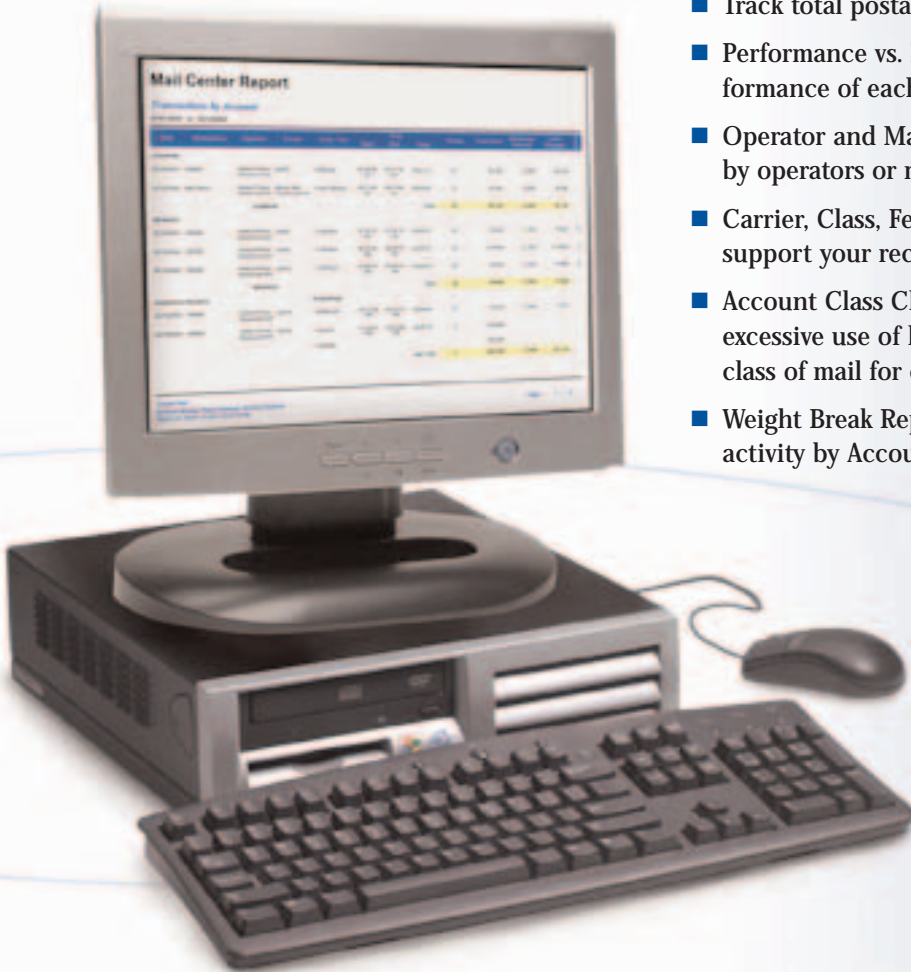
- Track expenses by carrier, class and fees.
- Monitor total usage by carrier to help you control costs and negotiate rates.
- Completely eliminate unaccounted costs by tracking and allocating all mailing and shipping expenses.

Business Manager's powerful, user friendly reporting tools make it easy to create reports to help analyze information fast.

From Raw Data to Actionable Information — Instantly

Business Manager takes raw data from each mailing system across your network and summarizes it in formats you can use. These reports are your tools for solid decision making.

- Account Summary and Transaction Reports.
- Track activity by job, carrier, department, operator or machine.
- Track by account, sub-account or sub-sub-account.
 - Track total postage spent and chargeback breakdown.
 - Performance vs. Budget Analysis – track and manage the performance of each cost center against budget each month.
 - Operator and Mail Center Performance – analyze productivity by operators or machines over time.
 - Carrier, Class, Fee Summary by Account – study trends that support your recommendations on how to reduce mailing costs.
 - Account Class Charge Profile Report – track and manage excessive use of high cost services with detailed charges by class of mail for each account.
 - Weight Break Reports – save with large mailings by summarizing activity by Account, Carrier and Class.



" Business Manager gives us highly detailed transaction data, in the format we're used to."



Business Manager Specifications

Host Workstation

- Operating System: MS Windows 2000 SP3, Standard MS Windows User Interface
- Processor: Pentium 4, 2.26 GHz
- Memory: 256 MB, 512 KB Cache
- Storage: 20 Gigabyte Hard Drive, 3.5" 1.44 MB Floppy Drive
- Modem: 56Kbs V.90
- Ethernet Connectivity: Integrated Intel PRO/100 VM Network Connection
- Ethernet Speed: Standard 10/100 BaseT Ethernet
- Drives: DVD/CD-RW 16 x 9 x 40x
- Monitor: 15" Flat Panel Monitor
- Remote Access: pcAnywhere™

Networking

- Consolidates data real time from both local and remote sites (for single or multiple mailing systems)
- Remote sites may connect via WAN/LAN/VPR (Virtual Private Network) or Dial-Up
- Direct Interface to any Pitney Bowes DM Series and Ascent Systems
- One PC Data Collector is required for interfacing to each the following Pitney Bowes postage meter series: A900, B900, 6500, Paragon and Galaxy
- Optional Administrative Workstation available for management supervision of detailed account activity and system set-up with reporting capabilities
- Optional Reporting Workstation provides access to reports but limits administrative rights

Storage Capacity of Host Workstation

- Unlimited transactions (limited by hard disk)
- Unlimited accounts for chargeback

Input fields supported

- Up to 74 Alphanumeric characters (total length)
- Client plus 3-tiered account hierarchy (Account, Sub-Account, Sub-Sub Account)
- Job IDs
- Account speed codes (1 – 6 digits)
- Surcharges (fixed per transaction or per piece, or percentage of total postage). Negative surcharges can be applied for discounts.
- Manual transactions

Monitoring and Reporting Capabilities

- Offers variable accounting periods: annual, quarterly, monthly, 4-week, weekly, or user defined
- Track productivity by machine or operator
- Provides visibility to every meter in the network for fast access to data
- Assign a budget per account, and distribute over 12 month periods. Set spending limits per account

System and Data Security

- 3 password accessed security levels (Report user, operator and manager)
- Account validation
- Data backup
- Reporting on meter discrepancies for data integrity
- Save data in a .CSV file format for import into other applications

Optional Peripherals

- Barcode Scanner (for account entry) using code 3 of 9 or code 128 formats
- Receipt Printer for PC Data Collector only
- Laser Report Printer
- PC Data Collector Monitor Stand
- Crystal Reporting Software

Available from your Authorized Pitney Bowes Dealer



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