



# Volume meets value

Organizations that quickly adapt to change have the competitive advantage. Your mail and package volumes can fluctuate depending on market shifts, economic volatility, business cycles, and the number of communications initiatives you have in place.

But if you're locked into a fixed mail management services fee, you may be paying for high-volume services during low-volume periods. Pitney Bowes Management Services (PBMS) can help you better manage the cost of mail services by accommodating shifts in volume. With the Volume Advantage Plan your fees are based on the volume of mail and packages handled so you only pay for the services you use. It also reduces the need for contract changes and gives you full transparency by reporting exact volume levels and fees.

The concept is simple. PBMS will create a mail service offering with service levels to meet your business needs. We establish a price per piece based on your projected annual mail volumes for all inbound and outbound mail and packages. Services will be offered at a set price which is adjusted as your volume needs change.

## Turning change into an advantage

The Volume Advantage Plan offers these benefits:

**Flexibility.** Accommodates mail volume shifts during peak and low periods.

**Cost-savings.** Your fee is based on actual mail and package volumes so you only pay for the services used.

**Simplify contract maintenance.** Eliminate the need to re-negotiate or amend your contract, and make contract administration easier.

**Simplicity.** You receive one monthly bill based on actual volume.

**Visibility.** A web-based reporting tool tracks monthly transactional volumes and service levels, giving you true visibility into actual volume patterns and fees.

**Digital delivery.** Our digital mail solution is customized to meet your needs, and includes scanning, imaging and electronic delivery of your most urgent mail and documents.



### Results: Lower mail costs, increase efficiency

A global financial services company was experiencing fluctuating mail volumes and needed to manage costs. PBMS designed a volume-based pricing plan that provided the end-to-end delivery of all inbound, outbound and interoffice mail. This included screening, sorting, van transport to the customer's multiple facilities, and final delivery. It also included a premium inbound delivery option for all mail and packages requiring a signature upon delivery. Since PBMS had been managing the

client's mail processing needs for a number of years, we were able to collect data on the customer's mail processes, trends and costs. From our knowledge of the customers' mailing patterns, we created a volume based pricing structure using data on past performance and the customer's projected mail and package needs. The result is a very satisfied customer whose mail service fees now align with mail and business shifts making it easier to manage and budget.

### Pitney Bowes expertise

At Pitney Bowes, we design, implement and operate solutions that provide our clients with critical mail, communication, and document lifecycle services that help result in more effective, efficient and compliant business processes and operations. To find out more about how you can achieve greater cost savings through the Volume Advantage Plan, talk to an expert from Pitney Bowes today.



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