

City of Frostburg
Bulk Mailing Comparison
Quadient vs. Pitney Bowes

	<u>Quadient (A)</u>	<u>Pitney Bowes</u>	<u>Difference</u>	<u>Quadient (B)</u>	<u>Pitney Bowes</u>	<u>Difference</u>
<i>Equipment/Subscription Costs:</i>						
Postage Machine		199.74			199.74	
Insertter/Folder		331.50			331.50	
Power Stacker		48.77			48.77	
 iX5 Series Mailing System/Impress e-Certify software, etc.	 702.47					
 iX3 Series Mailing System/Impress e-Certify software, etc.				608.42		
 Total Equipment/Subscription Costs	 <u>702.47</u>	 <u>580.01</u>	 <u>122.46</u>	 <u>608.42</u>	 <u>580.01</u>	 <u>28.41</u>
 <i>Mailing Costs:</i>						
Postage	1,859.42	2,158.26	(298.84)	1,859.42	2,158.26	(298.84)
 Paper		326.51	(326.51)		326.51	(326.51)
Envelopes		309.90	(309.90)		309.90	(309.90)
Labor		267.95	(267.95)		267.95	(267.95)
 Total Mailing Costs	 <u>1,859.42</u>	 <u>3,062.62</u>	 <u>(1,203.19)</u>	 <u>1,859.42</u>	 <u>3,062.62</u>	 <u>(1,203.19)</u>
 Total Monthly Cost	 <u><u>2,561.89</u></u>	 <u><u>3,642.63</u></u>	 <u><u>(1,080.73)</u></u>	 <u><u>2,467.84</u></u>	 <u><u>3,642.63</u></u>	 <u><u>(1,174.78)</u></u>
 Estimated Annual Savings			 <u><u>(12,968.79)</u></u>			 <u><u>(14,097.39)</u></u>
 Estimated Annual Savings excluding Labor			 <u><u>(9,753.43)</u></u>			 <u><u>(10,882.03)</u></u>