

FROM (DEPT/ DIVISION): Dan Lonai, Administrative Services

PROGRAM: Administrative Services

SUBJECT: Replace Courthouse Postage Machine

USPS is requiring all postage meters to be upgraded by 12/1/24 and our system is not upgradable. This was budgeted in IT's budget for this year. Two quotes were received for a new postage machine. One from Pitney Bowes and the other from Enterprise Solutions Specialist. Both quoting comparable machines. The recommendation is to go with Enterprise Solutions Specialist, since its cost over five years is \$1,600 less.

	Pitney Bowes	Enterprise Solutions Specialist
Equipment	\$11,436.35	\$10,836.00
Meter billing Monthly	\$75.24	\$40.00
Maintenance Yearly (starts year 2)	\$1,462.40	\$1,737.60
<b>Total 5 year cost</b>	<b>\$21,800.35</b>	<b>\$20,186.40</b>

ACTION REQUESTED:

Approve the purchase of a new postage machine for \$10,836 from Enterprise Solutions Specialist.

ATTACHMENTS: Quotes and IT Budget

Date: (07-19-24) Submitted By: (Dan Lonai)

\*\*\*\*\*For Internal Use Only\*\*\*\*\*

Checkoffs:

- ( ) Dept. Head (copy)
- ( ) Human Resources (copy)
- ( ) Fiscal
- ( ) Legal (copy)
- ( ) (Other - List:

To be notified of Meeting:

Needed at Meeting:

\*\*\*\*\*

Scheduled for meeting on: August 7, 2024

Action taken:

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Follow-up:

**Customer**

<b>Organization</b>	UMATILLA COUNTY		
<b>DBA</b>			
<b>Address</b>	216 SE 4TH ST		
<b>City State Zip</b>	PENDLETON	OR	97801
<b>Phone</b>	(541) 278-6260	<b>Fax</b>	

**Purchase Order - Purchase**

NASPO/ValuePoint Contract #: CTR058809  
 and / or  
 State Participating Addendum (PA) #:  
 PO-10700-00011290 (OR)

**Vendor**

<b>Company Name</b>	Quadient Inc.	<b>FEDERAL ID#</b>	94-2388882
<b>Attention</b>	Government Sales	<b>DUNS#</b>	080708241
<b>Address</b>	478 Wheelers Farms Rd		
<b>City State Zip</b>	Milford	CT	06461
<b>Phone</b>	(203) 301-3400	<b>Fax</b>	(203) 301-2600

**Ship To**

<b>Organization</b>	UMATILLA COUNTY		
<b>Attention</b>	DAN LONAI		
<b>Address</b>	216 SE 4TH ST		
<b>City State Zip</b>	PENDLETON	OR	97801
<b>Phone</b>	(541) 278-6260	<b>Email</b>	dan.lonai@umatillacounty.gov

<b>P.O. Number</b>	<b>P.O. Date</b>	<b>Requisitioner</b>	<b>Shipped Via</b>	<b>F.O.B. Point</b>
			Ground	Destination

**Products**

QTY	Product ID	Description	Unit Price	Total
1	IXDS7	Dynamic Weighing Platform for IX Series 7/7PRO Bases	\$3,455.00	\$3,455.00
1	IXPWRSTACKER	Conveyor Stacker & Adaptor (IX7 & IX7PRO ONLY)	\$1,596.00	\$1,596.00
1	IX7	iX-7 Series Base w/ Mixed Size Feeder, Sealer, Drop Tray & Ink Cartridge	\$4,332.00	\$4,332.00
1	IXWP30	IX Series 30 lb Weighing Platform	\$1,453.00	\$1,453.00
Delivery, installation, and operator training are included at no charge for the above products.			<b>Grand Total</b>	\$10,836.00

**Related Services**

Type	Notes	Unit	Unit Price	Terms
Meter Rental	Includes resets and postal rate changes	Months	\$40.00	Quarterly Invoicing
Equipment Maintenance (on site)	First Year Free. Invoicing commences in year two	Years	\$1,737.60	Quarterly Invoicing

1) Order is governed under the terms and conditions of the NASPO/ValuePoint Master Price Agreement Contract Number CTR058809. Enter this order in accordance with the prices, terms, delivery method, and specifications listed above.

2) Payments will be sent to:  
 Quadient, Inc.  
 Dept 3689  
 PO Box 123689  
 Dallas TX 75312-3689

\_\_\_\_\_  
 Authorized by Date

3) Send all correspondence to:  
 Quadient, Inc.  
 478 Wheelers Farms Rd  
 Milford CT 06461  
 Phone: 203-301-3400  
 Fax: 203-301-2600

\_\_\_\_\_  
 Print Name Title

From: **Sasa Vukicevic** <[Sasa.Vukicevic@pb.com](mailto:Sasa.Vukicevic@pb.com)>  
Date: Wed, May 22, 2024 at 6:27 AM  
Subject: RE: Pitney Bowes Mailing System  
To: Jolene Meadows <[jolene.meadows@umatillacounty.gov](mailto:jolene.meadows@umatillacounty.gov)>  
Cc: Troy Emch <[troy.emch@kelleycreate.com](mailto:troy.emch@kelleycreate.com)>

Hello Jollene,

Thank you for reaching out to us. You had your current meter since November 15<sup>th</sup>, 2017. Umatilla County currently owns the machine. You are paying quarterly meter rental of \$216/month and an annual service fee of \$1,138.54 per year. Your current machine is not in compliance with latest USPS requirements and regulations. I've attached a Pitney Bowes compliance cut sheet explaining the requirements and approved equipment. We are offering you to upgrade to our Sendpro MailCenter 2000. Based on your current annual volume, this model will accommodate your needs and it's identical to what you currently have.

Although the new machine looks identical from the outside it's much different in performance and reliability:



## What's New...

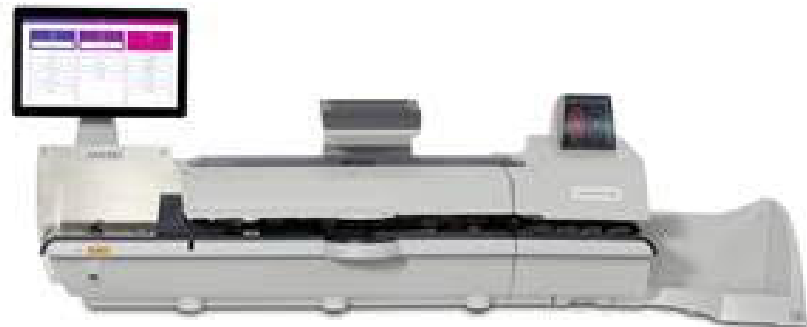
- Intelligent Mail Indica (IMI)- meets all requirements for USPS® migration
- A new, *standard* 15" (16:9 format) touchscreen display with *improved responsiveness*
- A Solid-State Hard Drive
- Fewer "controller" components- reduces service costs and improves responsiveness
- Faster Boot-up time
- Faster Time to Print
- Updated Operating System
- Updated Browser
- New Colors- matches the Relay Series "Production" colors
- Can ship using PitneyShip or PitneyShip Pro directly from the solution

I have attached MailCenter 2000 brochure for you to review, and here is a short product video for you to watch: <https://www.youtube.com/watch?v=OkdURkPJUQ0>

We are offering Lease and purchase option using NASPO government pricing.

## **60 month Lease option Includes:**

\*Delivery, Installation, training, onsite maintenance, no charge for postage resets, rate and scale updates, meter, full warranty, starter ink.



[MailCenter 2000 Video](#)

**SendPro MailCenter 2000 – Fully automatic feed postage meter with 15 lb scale, envelope sealer, 145 letters per minute speed, 100 Department Accounting, Internet or wi-fi connection, 5/8” media size thickness, pump-fed sealing, Weigh-On-The-Way for processing mixed mail...vertical power stacker, Laser printer**

- *\$436.67 per month (\$1,310.01 per quarter) – 60 months lease*
- *\$475.62 per month (\$1,426.86 per quarter) – 48 months lease*
- *\$542.07 per month (\$1,626.21 per quarter) – 36 months lease*

**Delivery, Installation, training, onsite maintenance and service included in the monthly payment. Service provided by Kelley Create, Pitney Bowes authorized partner and dealer.**

## **Purchase Option:**

\*when purchasing postage meter, equipment, meter, and yearly maintenance are billed separately.

**SendPro MailCenter 2000 – Fully automatic feed postage meter with 15 lb scale, envelope sealer, 145 letters per minute speed, 100 Department Accounting, Internet or wi-fi connection, 5/8” media size thickness, pump-fed sealing, Weigh-On-The-Way for processing mixed mail...power stacker, Laser printer.**

- *Equipment Cost - \$11,436.35*
- *Monthly Meter Rental and Subscriptions- \$75.24 per month, billed quarterly.*
- *Annual Maintenance - \$1,462.40/year, billed annually.*

Want even more reasons to work with us? With Pitney Bowes you'll get:

- All-Inclusive pricing: Meter resets, maintenance, USPS® rate updates and consolidated billing for postage and rental
- Savings: Postage meter users save 3 cents (or 5%) on First-Class Mail letters
- Discounts with PitneyShip app: Up to 40% off Priority Mail and Priority Mail Express
- Lowest Operational Cost: No convenience fees and lowest overall ink cost
- Exceptional Customer Service and Support: We don't outsource our service overseas like the competition. Local support, local service provided by our authorized partner Kelley Create.

Please let us know if you have any questions. You can call me directly or we can schedule a Teams call to discuss. We can do in person meeting as well.

Sincerely,

**Sasha Vukicevic**

Regional Partner Manager  
Pitney Bowes  
Sending Technology Solutions

T +1 509 362 6569

[Sasa.vukicevic@pb.com](mailto:Sasa.vukicevic@pb.com)

**The latest innovative solution to manage carrier and postage spend is here!!!** <https://www.pitneybowes.com/us/pitneyshippro>

[pitneybowes.com](https://www.pitneybowes.com)

pitney bowes 

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Over the next 5 budget years

Project	Estimated Cost	Actual Cost	2022-2023	2023-2024	Current Year 2024-2025	Priority	2025-2026	2026-2027	2027-2028	2028-2029
Upgrade Courthouse Servers <b>Completed Jan 2022</b>	\$80,000.00							\$180,000.00		
CIS-SQLSVR SQL Server upgrade (licensing) + Cals <b>Finance system Completed Dec 2023</b>	\$15,000.00		\$15,000.00							
Immutable Backup system / Air gapped and restoration testing	\$325,000.00				\$325,000.00	1				
Network and vulnerability Scanning "OEM Grant"	\$75,000.00						\$75,000.00			
DD / Juvenile Surveillance Cameras	\$37,000.00				\$37,000.00	3				
Upgrade Dispatch/Patrol/Jail Servers <b>In Progress</b>	\$160,000.00		\$160,000.00						\$184,000.00	
Justice Center Building UPS Dispatch / Jail / Sheriff <b>Completed July 2021</b>	\$55,000.00									\$55,000.00
Sound system from 130	\$20,000.00			\$20,000.00						
Replace Clerk Recording Image Server <b>Archive funds</b>	\$15,000.00						\$15,000.00			
New Clerk (Records) System <b>Archive funds Completed July 2023</b>	\$50,000.00	\$34,000.00	\$50,000.00							
New Code enforcement System phase 1 planning <b>Started</b>	\$27,000.00			\$27,000.00						
New Planning system <b>Phase 2 Planning Budget</b>	\$50,000.00				\$50,000.00	9				
Replace main switch stack at Courthouse	\$50,000.00						\$50,000.00			
Replace main switch stack at Jail	\$35,000.00	\$18,007.00	\$35,000.00						\$50,000.00	
Replace Firewalls <b>In Progress</b>	\$30,000.00	\$26,000.00	\$30,000.00							
Phone system upgrade	\$75,000.00						\$75,000.00			
FOB system Add MF Main & Broadway, Juvenile, Public Works & other	\$50,000.00			\$50,000.00						
Upgrade state courtdoors to Encrypted Fobs	\$25,000.00						\$25,000.00			
Additional Stafford Hansell Cameras	\$17,000.00	15,449.03	\$17,000.00							
Additional cameras to Health Dept & CH & parking lots <b>Pushed to next YR Need funds to cover cybersecurity</b>	\$30,000.00				\$30,000.00	8				
Replace old DVR at CH	\$40,000.00				\$40,000.00	4				
Replace old DVR at CH Stafford Hansell	\$40,000.00						\$40,000.00			
Stafford Hansell 9300 main stack <b>Pushed to Next YR</b>	\$30,000.00				\$30,000.00	10			\$15,000.00	
Add additional Doors to security system at CH, Sheriff and Stafford <b>Other projects took Priority not started</b>	\$50,000.00						\$50,000.00			
Watch Guard Patrol video servers	\$25,000.00						\$30,000.00			
Knowbe4 3 year licensing fee	\$21,362.40				\$21,362.40	1			\$21,000.00	
CJIS Network Upgrades	\$25,000.00		\$25,000.00				\$25,000.00			
Server Room upgrade prevent flooding	\$15,000.00				\$15,000.00	2				
2fa for cyber insurance	\$20,000.00	\$31,545.50		\$20,000.00						
Separate DMZ Network from Data Center Security upgrade	\$20,000.00			\$20,000.00						
<b>Courthouse Mail Machine</b>	<b>\$25,000.00</b>				<b>\$25,000.00</b>	<b>5</b>				
Training / Setup Room Update	\$10,000.00				\$10,000.00	7				
Upgrade SQL on Server #3 CIS-SQL	\$5,500.00				\$5,500.00	6				
Upgrade SQL on ORCATS server #1 <b>Completed 2023-24</b>	\$5,500.00				\$5,500.00	6				
New Website	\$35,000.00				\$35,000.00	11				
<b>Totals by budget year</b>	<b>\$2,588,362.40</b>		<b>\$332,000.00</b>	<b>\$117,000.00</b>	<b>\$629,362.40</b>		<b>\$230,000.00</b>	<b>\$335,000.00</b>	<b>\$270,000.00</b>	<b>\$55,000.00</b>