

DI⁹⁵⁰ mailing checklist:

Productivity

- ✓ Load-on-the-fly - no need to stop to reload feeders
- ✓ High capacity envelope feeder – allows jobs to run faster and reduces reloading requirements
- ✓ High capacity sheet feeders – can be linked to provide greater capacity and require less reloading
- ✓ A range of stacker options is available to accommodate high volume output
- ✓ Connectivity – the DI⁹⁵⁰ connects to Pitney Bowes DM Series mailing machines for in-line production and increased productivity

Ease of Use

- ✓ PacPilot™ Colour User Interface - applications are easy to set-up, edit and modify
- ✓ SwiftStart™ - intelligent job processing for the casual user
- ✓ Speedy problem resolution with clear, precise guidance displayed on the screen
- ✓ Smart nip folding element – automatically adjusts the folder settings for different jobs

Flexibility

- ✓ Flexible Tower feeders – interchangeable trays allow you to run a wide range of sheets and inserts
- ✓ Pre-fold accumulator - to enhance the mail piece presentation
- ✓ Wide variety of materials accepted to meet the creative requirements of today's mailing applications

Security and Integrity

- ✓ Trial piece to confirm accuracy before the job is run
- ✓ Double Document Detection - ensures every mail piece is accurate
- ✓ Latest scanning technology to add value to 'intelligent' mailing applications
- ✓ Unique automatic envelope aligner - adjusts the envelope position relative to the mail pieces to ensure accurate, error free inserting



Meeting your requirements ...

• **A safe and reliable partner** - Pitney Bowes is a Fortune 500 company with annual revenues of \$5.1 billion and over 2 million customers in 130 countries. We shape the future of mail and document management by investing \$100 million in R&D each year.

• **Flexible finance** - The right mailing solution is essential to the effective operation of today's business. Our customers demand flexible solutions for future growth, being able to enhance, add to, modify and reconfigure their systems... being flexible is all in a day's work.

We offer an imaginative range of flexible solutions - so make the smart business decision and lease your mailing system (equipment) through Pitney Bowes Financial Solutions Europe.

- Acquire new equipment quickly and easily.

- Keep pace with new technology.

- Improve your cash flow and free up alternative lines of credit.

- Update your equipment as your business needs change.

• **ValueMax** - an innovative equipment protection plan that provides you with a real, 'no risk' alternative to traditional equipment insurance. Here's why:

- No third party involvement.

- Immediate response in the event of a claim.

- No minimum loss size.

- Multi-risk cover.

- No excess.

- New for old replacement policy.

• **Satisfaction guaranteed** - Pitney Bowes views all forms of service and support as a long-term commitment and part of a lifelong relationship with customers. We aren't satisfied unless you're satisfied. This isn't just empty words, we can back this up by offering a 5 year Customer Satisfaction Guarantee.

• **Flexible service** - Pitney Bowes offers packaged or tailored service in response to the differing needs of businesses. So you can choose the appropriate levels of service cover according to your own assessment of 'criticality'.

• **Superb support** - Our Customer Service Representatives are highly trained and supported by a new multi-media contact centre and computerised service management system. All our systems are integrated so that equipment inventories, service history and current requirements can be seen by all, helping us to allocate the right CSR for fast resolution.

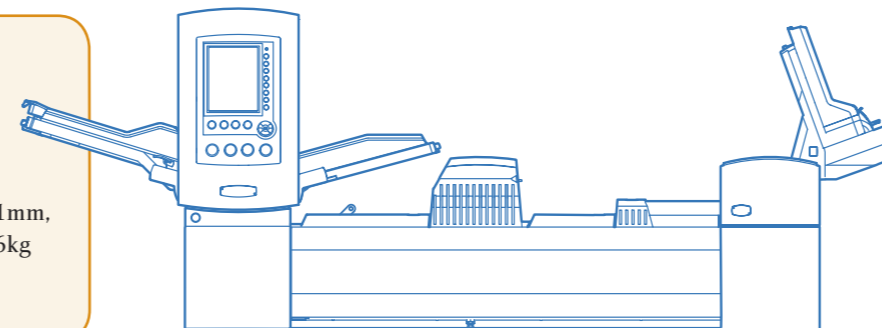
In addition - our National Service Centre provides a front line response service unique to Pitney Bowes. Approximately 40% of all calls are resolved over the phone reducing downtime significantly. Your equipment is back up in minutes.

• **Quality nationwide service** - Our network is staffed with over 300 trained personnel operating from 7 service hubs. Our commitment to training and development has been recognised by the Investors in People Award and our quality service processes are independently audited by BSI to maintain our ISO9501 accreditation.

The FastPac™ DI⁹⁵⁰ Inserting System can be built to your specific needs

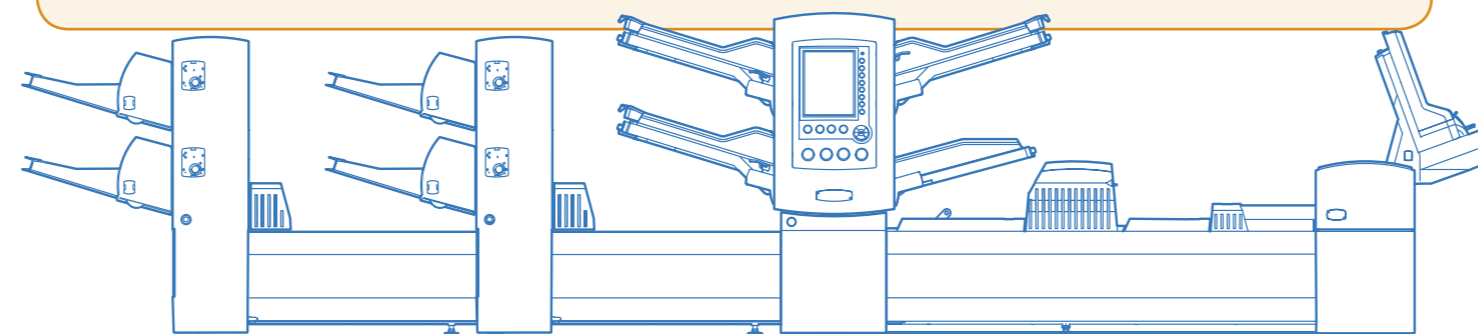
Entry level DI⁹⁵⁰

- High capacity envelope feeder
- Includes two-feeder tower
- Max. dimensions Length 2261mm, Height 851mm, Depth 579mm, Weight 158.6kg
- Up to 5400 pieces an hour



Fully configured DI⁹⁵⁰

- High capacity envelope feeder
- Includes four-feeder tower and two high capacity sheet feeders
- Max. dimensions: Length 3633mm, Height 851mm, Depth 579mm, Weight 229.8kg
- Up to 5400 pieces an hour



Pitney Bowes expertise covers the full spectrum of inserting requirements from Automated Document Factory environments to machines which will fit comfortably on your desktop. The DI⁹⁵⁰ combines the power of high level inserting machines with the ease of use found in desktop machines.



Engineering the flow of communication™

Pitney Bowes
Elizabeth Way, Harlow
Essex CM19 5BD
Telephone: 08705 252525
Facsimile: 08705 449450
www.pitneybowes.co.uk

© 2005 Pitney Bowes Ltd. All rights reserved.

CE Pitney Bowes certifies that the FastPac™ DI⁹⁵⁰ complies with the requirements of the Low Voltage Directive 73/23/EEC and the EMC Directive 89/336/EEC.

AD462UK (09/05)



FastPac™ DI⁹⁵⁰ Inserting System

Fast-track to a higher level



Fast-track to a higher level...

Mail is the single most dependable and consistent link to your customers. You want to make the most of it by harnessing the full power of your mailing operation. Add personalised inserts to your transactional mail. Use sophisticated direct marketing campaigns to target specific customer segments.

You're doing larger and more complex mailings to reach more customers and grow your business. Maybe the volume and complexity of your mail has outgrown your current system's capacity. Perhaps you're spending too much money outsourcing jobs in order to meet deadlines. You need a system that can take your mailing operation to a higher level.

Drive professional customer communications

The FastPac™ DI⁹⁵⁰ Inserting system is designed to handle a wide range of mailings quickly and accurately, even when you're doing complex applications such as multi-page statements, promotional mail with multiple inserts or credit card mailings.

Not only does the DI⁹⁵⁰ make your customer communications more efficient, it's versatile enough to serve many departments – marketing, accounting, employee benefits – that often have a wide range of mailing needs.

The DI⁹⁵⁰ works seamlessly with Pitney Bowes document management software so you can be confident that each envelope contains the correct contents. And it's simple enough for anyone to use.



...of innovation

- » With SureTrac™ software it's easy to create documents that can tailor the contents of each mail pack to the recipient, by adding BCR or OMR marks. It's also straightforward to create your own documents, reducing reliance on expensive pre-printed forms.
- » The PacPilot™ colour graphical user interface provides a higher level of ease of use. You are no longer reliant on a few trained operators or lengthy tutorials to get your mailings done.
- » The PacPilot™ display uses intuitive menus and photographs to guide even inexperienced users through the steps of selecting jobs, loading materials, and creating new jobs or editing existing ones.



The PacPilot™ user interface is just one of the DI⁹⁵⁰'s several innovative features.

- » The unique automatic envelope aligner scans the position of the envelope just prior to insertion, and makes precise adjustments if required, improving quality and reliability.
- » The electronic 'smart nip' folder sets up the folder automatically for different jobs, and allows the fold settings to be changed instantaneously within jobs. This means that a wider range of inserts can be included in the same mailing.

Focussed on customer processes, this complete solution brings features usually seen only for very high production mailers.

Software driven intelligence

The DI⁹⁵⁰ enables you to manage your mailing process in an intelligent way. Software available with the DI⁹⁵⁰ makes document creation and processing simple. You can create truly personalised mail pieces with marketing messages and other content tailored for each recipient. You can also generate detailed records of each mailing job, making it easy to confirm exactly what was mailed to whom and regenerate individual items if required.

...of productivity

The FastPac™ DI⁹⁵⁰ offers a higher level of productivity in the range of applications that can be run.



High capacity sheet feeders

Each high capacity sheet feeder module allows for a total of 1000 sheets per tray. Linking the trays gives capacity for 2000 sheets, offering the ultimate in added production and capacity for multi-page jobs. Two modules can be added giving a total capacity of 4000 sheets.



High capacity envelope feeder

The high capacity envelope feeder, which loads on the fly, holds up to 500 envelopes, and will make most jobs run significantly faster.

For further productivity and in-line production, the DI⁹⁵⁰ also connects to Pitney Bowes DM Series Mailing Systems.

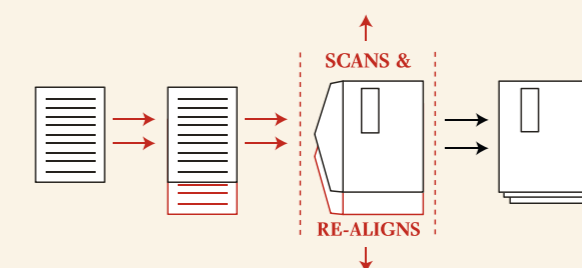


Industry Innovation

...of integrity

Key factors which influence the cost per mail piece:

- » More uptime - The DI⁹⁵⁰ features precise paper handling processes and several design innovations to yield fewer stoppages. Its improvements in engineering and design mean that your mailing operation will be able to run uninterrupted for longer.



- » Fewer errors - Manually re-generating a mail piece can cost 10-100 times as much as originally preparing it. The DI⁹⁵⁰ PacPilot™ interface is so easy to use that it dramatically reduces the likelihood of human error leading to unnecessary cost.

- » High productivity - The DI⁹⁵⁰ is designed to make your mailing operation more productive. Features such as the PacPilot™ user interface, intelligent folding technology and dynamic envelope aligner mean that less time is spent setting up jobs. And, if your usual operator is away, an inexperienced person will still be able to complete your mailings.

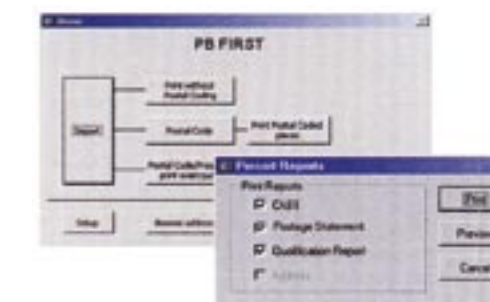


SureTrac™ - Know where your mail is

Superior mail piece integrity - Inaccuracy or errors in your mail runs, such as sending sensitive documents to the wrong recipient or sending trial offers to existing clients, will negatively impact customer satisfaction. They can also lead to costs elsewhere in the business via the need to handle complaints, and in some instances theft or fraud.

With file based tracking, such as provided by Pitney Bowes SureTrac™ Process Verification software, you can be certain of exactly what was sent to each recipient. Process Verification provides for precise monitoring of individual mail pieces in the inserting process, assuring the highest level of mail piece integrity.

SureTrac™ is more than a powerful process verification tool, it also includes the document creation and processing capabilities of our PBFIRST™ software.



- » Produce professional looking documents in PDF format without paying for expensive pre-printed forms.
- » Add graphic information such as logos, boxes and pictures to include marketing messages and enhance their appearance.
- » Talk to your customers on a one to one basis by inserting or changing paragraphs for different customers, while addressing them by name in the body of the document.
- » Use bar codes or OMR codes to customise your mail packs. Tailor the contents of each mail pack precisely by including promotional messages for chosen customers or send a reply paid envelope in invoice and statement mailings to encourage some customers to pay more promptly.