Pitney Bowes Selects Productive Business Solutions For Regional Sales and Service Alliance

STAMFORD, CT, January 14, 2013—Pitney Bowes Inc. (NYSE: PBI) and Productive Business Solutions (PBS) have completed a strategic agreement in the Latin America and Caribbean Islands region. The new alliance enables Pitney Bowes to greatly broaden its market coverage for mail and document management solutions as PBS will now represent Pitney Bowes in more than twenty markets in Central America and the Caribbean Islands.

“This regional agreement represents a key strategic milestone for Pitney Bowes Latin America and positions our company for significant incremental growth, primarily into markets where we do not have a presence today. It also marks the very first regional partnership agreement ever for Pitney Bowes in this market,” said Tim Rohach, Director, Channels & Strategic Alliances, Latin America and Caribbean Operations.
PBS is a subsidiary of Facey Commodity Limited based in Kingston, Jamaica, West Indies and is the largest regional technology business solutions and systems integration distributor in the Central America and Caribbean region. This new strategic relationship supports PBS’s strategy for expansion into the region through portfolio diversification and by aligning PBS with the premier global partner in the mail and document management space. Pitney Bowes will now join Xerox, Cisco and Oracle as PBS’s flagship brands region wide.

“The Pitney Bowes portfolio of solutions fits perfectly with our business model and enhances our total product offering, thus making it easier to consolidate services to satisfy the needs of our clients.” said George Connolly, Regional General Manager, PBS.

About Pitney Bowes
Pitney Bowes provides technology solutions for small, mid-size and large firms that help them connect with customers to build loyalty and grow revenue. The company’s solutions for financial services, healthcare, legal, nonprofit, public sector and retail organizations are delivered on open platforms to best organize, analyze and apply both public and proprietary data to two-way customer communications. Pitney Bowes is the only firm that includes direct mail, transactional mail, call centers and in-store technologies in its solution mix along with digital channels such as the Web, email, live chat and mobile applications. Pitney Bowes is a $5.3 billion company with 29,000 employees worldwide. Pitney Bowes: Every connection is a new opportunity™. www.pb.com