Pitney Bowes Names Roger Pilc Chief Innovation Officer

STAMFORD, Conn., June 04, 2013 - Pitney Bowes Inc. (NYSE:PBI) today announced that Roger Pilc is joining the company as Executive Vice President and Chief Innovation Officer reporting to President and Chief Executive Officer Marc B. Lautenbach. He will lead worldwide engineering, strategic technology and innovation, enterprise growth initiatives and technology alliances.

“A critical component in our transformative journey is to continue to innovate around our products, services and business processes. True innovation is, by definition, client-centric, multi-disciplinary and global,” said Marc Lautenbach. “Roger has the skill set, the strong background and the know-how to ensure innovation continues to drive our culture.”

Pilc joins Pitney Bowes from CA Technologies, the leading enterprise management software provider. Since 2007, he held various leadership roles as a Senior Vice President and General Manager, including leading CA Technologies largest distributed systems management business unit, as well as running another business unit driving CA Technologies growth and market share leadership in cloud systems management. He also led CA Technologies Strategic Alliances and Business Development team, and their Service Provider and Industry Vertical solutions initiatives.

Pilc began his career at management consulting firms Booz Allen Hamilton and McKinsey & Company. Working in New York and London, his client roster spanned telecommunications, finance, consumer goods, defense electronics and aerospace. In 2001, he became Chief Operating Officer at enterprise management software company SMARTS. SMARTS enjoyed nearly five-fold revenue growth and launched a series of innovative solutions during Pilc’s four-year tenure, and was bought by EMC for over $260 million. In addition, he was CEO of Whale Communications, a security software vendor which he successfully led and sold to Microsoft.

Pilc earned from Cornell University a B.S. from the College of Engineering and a B.A. from the College of Arts and Sciences. He has an M.S. from Stanford University and an M.B.A. from Harvard Business School.

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. Many of the company’s solutions are delivered on open platforms to best organize, analyze and apply both public and proprietary data to two-way customer communications. Pitney Bowes includes direct mail, transactional mail and call center communications in its solution mix along with digital channel messaging for the Web, email and mobile applications. Pitney Bowes has approximately USD$5 billion in annual revenues and 27,000 employees worldwide. Pitney Bowes: Every connection is a new opportunity™. www.pb.com.