Pitney Bowes Given 5-Star Rating in CRN's 2017 Partner Program Guide

STAMFORD, Conn., April 10, 2017 - Pitney Bowes, (NYSE:PBI), a global technology company that provides innovative products and solutions to power commerce, announced today that CRN®, a brand of The Channel Company, has given Pitney Bowes a 5-Star rating in its 2017 Partner Program Guide. This annual guide is the definitive listing of partner programs from technology vendors that provide products and services through the IT channel. The 5-Star Partner Program Guide rating recognizes an elite subset of companies that offer solution providers the best partnering elements in their channel programs.

To determine the 2017 5-Star ratings, The Channel Company's research team assessed each vendor's partner program based on investments in program offerings, partner profitability, partner training, education and support, marketing programs and resources, sales support and communication.

The Pitney Bowes Software Partner Program is a value-based program that encourages its partners to differentiate themselves by demonstrating their capabilities in Pitney Bowes technologies and solutions. Comprehensive training is provided to partners across the company's core competencies and specializations. The Partner Program framework for software solutions enables, rewards and supports System Integrators (SIs) based on their go-to-market engagement model and investment with Pitney Bowes. Partnerships are offered to SIs that can demonstrate their ability to deliver Pitney Bowes solutions and integration services across a broad range of industries.

In addition to SIs, Pitney Bowes values its partnerships with its worldwide resellers. Resell partners are offered a variety of ways to develop and grow their business. Many of the Pitney Bowes channel resellers have been recognized for leading the way in market knowledge, vision, integrity and customer satisfaction.

"For solution providers, finding the right technology vendors to partner with is crucial to the health of their business, and the vast array of choices can be overwhelming," said Robert Faletra, CEO of The Channel Company. "Our annual Partner Program Guide and 5-Star ratings help them narrow the field, identifying the most rewarding partner programs and outlining their strengths and benefits."

"We are excited to receive a 5-Star rating in The Channel Company's Partner Program Guide," said Mark Taylor, Senior Vice President, Software Channels at Pitney Bowes. "We are committed to our partner relationships and appreciate the skills, expertise and innovative ideas they bring to implementing our technologies and using Pitney Bowes Global Data Sets to ensure successful business outcomes for all of our clients."

About Pitney Bowes

Pitney Bowes (NYSE:PBI) is a global technology company powering billions of transactions – physical and digital – in the connected and borderless world of commerce. Clients around the world, including 90 percent of the Fortune 500, rely on products, solutions, services and data from Pitney Bowes in the areas of customer information management, location intelligence, customer engagement, shipping, mailing, and global ecommerce. And with the innovative Pitney Bowes Commerce Cloud, clients can access the broad range of Pitney Bowes solutions, analytics, and APIs to drive commerce. For additional information, visit Pitney Bowes, the Craftsmen of Commerce, at www.pitneybowes.com.

About the Channel Company

The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education, and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 30 years of unequaled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. www.thechannelco.com

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