Pitney Bowes Extends Global Strategic Alliance with HP

STAMFORD, Conn., September 11, 2017 - Pitney Bowes Inc. (NYSE:PBI), a global technology company that provides innovative products and solutions to power commerce, today announced the renewal and long term extension of its global strategic alliance with HP. This alliance, which has been in place since 2009, is focused on delivering integrated print to mail solutions for high impact customer communications.

The collaboration between Pitney Bowes and HP has led the way for industry-leading solutions such as the Pitney Bowes IntelliJet® Printing Systems, used by printers and mailers around the world to drive revenues and streamline operations. This alliance gives clients access to industry-leading technology to deliver precise, accurate and personalized communications to their clients—all from a single solution provider.

“Our alliance with HP has enabled us to deliver greater value to our enterprise clients through innovative solutions that integrate print and mail to deliver higher impact communications,” said Jason Dies, president, Pitney Bowes Document Messaging Technologies. “The Pitney Bowes IntelliJet family of printing systems employ HP’s latest inkjet hardware with our transactional document management and integrated print and mail solutions to produce high quality, high impact communications with accuracy and precision. These solutions help our clients drive revenue and achieve efficiencies by streamlining their print and mail workflow to better reach their end customer.”

“We are delighted to continue our alliance with Pitney Bowes to bring the latest print technology, including the IntelliJet printing systems, to the growing transactional print market,” said Eric Wiesner, general manager, PageWide Industrial division, HP, Inc.

Pitney Bowes also introduced a new native IPDS (Intelligent Printer Data Stream) Controller for the IntelliJet Printing System and HP PageWide Web Press printing system platforms. The new IPDS Controller, which is the result of a joint development agreement with Tech Research – a Groupe TagG Informatique company – and HP, enables transactional print and mail clients to leverage AFP (Advanced Function Presentation) workflows.

“The IPDS Controller allows Pitney Bowes to offer an additional option for clients looking to expand their markets to include higher value communications, or move to higher quality inkjet printing,” added Dies. “We are pleased with the collaboration between Pitney Bowes, HP and Tech Research, and excited to bring this new capability to market.”

In addition, HP announced its new Performance HDK Mode at Print 17 in Chicago, which allows for higher quality output at the faster 500 feet per minute print speed. HP’s Performance HDK Mode leverages the dual drop weight black of the HDNA technology to enhance image grain and shadow detail. This new technology will be available to transactional print clients via the IntelliJet 20 HD Printing System. It will provide print and mail operations with unprecedented print quality, productivity, flexibility along with greater control over operating expenses.

For more information on the IntelliJet print solutions, please visit Pitney Bowes at Print 17 in booth #848 or online at www.pitneybowes.com.

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.