Pitney Bowes Celebrates Epic Milestone

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 one-hundredth sale of the Epic Inserting System. Two years after its debut, the Epic has made a significant impact on the commercial print and mail market and has raised the bar for productivity and reliability.

The Epic is an innovative inserting solution that offers the best synergy for high-speed letter processing as well as flexible processing of flats. This multi-format mail inserter delivers accurate high-integrity results, top-quality service levels and a lower total cost of ownership for simple and complex transactional processing. The latest release of the Epic enables 60 percent greater flats filling capability and incorporates enhanced automated setup features to further simplify changeovers, significantly reducing operational downtime.

“The market response to the Epic has been excellent,” said Jason Dies, President, Pitney Bowes Document Messaging Technologies. “Its performance and reliability have begun to reset expectations and change how clients view inserting. Instead of looking at speeds and feeds under perfect condition, the Epic delivers unmatched productivity across a variety of materials and conditions while often times requiring less labor to operate and maintain. All of these factors lead to lower total costs for commercial mailers.”

At the Print 17 industry conference in Chicago, Pitney Bowes will celebrate the success with its hundredth Epic customer, Strategic Content Imaging Corporation (SCI). SCI, located in Secaucus, NJ, is the digital print and omni-channel solutions provider in the Command group of companies. SCI provides solutions in the publishing, healthcare, financial services, and life sciences verticals and has earned a reputation as a dependable and highly capable partner that has invested in the equipment, systems, security, expertise, and resources to support its clients and communications across multiple technologies.

“We were looking for a breakthrough solution that would allow us to process mail more quickly than our existing machines while also reducing the downtime that occurs between different types of job runs,” said Steven Merson, President, SCI. “The Epic will enable us to improve inserting speed, integrity, and efficiency and to accommodate the demands of our growing client base and offer them unique capabilities.”

SCI sees its variable data capabilities and multi-channel platform as a unique offering that is likely to grow all aspects of its service offering including direct mail and member and participant communications. With increasing mail volumes, SCI required a solution that could increase operational efficiency, handle complex mail and lower overall costs.

The dual input Epic will provide SCI with the ability to manage both cut-sheet and continuous form jobs. As the company continues to grow, the Epic can also process more jobs at a faster speed and lower cost with higher yield. It will enable SCI to take on new clients and streamline workflow without requiring additional equipment. By integrating the Epic system with their existing Rival Productivity Series Inserting System, they will be able to utilize the same workflow process across their platforms, further simplifying their operational efficiency.

“The Epic system’s innovative technology and automation capabilities will allow us to handle a wide range of client requests without having to make sacrifices to efficiency or profitability. It should allow us to accept more jobs, increase revenue, and most importantly, serve our clients ever-changing needs,” Merson said.

The Epic also accurately and easily accounts for all pieces within a job. It supports file-based processing, tracking every page of every mail piece and ensuring the high level of integrity. Additionally, the automated setup features ensure consistent, reliable and accurate results across every shift.

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.