AGENDA ITEM FOR ADMINISTRATIVE MEETING   ( ) Discussion only
            (X) Action

FROM (DEPT/ DIVISION): Dan Lonai, Administrative Services

PROGRAM: Administrative Services

SUBJECT: Replace Courthouse Postage Machine

	ACTION REQUESTED:
USPS is requiring all postage meters to be upgraded by 12/1/24 and our system is not upgradable. This was budgeted in IT's budget for this year. Two quotes were received for a new postage machine. One from Pitney Bowes and the other from Enterprise Solutions Specialist. Both quoting the same machine. The recommendation is to go with Enterprise Solutions Specialist, since its cost over five years is $4,000 less.	Approve the purchase of a new postage machine for $9,240 from Enterprise Solutions Specialist.

	Pitney Bowes	Enterprise Solutions Specialist
Equipment	$11,436.35	$9,240.00
Meter billing Monthly	$75.24	$40.00
Maintenance Yearly (starts year 2)	$1,462.40	$1,478.40
Total 5 year cost	$21,800.35	$17,553.60

ATTACHMENTS: Quotes and IT Budget

Date: (07-19-24)   Submitted By: (Dan Lonai)

************For Internal Use Only************
Checkoffs:
(   ) Dept. Head (copy)   To be notified of Meeting:
(   ) Human Resources (copy)
(   ) Fiscal
(   ) Legal (copy)   Needed at Meeting:
(   ) (Other - List:

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Scheduled for meeting on: August 7, 2024

Action taken:

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Follow-up:

Customer

Organization	UMATILLA COUNTY
DBA	
Address	216 SE SE 4TH ST
City State Zip	PENDLETON	OR	97801
Phone	(541) 278-6260	**Fax**	

Purchase Order - Purchase

NASPO/ValuePoint Contract #: CTR058809
and / or
State Participating Addendum (PA) #:
PO-10700-00011290 (OR)

Vendor

Company Name	Quadient Inc.	FEDERAL ID# 94-2388882
Attention	Government Sales	DUNS# 080708241
Address	478 Wheelers Farms Rd	
City State Zip	Milford	CT	06461
Phone	(203) 301-3400	**Fax**	(203) 301-2600

Ship To

Organization	UMATILLA COUNTY	
Attention	DAN LONAI	
Address	216 SE SE 4TH ST	
City State Zip	PENDLETON	OR	97801
Phone	(541) 278-6260	**Email** dan.lonai@umatillacounty.gov

P.O. Number	P.O. Date	Requisitioner	Shipped Via	F.O.B. Point
			Ground	Destination

Products

QTY	Product ID	Description	Unit Price	Total
1	IXDS7	Dynamic Weighing Platform for IX Series 7/7PRO Bases	$3,455.00	$3,455.00
1	IX7	iX-7 Series Base w/ Mixed Size Feeder, Sealer, Drop Tray & Ink Cartridge	$4,332.00	$4,332.00
1	IXWP30	IX Series 30 lb Weighing Platform	$1,453.00	$1,453.00
Delivery, installation, and operator training are included at no charge for the above products.			**Grand Total**	$9,240.00

Related Services

Type	Notes	Unit	Unit Price	Terms
Meter Rental	Includes resets and postal rate changes	Months	$40.00	Annual Invoicing
Equipment Maintenance (on site)	First Year Free. Invoicing commences in year two	Years	$1,478.40	Annual Invoicing

1) **Order is governed under the terms and conditions of the NASPO/ValuePoint Master Price Agreement Contract Number CTR058809. Enter this order in accordance with the prices, terms, delivery method, and specifications listed above.**

2) **Payments will be sent to:**
Quadient, Inc.
Dept 3689
PO Box 123689
Dallas TX 75312-3689

3) **Send all correspondence to;**
Quadient, Inc.
478 Wheelers Farms Rd
Milford CT 06461
Phone: 203-301-3400
Fax: 203-301-2600

Authorized by	Date
Print Name	Title

From: **Sasa Vukicevic** <Sasa.Vukicevic@pb.com>
Date: Wed, May 22, 2024 at 6:27 AM
Subject: RE: Pitney Bowes Mailing System
To: Jolene Meadows <jolene.meadows@umatillacounty.gov>
Cc: Troy Emch <troy.emch@kelleycreate.com>

Hello Jollene,

Thank you for reaching out to us. You had your current meter since November 15th , 2017. Umatilla County currently owns the machine. You are paying quarterly meter rental of $216/month and an annual service fee of $1,138.54 per year.
Your current machine is not in compliance with latest USPS requirements and regulations. I've attached a Pitney Bowes compliance cut sheet explaining the requirements and approved equipment.
We are offering you to upgrade to our Sendpro MailCenter 2000. Based on your current annual volume, this model will accommodate your needs and it's identical to what you currently have.

Although the new machine looks identical from the outside it's much different in performance and reliability:

What's New…

- Intelligent Mail Indica (IMI)- meets all requirements for USPS® migration
- A new, _standard_ 15" (16:9 format) touchscreen display with _improved responsiveness_
- A Solid-State Hard Drive
- Fewer "controller" components- reduces service costs and improves responsiveness
- Faster Boot-up time
- Faster Time to Print
- Updated Operating System
- Updated Browser
- New Colors- matches the Relay Series "Production" colors
- Can ship using PitneyShip _or_ PitneyShip Pro directly from the solution

I have attached MailCenter 2000 brochure for you to review, and here is a short product video for you to watch: https://www.youtube.com/watch?v=OkdURkPJUQ0

We are offering Lease and purchase option using NASPO government pricing.

60 month Lease option Includes:

*Delivery, Installation, training, onsite maintenance, no charge for postage resets, rate and scale updates, meter, full warranty, starter ink.
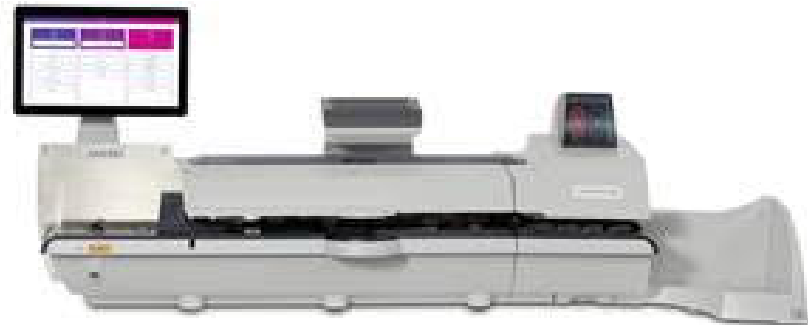
MailCenter 2000 Video

SendPro MailCenter 2000 – Fully automatic feed postage meter with 15 lb scale, envelope sealer, 145 letters per minute speed, 100 Department Accounting, Internet or wi-fi connection, 5/8" media size thickness, pump-fed sealing, Weigh-On-The-Way for processing mixed mail…vertical power stacker, Laser printer

- *$436.67 per month ($1,310.01 per quarter) – 60 months lease*
- *$475.62 per month ($1,426.86 per quarter) – 48 months lease*
- *$542.07 per month ($1,626.21 per quarter) – 36 months lease*

Delivery, Installation, training, onsite maintenance and service included in the monthly payment. Service provided by Kelley Create, Pitney Bowes authorized partner and dealer.

Purchase Option:

*when purchasing postage meter, equipment, meter, and yearly maintenance are billed separately.

SendPro MailCenter 2000 – Fully automatic feed postage meter with 15 lb scale, envelope sealer, 145 letters per minute speed, 100 Department Accounting, Internet or wi-fi connection, 5/8" media size thickness, pump-fed sealing, Weigh-On-The-Way for processing mixed mail…power stacker, Laser printer.

- *Equipment Cost - $11,436.35*
- *Monthly Meter Rental and Subscriptions- $75.24 per month, billed quarterly.*
- *Annual Maintenance - $1,462.40/year, billed annually.*

Want even more reasons to work with us? With Pitney Bowes you'll get:

- All-Inclusive pricing: Meter resets, maintenance, USPS® rate updates and consolidated billing for postage and rental

- Savings: Postage meter users save 3 cents (or 5%) on First-Class Mail letters
- Discounts with PitneyShip app: Up to 40% off Priority Mail and Priority Mail Express
- Lowest Operational Cost: No convenience fees and lowest overall ink cost
- Exceptional Customer Service and Support: We don't outsource our service overseas like the competition. Local support, local service provided by our authorized partner Kelley Create.

Please let us know if you have any questions. You can call me directly or we can schedule a Teams call to discuss. We can do in person meeting as well.

Sincerely,

Sasha Vukicevic
Regional Partner Manager
Pitney Bowes
Sending Technology Solutions

T +1 509 362 6569
Sasa.vukicevic@pb.com

The latest innovative solution to manage carrier and postage spend is here!!! https://www.pitneybowes.com/us/pitneyshippro

pitneybowes.com

pitney bowes

Over the next 5 budget years

Project	Estimated Cost	Actual Cost	2022-2023	2023-2024	Current Year 2024-2025	Priority	2025-2026	2026-2027	2027-2028	2028-2029
Upgrade Courthouse Servers Completed Jan 2022	$80,000.00							$180,000.00		
CIS-SQLSVR SQL Server upgrade (licensing) + Cals Finance system Completed Dec 2023	$15,000.00		$15,000.00							
Immutable Backup system / Air gapped and restoration testing	$325,000.00				$325,000.00	1				
Network and vulnerability Scanning "OEM Grant"	$75,000.00						$75,000.00			
DD / Juvenile Surveillance Cameras	$37,000.00				$37,000.00	3				
Upgrade Dispatch/Patrol/Jail Servers In Progress	$160,000.00		$160,000.00						$184,000.00	
Justice Center Building UPS Dispatch / Jail / Sheriff Completed july 2021	$55,000.00									$55,000.00
Sound system from 130	$20,000.00			$20,000.00						
Replace Clerk Recording Image Server Archive funds	$15,000.00						$15,000.00			
New Clerk (Records) System Archive funds Completed July 2023	$50,000.00	$34,000.00	$50,000.00							
New Code enforcement System phase 1 planning Started	$27,000.00			$27,000.00						
New Planning system Phase 2 Planning Budget	$50,000.00				$50,000.00	9				
Replace main switch stack at Courthouse	$50,000.00						$50,000.00			
Replace main switch stack at Jail	$35,000.00	$18,007.00	$35,000.00						$50,000.00	
Replace Firewalls In Progress	$30,000.00	$26,000.00	$30,000.00							
Phone system upgrade	$75,000.00						$75,000.00			
FOB system Add MF Main & Broadway, Juvenile, Public Works & other	$50,000.00			$50,000.00						
Upgrade state courtdoors to Encrypted Fobs	$25,000.00						$25,000.00			
Additional Stafford Hansell Cameras	$17,000.00	15,449.03	$17,000.00							
Additional cameras to Health Dept & CH & parking lots Pushed to next YR Need funds to cover cybersecurity	$30,000.00				$30,000.00	8				
Replace old DVR at CH	$40,000.00				$40,000.00	4				
Replace old DVR at CH Stafford Hansell	$40,000.00						$40,000.00			
Stafford Hansell 9300 main stack Pushed to Next YR	$30,000.00				$30,000.00	10			$15,000.00	
Add additional Doors to security system at CH, Sheriff and Stafford Other projects took Priority not started	$50,000.00						$50,000.00			
Watch Guard Patrol video servers	$25,000.00						$30,000.00			
Knowbe4 3 year licensing fee	$21,362.40				$21,362.40	1			$21,000.00	
CJIS Network Upgrades	$25,000.00			$25,000.00			$25,000.00			
Server Room upgrade prevent flooding	$15,000.00				$15,000.00	2				
2fa for cyber insurance	$20,000.00	$31,545.50		$20,000.00						
Separate DMZ Network from Data Center Security upgrade	$20,000.00			$20,000.00						
Courthouse Mail Machine	$25,000.00				$25,000.00	5				
Training / Setup Room Update	$10,000.00				$10,000.00	7				
Upgrade SQL on Server #3 CIS-SQL	$5,500.00				$5,500.00	6				
Upgrade SQL on ORCATS server #1 Completeted 2023-24	$5,500.00				$5,500.00	6				
New Website	$35,000.00				$35,000.00	11				
Totals by budget year	**$2,588,362.40**		**$332,000.00**	**$117,000.00**	**$629,362.40**		**$230,000.00**	**$335,000.00**	**$270,000.00**	**$55,000.00**