

CONTRACT APPROVAL FORM

CS-20-035

(Contract Management Use only)

CONTRACT
TRACKING NO.

CM2907

CONTRACTOR INFORMATION

Name: Pitney Bowes

Address: 2225 American Drive Neenah WI 54946
City State Zip

Contractor's Administrator Name: Cathy Virtuoso Title: Major Account Manager

Tel#: (904) 392-5179 Fax: _____ Email: cathy.virtuoso@pb.com

CONTRACT INFORMATION

Contract Name: Pitney Bowes Mailing Equipment NAU Contract Value: \$589.98 per month
36,666.00 (\$35,398.80/)

Brief Description: Mail folder/inserter and postage meter for processing bills at NAU billing office 5185 S. Fletcher Ave. no lease

Contract Dates : From: 10/1/2020 to: 9/30/2025 Status: X New Renew Amend# WA/Task Order

How Procured: Single Source ITB RFP X RFQ X Coop. Other 4.1

If Processing an Amendment:

Contract #: _____ Increase Amount of Existing Contract: _____

New Contract Dates: _____ to _____ TOTAL OR AMENDMENT AMOUNT: _____

APPROVALS PURSUANT TO NASSAU COUNTY PURCHASING POLICY, SECTION 6

1.	<u>[Signature]</u>	<u>8-25-20</u>	<u>Nassau Amelia Utilities</u>
	Department Head Signature	Date	Submitting Department
2.	<u>[Signature]</u>	<u>8-26-20</u>	<u>71500536-544000</u>
	Contract Management	Date	Funding Source/Acct #
3.	<u>[Signature]</u>	<u>8/30/20</u>	
	Office of Management & Budget	Date	
4.	<u>[Signature]</u>	<u>9/9/20</u>	
	County Attorney (approved as to form only)	Date	

Comments: _____

COUNTY MANAGER - FINAL SIGNATURE APPROVAL

[Signature]
Michael Mullin

9/9/20
Date

Taco. E. Pope 9/21/20

RETURN ORIGINAL(S) TO CONTRACT MANAGEMENT FOR DISTRIBUTION AS FOLLOWS:

Original: Clerk's Services; Contractor (original or certified copy)
Copy: Department
Office of Management & Budget
Contract Management
Clerk Finance

pitneybowes

State of Florida Contract #44102100-17-1 Order Form

0040967949

Agreement Number

Your Business Information

Full Legal Name of Lessee / DBA Name of Lessee

Tax ID # (FEIN/TIN)

Nassau Amelle Utilities

Sold-To: Address

5185 S Fletcher Ave, Fernandina Beach, FL, 32034, US

Sold-To: Contact Name

Sold-To: Contact Phone #

Sold-To: Account #

Corey Poore

904.530.6050

0018388858

Bill-To: Address

5185 S Fletcher Ave, Fernandina Beach, FL, 32034, US

Bill-To: Contact Name

Bill-To: Contact Phone #

Bill-To: Account #

Bill-To: Email

Corey Poore

904.530.6050

0018388858

cpoore@nassaucountyfl.com

Ship-To: Address

5185 S Fletcher Ave, Fernandina Beach, FL, 32034, US

Ship-To: Contact Name

Ship-To: Contact Phone #

Ship-To: Account #

Corey Poore

904.530.6050

0018388858

PO #

Your Business Needs

Qty	Item	Business Solution Description
1	RELAY3500	Relay 3500
1	DI90012	Power Stacker Localization Kit
	F3C2	Mail Run Assistance 2 hours
2	F790042-01	Power Cord
1	STDGLA	Standard SLA-Equipment Service Agreement (for Relay 3500)
1	TI35	Relay 3500 w/Install & Training
1	TIRH	Adjustable Table, 60" w/Shell/Lock Door
1	TIRS	Vertical Power Stacker
1	SENDPROCAUTO	SendPro C Auto
1	IFXA	Interface to InView Dashboard
1	7H00	C Series IMI Meter
1	APAC	Connect+ Accounting Weight Break Reports
1	APAX	Cost Acctg Accounts Level (100)
1	APB2	Cost Accounting Devices (10)

US305000.1

0117

Page 1 of 3

Y101913087

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See Pitney Bowes Terms for additional terms and conditions

Pitney Bowes Confidential Information

20 SEP 29 AM 11:18
RCUD OMB

1	APKN	Account List Import/Export
1	C5C1	Sendpro C Auto 120
1	CAAB	Basic Cost Accounting
1	ME1A	Meter Equipment - C Series
1	PAB1	C Series Premium App Bundle
1	STDOLA	Standard SLA-Equipment Service Agreement (for SendPro C Auto)
1	ZH24	Manual Weight Entry
1	ZHC5	SendPro C500 Base System Identifier
1	ZHD5	USPS Rates with Metered Letter
1	ZHD7	E Conf Services for Metered LTR. BDL

Your Payment Plan

Initial Term: 60 months	Initial Payment Amount:	
Number of Months	Monthly Amount	Billed Quarterly at*
60	\$ 589.98	\$ 1,769.94

*Does not include any applicable sales, use, or property taxes which will be billed separately.

- () Tax Exempt Certificate Attached
 () Tax Exempt Certificate Not Required
☒ Purchase Power® transaction fees included
 () Purchase Power® transaction fees extra

Your Signature Below

By your signature below or Purchase Order, you are entering into a Lease Agreement pursuant to the terms and conditions of the Florida STC No. 44102100-17-1. If software is included in the Order, additional terms apply. Please refer to <http://www.pb.com/state-and-local-government-solutions/states/florida> for the applicable software terms.

44102100-17-1

State/Entity's Contract#

Lessee Signature

Print Name

Title

Date

Email Address

Tara E. Pope
 Tara E. Pope
 County Manager
 9/21/20
 Pope@GrossmanCountyFL.com

Salvatore Palletta

Pitney Bowes Signature

Salvatore Palletta

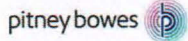
Print Name

Director, Credit & New Business Operations

9/24/2020

Date

Carly Virtucoso
 Major Account Manager
 9/28/20

**State of Florida Contract #44102100-17-1 Order Form**

--	--	--	--	--	--	--	--	--	--

Agreement Number

Your Business Information

Full Legal Name of Lessee / DBA Name of Lessee

Tax ID # (FEIN/TIN)

Nassau Amelia Utilities

*Nassau County Board of County Commissioners TP***Sold-To: Address**

5185 S Fletcher Ave, Fernandina Beach, FL, 32034, US

Sold-To: Contact Name

Corey Poore

Sold-To: Contact Phone #

904.530.6050

Sold-To: Account #

0018386658

Bill-To: Address

5185 S Fletcher Ave, Fernandina Beach, FL, 32034, US

Bill-To: Contact Name

Corey Poore

Bill-To: Contact Phone #

904.530.6050

Bill-To: Account #

0018386658

Bill-To: Email

cpoore@nassaucountyfl.com

Ship-To: Address

5185 S Fletcher Ave, Fernandina Beach, FL, 32034, US

Ship-To: Contact Name

Corey Poore

Ship-To: Contact Phone #

904.530.6050

Ship-To: Account #

0018386658

PO #**Your Business Needs**

Qty	Item	Business Solution Description
1	RELAY3500	Relay 3500
1	DI90012	Power Stacker Localization Kit
	F3C2	Mail Run Assistance 2 hours
2	F790042-01	Power Cord
1	STD SLA	Standard SLA-Equipment Service Agreement (for Relay 3500)
1	TI35	Relay 3500 w/Install & Training
1	TIRH	Adjustable Table, 60" w/Shelf/Lock Door
1	TIRS	Vertical Power Stacker
1	SENDPROCAUTO	SendPro C Auto
1	1FXA	Interface to InView Dashboard
1	7H00	C Series IMI Meter
1	APAC	Connect+ Accounting Weight Break Reports
1	APAX	Cost Acctg Accounts Level (100)
1	APB2	Cost Accounting Devices (10)

1	APKN	Account List Import/Export
1	C5C1	Sendpro C Auto 120
1	CAAB	Basic Cost Accounting
1	ME1A	Meter Equipment - C Series
1	PAB1	C Series Premium App Bundle
1	STDSLA	Standard SLA-Equipment Service Agreement (for SendPro C Auto)
1	ZH24	Manual Weight Entry
1	ZHC5	SendPro C500 Base System Identifier
1	ZHD5	USPS Rates with Metered Letter
1	ZHD7	E Conf Services for Metered LTR. BDL

Your Payment Plan

Initial Term: 60 months	Initial Payment Amount:	
Number of Months	Monthly Amount	Billed Quarterly at*
60	\$ 589.98	\$ 1,769.94

*Does not include any applicable sales, use, or property taxes which will be billed separately.

- () Tax Exempt Certificate Attached
 () Tax Exempt Certificate Not Required
 (X) Purchase Power® transaction fees included
 () Purchase Power® transaction fees extra

Your Signature Below

By your signature below or Purchase Order, you are entering into a Lease Agreement pursuant to the terms and conditions of the Florida STC No. 44102100-17-1. If software is included in the Order, additional terms apply. Please refer to <http://www.pb.com/state-and-local-government-solutions/states/florida> for the applicable software terms.

44102100-17-1

State/Entity's Contract#

Lessee Signature

Print Name

Title

Date

Email Address

Tate E. Pope
Tate E. Pope
County Manager
9/21/20
Tate.E.Pope@grassaucountyfl.com

Pitney Bowes Signature

Print Name

Title

Date

Sales Information

Cathy Virtuoso	cathy.virtuoso@pb.com	
Account Rep Name	Email Address	PBGFS Acceptance

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Department of Management Services

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<< [Return](#)

Mail Processing Equipment44102100-17-1

Contract Details	
Effective Period	02/20/2017 through 02/19/2022
Contract Type	State Term Contract
Contract Information	<ul style="list-style-type: none">ContractorsPricingHow to Use This Contract ( 238.77 KB)
Contract Documents	Contracts
Contract Administration	<ul style="list-style-type: none">Joy Geller850-410-0978joy.geller@dms.myflorida.com
Commodity Codes	Please refer to "How to Use This Contract" in the Contract Information section above.

Additional Information

Please note that this contract does not include a "Lease Cancellation for Convenience" clause.

Description

This state term contract provides mailing machines with varying capacities, meters, sealers, and scales; mailing machines are available for 36-, 48-, or 60-month lease. This contract also offers folders, folders-inserters, openers, supplies, software, accessories, and maintenance for purchase and/or lease. Please note that this state term contract is for mail processing **equipment** only; mail processing **services** are available from the state term contract for [Mail Services \(80141800-15-01\)](#).

Document reader download link

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Department of Management Services

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Mail Processing Equipment44102100-17-1

Contractors

Contractor List

Name	CBE Code	Florida Climate Friendly Preferred Products	Recycled Products	Utilizes Authorized Resellers	Coverage Area
Pitney Bowes Inc.	A - Non-Minority	No	No	Yes	Statewide
Quadient, Inc. (formerly Neopost USA, Inc.)	A - Non-Minority	No	No	No	Statewide

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Services - State of Florida

**State Term Contract No. 44102100-17-1
Mail Processing Equipment**

IV. Contract Management.

Department's Contract Manager:

Corina Chiorescu
Division of State Purchasing
Florida Department of Management Services
4050 Esplanade Way, Suite 360
Tallahassee, Florida 32399-0950
Telephone: (850) 488-9847
Email: Corina.Chiorescu@dms.myflorida.com

Contractor's Contract Manager:

Dean Merriott
Pitney Bowes Inc.
2368 Stoney Glen Drive, Fleming Island, FL 32003
Telephone: 904-6732411
Email: Dean.merriott@pb.com

IN WITNESS THEREOF, the Parties hereto have caused this Contract, which includes the attached and incorporated Exhibits, to be executed by their undersigned officials as duly authorized. This Contract is not valid and binding until signed and dated by the Parties.

Pitney Bowes Inc.


Signature

DEAN MERRIOTT GOVERNMENT ACCOUNT
Name, Title MANAGER

2/8/17
Date

**State of Florida,
Department of Management Services**


Signature

Rosalyn Ingram, Director of State Purchasing
Name, Title

2/14/17
Date

Attachment J
Preferred Pricing Affidavit

REGARDING THE CONTRACT BETWEEN
PITNEY BOWES (THE "CONTRACTOR")
AND
THE FLORIDA DEPARTMENT OF MANAGEMENT SERVICES
CONTRACT NO. 600-760-41-1 DATED: 2/8/17 (THE "CONTRACT")
44102100-17-1

Pursuant to section 216.0113, Florida Statutes, The undersigned contractor hereby attests that the Contractor complies with the Preferred Pricing clause contained in Attachment M, General Contract Conditions.

Print Contractors Name: PITNEY BOWES

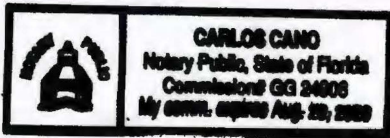
By: Dean Merriott
Signature of the Authorized Representative: RDL

Date: 2/8/17

Print Representatives Name/Title:

DEAN MERRIOTT - GOVERNMENT ACCOUNT MANAGER

STATE OF FLORIDA COUNTY OF ILLUINOIS
DEAN MERRIOTT
Sworn to (or affirmed) and subscribed before me this 08 day of FEB. 2017 by
JAROLD MERRIOTT, JR.



[Signature]
Signature of Notary
(Print, Type, or Stamp Commissioned Name of Notary Public)

[Check One] ☐ Personally Known OR ☒ Produced the following I.D. FLA

Vendor Name: <u>PITNEY BOWES</u>	FEIN# <u>060495050</u>
Vendor's Authorized Representative Name and Title: <u>DEAN MERRIOTT, GOVERNMENT ACCOUNT MANAGER</u>	
Address: <u>2368 STONEY GLEN DR FLEMING ISLAND, FL 32003</u>	
City, State, and Zip code: _____	
Phone Number: <u>904 673-2411</u>	E-mail: <u>DEAN.MERRIOTT@pb.com</u>
CORPORATE SEAL (IF APPLICABLE)	

Attachment H (Revised)
SAVINGS/PRICE REDUCTIONS

The Contractor is required to furnish the percent (%) savings in prices offered compared to retail, list, published or other usual and customary prices that would be paid by the purchaser without benefit of a contract.

DATE 02/07/2017

aggressive discounting
that varies from 8-43% by

COMPETITIVE PRICES OFFERED AVERAGE product % SAVINGS.

HOW CAN WE VERIFY THE CLAIMED SAVINGS (example: retail or other usual and customary prices published at [url], or other source of benchmark prices)?

2017 commercially published price book

AUTHORIZED SIGNATURE: Dean Merriott

TELEPHONE NUMBER: 904-673-2411

CONTRACTOR NAME: Pitney Bowes

STATE PURCHASING ANALYST/SPECIALIST TOOK THE FOLLOWING STEPS TO VERIFY SAVINGS:

WHAT WERE THE RESULTS? _____

PURCHASING ANALYST/SPECIALIST: _____

Sharon Johns

From: Corey Poore
Sent: Tuesday, August 18, 2020 4:23 PM
To: Sharon Johns; John Cox
Subject: FW: Pitney Bowes Proposal
Attachments: Nassau Amelia Utilities.pdf

Follow Up Flag: Follow up
Flag Status: Completed

Here is the Pitney Bowes information that was provided to me.

From: Cathy D Virtuoso <Cathy.Virtuoso@pb.com>
Sent: Friday, August 14, 2020 3:05 PM
To: Corey Poore <cpoore@nassaucountyfl.com>
Subject: RE: Pitney Bowes Proposal

Hi Corey,

I have attached the agreement for both solutions. The DM400 has been replaced on the State of Florida contract by the SendPro C Auto but the features are comparable. The good news is that when I put them on the same lease the pricing is a little less than quoted 😊

Please let me know if you have questions.

Thanks!

Cathy Virtuoso
Major Account Manager
Pitney Bowes Sending Technology Solutions

M +1 904 392 5179
cathy.virtuoso@pb.com
pitneybowes.com

3001 Summer Street
Stamford, CT 06926

pitney bowes 



Proudly serving our customers for 100 years.
Pitney Bowes has been recognized by J.D. Power for providing "An Outstanding Customer Service Experience" for its Assisted Technical Support

From: Corey Poore <cpoore@nassaucountyfl.com>
Sent: Friday, August 14, 2020 9:42 AM
To: Cathy D Virtuoso <Cathy.Virtuoso@pb.com>
Subject: RE: Pitney Bowes Proposal

CAUTION: THIS EMAIL IS FROM AN EXTERNAL SOURCE. Internet links, office documents or other attachments may contain viruses. Do not click on a link, open or enable any file unless you trust the sender.

We would like it to read Nassau Amelia Utilities please. They are the specific department that will hold the contract.

From: Cathy D Virtuoso <Cathy.Virtuoso@pb.com>
Sent: Friday, August 14, 2020 9:35 AM
To: Corey Poore <cpoore@nassaucountyfl.com>
Subject: RE: Pitney Bowes Proposal


One more quick question. How would you like the company name to read: Nassau County Board of County Commissioners?

Thanks!

Cathy Virtuoso
Major Account Manager
Pitney Bowes Sending Technology Solutions

M +1 904 392 5179
cathy.virtuoso@pb.com
pitneybowes.com

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Stamford, CT 06926

pitney bowes 



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From: Corey Poore <cpoore@nassaucountyfl.com>
Sent: Friday, August 14, 2020 9:31 AM
To: Cathy D Virtuoso <Cathy.Virtuoso@pb.com>
Subject: RE: Pitney Bowes Proposal

CAUTION: THIS EMAIL IS FROM AN EXTERNAL SOURCE. Internet links, office documents or other attachments may contain viruses. Do not click on a link, open or enable any file unless you trust the sender.

Good Morning Cathy,

It will be shipped and billed to 5185 South Fletcher Ave. Unit 5, Fernandina Beach FL, 32034

I can be left as the contact person for the install, the staff that will be working this location haven't been hired yet but we may change the billing point of contact once that happens if that's possible.

Putting both pieces of equipment on the same contract is fine provided they have the same contract terms and length and are both on the state contract we're referencing.

Thanks so much for working on this so quickly

Corey Poore

IT Coordinator

Board of County Commissioners

Nassau County, Florida

Phone: 904.530.6050

From: Cathy D Virtuoso <Cathy.Virtuoso@pb.com>

Sent: Friday, August 14, 2020 9:12 AM

To: Corey Poore <cpoore@nassaucountyfl.com>

Subject: RE: Pitney Bowes Proposal

Good Morning Corey,

I am working on this for you now. Could you please give me the address where it will be shipped to and a contact name and phone if different than you. Also, is it okay to put both pieces of equipment on the same contract?

Thanks!

Cathy Virtuoso

Major Account Manager

Pitney Bowes Sending Technology Solutions

M +1 904 392 5179

cathy.virtuoso@pb.com

pitneybowes.com

3001 Summer Street
Stamford, CT 06926



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providing "An Outstanding Customer Service Experience"
for its Assisted Technical Support

From: Corey Poore <cpoore@nassaucountyfl.com>
Sent: Thursday, August 13, 2020 4:06 PM
To: Cathy D Virtuoso <Cathy.Virtuoso@pb.com>
Subject: RE: Pitney Bowes Proposal

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Hi Cathy,

We're processing the contract now however there's no agreement. The contracts department said the one for our building department had a 3 page agreement with basic terms on it, is it possible to get that service agreement?

We also can't find the pricing verification in the price sheets, can you send us over how you arrived at the rates that were quoted? We have your price sheets but we need the supporting documentation where you're meeting the agreed upon state contract price sheets.

I can send a link with the agreement if you'd like for reference however it is too large for the Pitney mailing system to accept.

From: Cathy D Virtuoso <Cathy.Virtuoso@pb.com>
Sent: Thursday, August 13, 2020 8:06 AM
To: Corey Poore <cpoore@nassaucountyfl.com>
Subject: RE: Pitney Bowes Proposal

Good Morning Corey,

The address is:

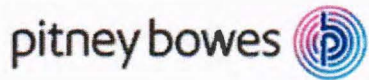
Pitney Bowes
2225 American Drive
Neenah, WI 54946

Thanks!

Cathy Virtuoso
Major Account Manager
Pitney Bowes Sending Technology Solutions

M +1 904 392 5179
cathy.virtuoso@pb.com
pitneybowes.com

3001 Summer Street
Stamford, CT 06926



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From: Corey Poore <cpoore@nassaucountyfl.com>
Sent: Wednesday, August 12, 2020 5:03 PM
To: Cathy D Virtuoso <Cathy.Virtuoso@pb.com>
Subject: RE: Pitney Bowes Proposal

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Hi Cathy,

I need an address for Pitney Bowes to include on the proposal for our contracts department.

From: Cathy D Virtuoso <Cathy.Virtuoso@pb.com>
Sent: Wednesday, August 12, 2020 12:12 PM
To: Corey Poore <cpoore@nassaucountyfl.com>
Subject: RE: Pitney Bowes Proposal

Hi Corey,

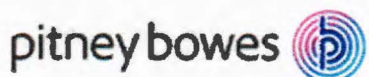
Nice to hear from you. Our pricing has not changed so the quotes I had giving you are still valid. Please let me know if I can assist further.

Thanks!

Cathy Virtuoso
Major Account Manager
Pitney Bowes Sending Technology Solutions

M +1 904 392 5179
cathy.virtuoso@pb.com
pitneybowes.com

3001 Summer Street
Stamford, CT 06926





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From: Corey Poore <cpoore@nassaucountyfl.com>

Sent: Wednesday, August 12, 2020 12:09 PM

To: Cathy D Virtuoso <Cathy.Virtuoso@pb.com>

Subject: RE: Pitney Bowes Proposal

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Hi Cathy,

I hope you're well. Our Utilities department is ready to start getting contracts ready for their postage machine and folder inserter, could you please ensure the quotes you sent over are up to date so I can get them over to our contracts department? They are aiming to have the equipment in place mid-late September for a October 1 opening date I believe.

From: Corey Poore

Sent: Tuesday, July 7, 2020 1:38 PM

To: Cathy D Virtuoso <Cathy.Virtuoso@pb.com>

Subject: RE: Pitney Bowes Proposal

Hi Cathy,

Thank you for following up. We provided the information to our OMB and Utilities department and it was well received. Once we are closer to the buildout of the office space I will reach out again to get more updated quotes and start the leasing process for any units we need.

Much appreciated,

Corey Poore

IT Coordinator

Board of County Commissioners

Nassau County, Florida

Phone: 904.530.6050

From: Cathy D Virtuoso <Cathy.Virtuoso@pb.com>

Sent: Tuesday, July 7, 2020 1:32 PM

To: Corey Poore <cpoore@nassaucountyfl.com>

Subject: RE: Pitney Bowes Proposal

Hello Corey,

I hope you are doing well. I just wanted to follow up and see if you have any questions about the mailing or inserting systems that I can assist with. Please let me know how your meeting went and if I can help.

Thanks!

Cathy Virtuoso

Major Account Manager
Pitney Bowes Sending Technology Solutions

M +1 904 392 5179
cathy.virtuoso@pb.com
pitneybowes.com

3001 Summer Street
Stamford, CT 06926



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From: Cathy D Virtuoso
Sent: Thursday, June 25, 2020 3:38 PM
To: tscoordinator@nassaucountyfl.com
Subject: Pitney Bowes Proposal

Hello Corey,

I enjoyed speaking with you on the phone and have attached some preliminary information for you on a smaller mailing system and a comparable inserter to the one you are currently considering. I will be happy to provide any information that you need. I put this together quickly since you need it by tomorrow.

Thanks and I look forward to hearing from you soon.

Cathy

Cathy Virtuoso

Major Account Manager
Pitney Bowes Sending Technology Solutions

M +1 904 392 5179
cathy.virtuoso@pb.com
pitneybowes.com

3001 Summer Street

Stamford, CT 06926



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Under Florida law, e-mail addresses are public records. If you do not want your e-mail address released in response to a public records request, please do not send electronic mail to this entity. Instead, please contact this office by phone or in writing.



Cathy Virtuoso
Major Account Manager
Phone: 904-392-5179
Cathy.Virtuoso@pb.com

Pitney Bowes DM400 with 5lb Scale

60 Month Lease \$187.50 per month

Includes all service, labor, parts, rate changes and software updates.

Pitney Bowes Relay 3500 Folder/Inserting System

60 Month Lease \$423.60 per month

Includes all service labor and parts.

State of Florida Contract #44102100-17-1

0 • C
187 • 50 +
423 • 60 +
002
611 • 10 *
611 • 10 x
60 • =
36,666 • 00 *