



**STATE OF MISSOURI  
OFFICE OF ADMINISTRATION  
DIVISION OF PURCHASING**

**NOTIFICATION OF STATEWIDE CONTRACT**

August 29, 2024

**CONTRACT TITLE:** MAILROOM EQUIPMENT, SUPPLIES AND MAINTENANCE

**CURRENT CONTRACT PERIOD:** May 15, 2024 through May 14, 2025

**BUYER INFORMATION:** Ashley Basilicato  
(573) 522-3296  
[ashley.basilicato@oa.mo.gov](mailto:ashley.basilicato@oa.mo.gov)

RENEWAL INFORMATION	Original Contract Period	Potential Final Expiration
	1/1/23 through 5/14/24	May 14, 2027

ALL PURCHASES MADE UNDER THIS CONTRACT MUST BE FOR **PUBLIC USE ONLY**.  
PURCHASES FOR PERSONAL USE BY PUBLIC EMPLOYEES OR OFFICIALS ARE PROHIBITED.

THE USE OF THIS CONTRACT IS **PREFERRED** FOR ALL STATE AGENCIES.

This contract has been established for the convenience of state agencies. Local Purchase Authority may be used to purchase supplies/services included in this contract from an alternative source at the discretion of the agency.

The entire contract document may be viewed and printed from the Division of Purchasing’s **Awarded Bid & Contract Document Search** located on the Internet at <http://www.oa.mo.gov/purch>.

*~ Instructions for use of the contract, specifications, requirements, and pricing are attached ~.*

CONTRACT NUMBER	MissouriBUYS ID NUMBER	VENDOR INFORMATION	MBE/WBE
CC221938001	MB00050799	Bell and Howell, LLC PO Box 743679 Atlanta, GA 30374 Attn: Mike Journigan Phone: 800-961-7282, Option 6 E-mail: <a href="mailto:governmentcontracts@bhemail.com">governmentcontracts@bhemail.com</a>	No
CC221938002	MB00137348	DMT Solutions Global Corporation dba BlueCrest PO Box 74007412 Chicago, IL 60674-7412 Attn: Jacob Halbur Phone: 847-423-7882 Email: <a href="mailto:Jacob.halbur@bluecrestinc.com">Jacob.halbur@bluecrestinc.com</a>	No
CC221938004	MB00028628	FP Mailing Solutions, Inc. 140 N Mitchell Ct, Suite 200 Addison, IL 60101 Attn: Erika Langmaier Phone: 847-890-0223 Email: <a href="mailto:elangmaier@fp-usa.com">elangmaier@fp-usa.com</a>	No

CONTRACT NUMBER	MissouriBUYS ID NUMBER	VENDOR INFORMATION	MBE/WBE
CC221938005	MB00005251	Opex Corporation 305 Commerce Drive Moorestown, NJ 08057-4234 Attn: Kimberly Garman or Scott Ackley Phone: 856-727-1100 Fax: 856-727-1955 E-mail: <a href="mailto:sackley@opex.com">sackley@opex.com</a> or <a href="mailto:kgarman@opex.com">kgarman@opex.com</a>	No
CC221938006	MB00114443	Pitney Bowes, Inc. 3001 Summer St. Stamford, CT 06926 Attn: Jeremy Hearn Phone: 314-346-7093 E-mail: <a href="mailto:jeremy.hearns@pb.com">jeremy.hearns@pb.com</a>	No
CC221938007	MB00046000	Pitney Bowes Reserve Account (Postage-By-Phone) PO Box 981023 Boston, MA 02298-1023 Attn: Jeremy Hearn Phone: 314-346-7093 E-mail: <a href="mailto:jeremy.hearns@pb.com">jeremy.hearns@pb.com</a>	No
CC221938008	MB00081792	Quadient, Inc. 478 Wheelers Farm Rd. Milford, CT 06461 Attn: Ryan Mikel Phone: 615-592-1226 Fax: 203-301-2600 E-mail: <a href="mailto:r.mikel@quadient.com">r.mikel@quadient.com</a>	No
CC221938009	MB00140714	Quadient Finance USA, Inc. (Postage Only) PO Box 6813 Carol Stream, IL 60197 Attn: Ryan Mikel Phone: 615-592-1226 Fax: 203-301-2600 E-mail: <a href="mailto:r.mikel@quadient.com">r.mikel@quadient.com</a>	No

## STATEWIDE CONTRACT HISTORY

The following summarizes actions related to this Notification of Statewide Contract since its initial issuance. Any and all revisions have been incorporated into the attached document.

Contract Period	Issue Date	Summary of Changes
5/15/2024-5/14/2025	8/29/24	In accordance with paragraph 6.1.3, Contracts, CC221938006 and CC221938007, have been amended pursuant to the NASPO State of Arizona amendment #6 to Master Agreement CTR058808, dated August 8, 2024.
5/15/2024-5/14/2025	7/30/2024	Updated Buyer Information
05/15/24 – 05/14/25	03/27/24	<u>PLEASE SEE PAGE 9</u> - Important time critical compliance information regarding USPS FORCED METER MIGRATION and the implementation of the new USPS requirement that all mail meters be Intelligent Mail Indicia (IMI) compliant in 2024. Also updated contact information on CC221938006 and CC221938007 for Pitney Bowes.
05/15/24 - 5/14/25	01/19/24	Renewed all contracts for 1 year.
1/1/23 – 5/14/24	4/27/23	Initial issuance of new statewide contract CC221938004.
1/1/23 – 5/14/24	12/28/2022	Initial issuance of new statewide contracts CC221938001, CC221938002, CC221938005, and CC221938006 through CC221938009.

## PURPOSE AND USE OF CONTRACTS:

Contracts CC221938001 (Bell & Howell, LLC), CC221938002 (BlueCrest), and CC221938005 (Opex Corporation) are “preferred use” contracts established to make available mailing equipment, meter rentals, maintenance and supplies to Missouri state agencies and political subdivisions participating in the Missouri Cooperative Procurement program. These contracts replace C112169002 (Neopost USA Inc.), CC171501001 (Pitney Bowes, Inc.), CC171501002 (Quadient, Inc.), CC171501003 (Bell & Howell, LLC), CC171501004 (Pitney Bowes Reserve Account), CC171501006 (Riso, Inc.), CC171501007 (Opex Corporation), CC190390001 (Stamps.Com), and CC200109001 (Bluecrest), which expired December 31, 2022.

State agencies are advised to check each contract for the purchase of these items and to choose the best product, best price, best delivery the various contracts make available to them. All contracts are “preferred use” contracts which means that the contracts have been bid with the goal of providing good market pricing and product variety to state agencies. Agencies are encouraged to use preferred-use contracts but in rare instances where the state agency can obtain like or similar products that meet the state agency’s needs at a better price, then the agency has authority to purchase the items from other sources so long as the provisions of the Local Purchasing Authority Delegation are followed. The Delegation can be viewed and downloaded from the internet at this site: <https://oa.mo.gov/sites/default/files/deptpad.pdf>.

**NOTE: The awarded contracts herein will have their own Participating Addendum (PA) in conjunction with the Master Agreement with the lead State of Arizona. Each contractor’s PA may include different terms and conditions that pertains to that contractor only. These different PA agreement terms and conditions in no way provides any kind of purchasing advantage over the other mailing equipment contractors for the State of Missouri. The differences in the PA’s per contract may pertain to the following:**

**Late Payments**

**Postage Funding/Unpaid Balances**

**Leases/Lease Expirations**

**Moving or Returning Equipment**

**Replacement of Equipment**

**Termination of Contract**

## BELL AND HOWELL, LLC

The following information is specific only to contract **CC221938001** with Bell and Howell, LLC

**NOTICE TO STATE AGENCIES: THE STATE OF MISSOURI CONTRACTS STATED HEREIN SHALL INCLUDE ONLY MAINTENANCE, POSTAGE METER RENTALS, AND OUTRIGHT PURCHASE OF EQUIPMENT AND SUPPLIES, RENTAL AGREEMENTS AND FAIR MARKET VALUE LEASE AGREEMENTS. NO LEASE PURCHASE FINANCING ARE PERMITTED UNDER THE CONTRACTS FOR STATE OF MISSOURI STATE AGENICES. HOWEVER, POLITICAL SUBDIVISIONS PARTICIPATING IN THE MISSOURI COOPERATIVE PROCUREMENT PROGRAM ARE ELIGILBE TO UTILIZE RENTAL AND LEASE AGREEMENTS PROVIDED THROUGH THESE CONTRACTS.**

**Awarded Categories for Contract CC221938001:**

Production Folder-Insertter and Software/License/ & Subscription

**Ordering:** Contact Bell and Howell, LLC by telephone, fax or e-mail to place an order.

Bell and Howell, LLC  
PO Box 743679  
Atlanta, GA 30374  
800-961-7282; Option 6  
[governmentcontracts@bhemail.com](mailto:governmentcontracts@bhemail.com)

**Payment Terms:** Net 45 days

**Delivery and Installation:** To be determined, depending on equipment configuration.

**Warranty:** Contact Bell and Howell, LLC for warranty information

**Contract Pricing:** For current contract Pricing contact Bell & Howell, LLC

## DMT Solutions Global Corporation dba Bluecrest

The following information is specific only to contract **CC221938002** with DMT Solutions Global Corporation dba Bluecrest.

**NOTICE TO STATE AGENCIES: THE STATE OF MISSOURI CONTRACTS STATED HEREIN SHALL INCLUDE ONLY MAINTENANCE, POSTAGE METER RENTALS, AND OUTRIGHT PURCHASE OF EQUIPMENT AND SUPPLIES, RENTAL AGREEMENTS AND FAIR MARKET VALUE LEASE AGREEMENTS. NO LEASE PURCHASE FINANCING ARE PERMITTED UNDER THE CONTRACTS FOR STATE OF MISSOURI STATE AGENICES. HOWEVER, POLITICAL SUBDIVISIONS PARTICIPATING IN THE MISSOURI COOPERATIVE PROCUREMENT PROGRAM ARE ELIGILBE TO UTILIZE RENTAL AND LEASE AGREEMENTS PROVIDED THROUGH THESE CONTRACTS.**

**Awarded Categories for Contract CC221938002:**

**Payment Terms:** Net 45 days

**Delivery and Installation:** To be determined, depending on equipment configuration.

**Warranty:** Contact Bluecrest for warranty information

**Contract Pricing:** For current contract Pricing contact Bluecrest

## FP Mailing Solutions, Inc.

The following information is specific only to contract **CC221938004** with FP Mailing Solutions, Inc.

**NOTICE TO STATE AGENCIES: THE STATE OF MISSOURI CONTRACTS STATED HEREIN SHALL INCLUDE ONLY MAINTENANCE, POSTAGE METER RENTALS, AND OUTRIGHT PURCHASE OF EQUIPMENT AND SUPPLIES, RENTAL AGREEMENTS AND FAIR MARKET VALUE LEASE AGREEMENTS. NO LEASE PURCHASE FINANCING ARE PERMITTED UNDER THE CONTRACTS FOR STATE OF MISSOURI STATE AGENICES. HOWEVER, POLITICAL SUBDIVISIONS PARTICIPATING IN THE MISSOURI COOPERATIVE PROCUREMENT PROGRAM ARE ELIGILBE TO UTILIZE RENTAL AND LEASE AGREEMENTS PROVIDED THROUGH THESE CONTRACTS.**

**Awarded Categories for Contract CC221938004:**

**Payment Terms:** Net 45 days

**Delivery and Installation:** To be determined, depending on equipment configuration.

**Contract Pricing:** For current contract Pricing contact FP Mailing Solutions, Inc.

## Opex Corporation

The following information is specific only to contract **CC221938005** with Opex Corporation.

**NOTICE TO STATE AGENCIES: THE STATE OF MISSOURI CONTRACTS STATED HEREIN SHALL INCLUDE ONLY MAINTENANCE, POSTAGE METER RENTALS, AND OUTRIGHT PURCHASE OF EQUIPMENT AND SUPPLIES, RENTAL AGREEMENTS AND FAIR MARKET VALUE LEASE AGREEMENTS AT THE PRICING IDENTIFIED IN THE CONTRACT. NO LEASE PURCHASE FINANCING ARE PERMITTED UNDER THE CONTRACTS FOR STATE OF MISSOURI STATE AGENICES. HOWEVER, POLITICAL SUBDIVISIONS PARTICIPATING IN THE MISSOURI COOPERATIVE PROCUREMENT PROGRAM ARE ELIGILBE TO UTILIZE RENTAL AND LEASE AGREEMENTS PROVIDED THROUGH THESE CONTRACTS.**

**Awarded Categories for Contract CC221938005:**

Extractors

**Ordering:** Contact Opex Corporation by telephone, fax or e-mail to place an order.

Opex Corporation  
305 Commerce Drive  
Moorestown, NJ 08057-4234  
856-727-1100  
856-727-1955 (fax)  
[sackley@opex.com](mailto:sackley@opex.com) or [kgarman@opex.com](mailto:kgarman@opex.com)

**Payment Terms:** Net 45 days

**Delivery and Installation:** To be determined, depending on equipment configuration.

**Warranty:** Contact Opex Corporation for warranty information

**Contract Pricing:** For current contract Pricing contact Opex Corporation.

## **PITNEY BOWES, INC.**

The following information is specific only to contract **CC221938006** with Pitney Bowes, Inc.

**NOTICE TO STATE AGENCIES: THE STATE OF MISSOURI CONTRACTS STATED HEREIN SHALL INCLUDE ONLY MAINTENANCE, POSTAGE METER RENTALS, AND OUTRIGHT PURCHASE OF EQUIPMENT AND SUPPLIES, RENTAL AGREEMENTS AND FAIR MARKET VALUE LEASE AGREEMENTS AT THE PRICING IDENTIFIED IN THE CONTRACT. NO LEASE PURCHASE FINANCING ARE PERMITTED UNDER THE CONTRACTS FOR STATE OF MISSOURI STATE AGENICES. HOWEVER, POLITICAL SUBDIVISIONS PARTICIPATING IN THE MISSOURI COOPERATIVE PROCUREMENT PROGRAM ARE ELIGIBLE TO UTILIZE RENTAL AND LEASE AGREEMENTS PROVIDED THROUGH THESE CONTRACTS.**

### **Awarded Categories for Contract CC221938006:**

Rental Postage Meter • Ultra Low Volume Mailing System • Low Volume Mailing Systems • Medium Volume Mailing Systems • High Volume Mailing Systems • Production Volume Mailing Systems • Integrated Postal Scales • Low Volume Letter Openers • High Volume Letter Openers • Low Volume Letter Folders • High Volume Letter Folders • Inserters - Low Volume Folder-Inserters • Medium Volume Folder-Inserters • High Volume Folder-Inserters • Production Folder-Inserters • Low Volume Ink Jet Envelope Addressing System • Medium Volume Ink Jet Envelope Addressing System • High Volume Ink Jet Envelope Addressing System • High Volume Tabbers • Production Pre-Sorting Equipment - Software License and Subscription – Mail Room Furniture (General)

**Notice Specific to Mailroom Furniture:** The purchase of mailroom furniture shall be subject to the approval of Missouri Vocational Enterprises as mandated in Section 217.575 RSMo.

## **PITNEY BOWES RESERVE ACCOUNT/POSTAGE-BY-PHONE**

The following information is specific only to contract **CC221938007** with Pitney Bowes, Inc.

**NOTICE TO STATE AGENCIES: THE STATE OF MISSOURI CONTRACTS STATED HEREIN SHALL INCLUDE ONLY POSTAGE-BY-PHONE. NO LEASE PURCHASE FINANCING ARE PERMITTED UNDER THE CONTRACTS FOR STATE OF MISSOURI STATE AGENICES.**

## QUADIENT, INC.

The following information is specific only to contract **CC221938008** with Quadient, Inc.

**NOTICE TO STATE AGENCIES: THE STATE OF MISSOURI CONTRACTS STATED HEREIN SHALL INCLUDE ONLY MAINTENANCE, POSTAGE METER RENTALS, AND OUTRIGHT PURCHASE OF EQUIPMENT AND SUPPLIES, RENTAL AGREEMENTS AND FAIR MARKET VALUE LEASE AGREEMENTS AT THE PRICING IDENTIFIED IN THE CONTRACT. NO LEASE PURCHASE FINANCING ARE PERMITTED UNDER THE CONTRACTS FOR STATE OF MISSOURI STATE AGENICES. HOWEVER, POLITICAL SUBDIVISIONS PARTICIPATING IN THE MISSOURI COOPERATIVE PROCUREMENT PROGRAM ARE ELIGIBLE TO UTILIZE RENTAL AND LEASE AGREEMENTS PROVIDED THROUGH THESE CONTRACTS.**

**Awarded Categories for Contract CC221938008:**

Rental Postage Meter • Ultra Low Volume Mailing System • Low Volume Mailing Systems • Medium Volume Mailing Systems • High Volume Mailing Systems • Production Volume Mailing Systems • Integrated Postal Scales • Low Volume Letter Openers • High Volume Letter Openers • Low Volume Letter Folders • High Volume Letter Folders • Low Volume Folder-Inserters • Medium Volume Folder-Inserters • High Volume Folder-Inserters • Production Folder-Inserters • Low Volume Ink Jet Envelope Addressing System • Medium Volume Ink Jet Envelope Addressing System • High Volume Ink Jet Envelope Addressing System • Production Ink Jet Envelope Addressing System • Low Volume Tabbers • Medium Volume Tabbers • High Volume Tabbers • Extractors – Software License and Subscription • Mail Room specific Furniture – Software Consulting Services – Training – Design for Production Equipment Only – Assembly/Installation/Software Integration – For Production Equipment Only – Relocation Services – Equipment Lease – Equipment Rental

**Notice Specific to Mailroom Furniture:** The purchase of mailroom furniture shall be subject to the approval of Missouri Vocational Enterprises as mandated in Section 217.575 RSMo.

**Ordering:** Contact Quadient, Inc. by telephone, fax or e-mail to place an order.

Quadient, Inc.  
478 Wheelers Farms Rd  
Milford, CT 06461  
Phone: 573-489-8860  
Fax : 203-876-5459  
E-mail : [k.warner@quadient.com](mailto:k.warner@quadient.com)

**Payment Terms:** Net 45 days

**Delivery and Installation:** 30-180 calendar days ARO depending on equipment configuration.

**Warranty:** Contact Quadient, Inc. for warranty information

## QUADIENT FINANCE USA, INC./POSTAGE ONLY

The following information is specific only to contract **CC221938009** with Quadient, Inc.

**NOTICE TO STATE AGENCIES: THE STATE OF MISSOURI CONTRACTS STATED HEREIN SHALL INCLUDE ONLY POSTAGE NO LEASE PURCHASE FINANCING ARE PERMITTED UNDER THE CONTRACTS FOR STATE OF MISSOURI STATE AGENICES.**



# IMPORTANT TIME CRITICAL COMPLIANCE REGARDING USPS FORCED METER MIGRATION

The United States Postal Service (USPS) is implementing changes to ensure the adoption of Intelligent Mail Indicia (IMI) standards across all mailing systems. As a result, your current mailing machine may no longer be recognized as an authorized postage meter. If your current mailing machine is not IMI-compliant, you will need to purchase or lease a machine that uses IMI technology.

## UNDERSTANDING THE BENEFITS OF IMI SYSTEMS

The IMI system is a more technologically advanced, sophisticated system when compared to the IBI system. IMI builds upon the existing IBI features to bring forth improvements that will enhance the USPS' capabilities.

Benefits of the new IMI standards include:

- More accurate postage
- Real-time updates on the latest changes, such as rates
- Enhanced security measures
- A more integrated, digital-friendly mail service

*State agencies should immediately contact their mailing equipment contractor using the information located on pages 1 and 2 of this notice for more information.* Your contractor can assist to determine if your current postage meter is IMI compliant as well as address any questions or concerns you may have regarding this change.

*In order to avoid a disruption of your mailing operations, it is crucial to understand the timeline of these changes.*

## TIMELINE OF CHANGES

DECERTIFICATION DEADLINE: JUNE 30, 2024

June 30, 2024, all postage meters that do not meet the USPS IMI-compliance standards will be decertified.

If your current postage meter is an Information Based Indicia (IBI) device, it will need to be replaced with one that is IMI-compliant. However, if your current mailing machine is not USPS IMI-compliant, there is a grace period before USPS will deem it inactive.

GRACE PERIOD UNTIL DECEMBER 31, 2024

While the decertification process begins in June, the USPS allows a grace period until December 31, 2024. During this time, you can continue using your existing postage meter. However, after the 31st, your machine will be officially declared inactive.

This means all postage machines that do not meet the new requirements will need to be upgraded by this time.

FUND USAGE POST-DECERTIFICATION

Although your decertified machine can still be used until the end of 2024, it's important to note that **you cannot add any additional funds after June 30, 2024.** Plan your postage needs accordingly to avoid any disruptions in your mailing processes.

By **June 30, 2025**, any postage indicia printed by Decertified Postage Evidencing Systems (PES), including IBI systems, will not be accepted for postage use and refunds.

You must submit all refund requests for unused postage indicia before this date.

**Missouri  
Office of Administration  
Division of Purchasing  
Contract Performance Report**

Please take a moment to let us know how this contract award has measured up to your expectations. If reporting on more than one contractor or product, please make copies as needed. This office will use the information to improve products and services available to state agency users. **Comments should include those of the product's end user.**

**Contract No.:** \_\_\_\_\_ **Contractor:** \_\_\_\_\_

**Describe Product Purchased (include Item No's., if available):** \_\_\_\_\_

**Rating Scale:** 5 = Excellent, 4 = Good, 3 = Average, 2 = Poor, 1 = Fails to meet expectations

<b>Product Rating</b>	<b>Rate 1 - 5, 1 = poor / 5 = best</b>
Product meets your needs.	
Product meets contract specifications.	
Pricing	

<b>Contractor Rating</b>	<b>Rate 1 - 5, 1 = poor / 5 = best</b>
Timeliness of delivery	
Responsiveness to inquiries	
Employee courtesy	
Problem resolution	
Recall notices handled effectively.	

Comments: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Prepared by: \_\_\_\_\_ Title: \_\_\_\_\_ Agency: \_\_\_\_\_  
 Date: \_\_\_\_\_ Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
 Address: \_\_\_\_\_

**Please detach or photocopy this form & return by FAX to 573/526-9816, or mail to:**

Office of Administration  
 Division of Purchasing  
 301 West High Street, RM 630  
 PO Box 809  
 Jefferson City, Missouri 65102  
[ashley.basilicato@oa.mo.gov](mailto:ashley.basilicato@oa.mo.gov)