

AMENDMENT #1

CONTRACT #0000000000000000000000031988

This is an Amendment to the Contract (the "Contract") entered into by and between the Indiana Department of Administration on behalf of all State Agencies (the "State") and PITNEY BOWES INC (the "Contractor") approved by the last State signatory on September 13, 2019.

In consideration of the mutual undertakings and covenants hereinafter set forth, the parties agree as follows:

1. Exhibit A: Market Basket Pricing shall be removed in its entirety and replaced with Exhibit A1: Market Basket Pricing attached hereto and made a part hereof. This new pricing shall be effective as of the date this amendment is approved by the final state signatory. This will allow for a replacement item for Group D, and the addition of a web-based platform for postage.

All matters set forth in the original Contract and not affected by this Amendment shall remain in full force and effect.

Non-Collusion and Acceptance

The undersigned attests, subject to the penalties for perjury, that the undersigned is the Contractor, or that the undersigned is the properly authorized representative, agent, member or officer of the Contractor. Further, to the undersigned's knowledge, neither the undersigned nor any other member, employee, representative, agent or officer of the Contractor, directly or indirectly, has entered into or been offered any sum of money or other consideration for the execution of this Amendment other than that which appears upon the face hereof. **Furthermore, if the undersigned has knowledge that a state officer, employee, or special state appointee, as those terms are defined in IC § 4-2-6-1, has a financial interest in the Contract, the Contractor attests to compliance with the disclosure requirements in IC § 4-2-6-10.5.**

Agreement to Use Electronic Signatures

I agree, and it is my intent, to sign this Contract by accessing State of Indiana Supplier Portal using the secure password assigned to me and by electronically submitting this Contract to the State of Indiana. I understand that my signing and submitting this Contract in this fashion is the legal equivalent of having placed my handwritten signature on the submitted Contract and this affirmation. I understand and agree that by electronically signing and submitting this Contract in this fashion I am affirming to the truth of the information contained therein. I understand that this Contract will not become binding on the State until it has been approved by the Department of Administration, the State Budget Agency, and the Office of the Attorney General, which approvals will be posted on the Active Contracts Database:

https://fs.gmis.in.gov/psp/guest/SUPPLIER/ERP/c/SOI_CUSTOM_APPS.SOI_PUBLIC_CNTRCTS.GBL

In Witness Whereof, Contractor and the State have, through their duly authorized representatives, entered into this Amendment. The parties, having read and understood the foregoing terms of this Amendment, do by their respective signatures dated below agree to the terms thereof.

PITNEY BOWES INC

Indiana Department of Administration

By: 
Rebecca Shaw

By: 
Megan Lawson

Title: Government Major Account Manager

Title: Director of Vendor Management

Date: 4/27/2020

Date: 4/30/2020

Electronically Approved by: Indiana Office of Technology By: _____ (for) Tracy E. Barnes, Chief Information Officer	Electronically Approved by: Department of Administration By: _____ (for) Lesley A. Crane, Commissioner
Electronically Approved by: State Budget Agency By: _____ (for) Zachary Q. Jackson, Director	Electronically Approved as to Form and Legality: Office of the Attorney General By: _____ (for) Curtis T. Hill, Jr., Attorney General

Exhibit A1: Market Basket Pricing

This document is an exhibit to the Professional Services Contract and is deemed to be attached to and incorporated within the Professional Services Contract by reference. Any inconsistency, conflict, or ambiguity between this exhibit and the Professional Services Contract shall be resolved by giving precedence and effect to the Professional Services Contract.

Digital Meter Groups – Minimum Specifications

Group A	
<u>Digital Meter</u>	
Manufacturer	Pitney Bowes Inc.
Model	C200
Letters Per Minute (LPM)	40
<u>Digital Scale</u>	
Manufacturer	Pitney Bowes
Model	ZHWL

Group B	
<u>Digital Meter</u>	
Manufacturer	Pitney Bowes Inc.
Model	C300
Letters Per Minute (LPM)	50
<u>Digital Scale</u>	
Manufacturer	Pitney Bowes
Model	MP82

Digital Meter Minimum Specifications	Model Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Minimum Speed of 30 Letters Per Minutes (LPM)	Yes	40 LPM
Must be a new, digital unit	Yes	
Must have display that provides date, piece count, postage used, and postage unused	Yes	
Must be refillable via network connectivity which may be placed on a master account	Yes	
Must imprint postage from \$0.01 to \$99.99	Yes	

Digital Meter Minimum Specifications	Model Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Minimum Speed of 45 Letters Per Minutes (LPM)	Yes	50 LPM
Must be a new, digital unit	Yes	
Must have display that provides date, piece count, postage used, and postage unused	Yes	
Must be refillable via network connectivity which may be placed on a master account	Yes	
Must imprint postage from \$0.01 to \$99.99	Yes	

List all other significant meter specifications:
Interest bearing postage account capability Permit accounts can be tied and paid through customer's postage account, called reserve account Pitney Bowes offers a system called Data Capture which can provide postage spend and trend data Online Demo center for seeing live demos of products from the comfort of your office Informative Client webinars on Industry knowledge 100% Satisfaction Guarantee on our equipment and services Total Postage Management (view refill activity and monitor postage online) Online portal gives Agencies access for view bills, account management of equipment, and the ability to place service calls online Master Reserve Accounts allow Individual Agencies to tie all the field locations to a single postage account for ease of payment and refill activity A+ Factory Trained Certified Service Techs Pitney Bowes Global Financial Services – Exclusive In-House

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Digital Scale Minimum Specifications	Model Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Must be a minimum 2-lb scale capable of weighing to a 32 nd of an oz. displaying in increments of 0.5 oz.	Yes	5lb scale
Must interface to postal meter	Yes	
Must have a variety of rates including: Standard, First Class, Priority Mail, Certified Mail, Return Receipt Registered, C.O.D., Insured, Registered, etc.	Yes	
Must electronically set postage meter by the touch of a button	Yes	
Must include postage rate changes at no additional charge throughout the lease or maintenance contract	Yes	

Digital Scale Minimum Specifications	Model Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Must be a minimum 5-lb scale capable of weighing to a 32 nd of an oz. displaying in increments of 0.5 oz.	Yes	
Must interface to postal meter	Yes	
Must have a variety of rates including: Standard, First Class, Priority Mail, Certified Mail, Return Receipt Registered, C.O.D., Insured, Registered, etc.	Yes	
Must electronically set postage meter by the touch of a button	Yes	
Must include postage rate changes at no additional charge throughout the lease or maintenance contract	Yes	

Group C
Digital Meter

Manufacturer Model	Pitney Bowes Inc. C425
Letters Per Minute (LPM)	65

Digital Scale

Manufacturer Model	Pitney Bowes MP82
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Digital Meter Minimum Specifications	Model Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Minimum Speed of 65 Letters Per Minutes (LPM)	Yes	
Must be a new, digital unit	Yes	
Digital postage meter must have display that provides date, piece count, postage used, and postage unused	Yes	
Must be refillable via network connectivity which may be placed on a master account	Yes	
Must imprint postage from \$0.01 to \$99.99	Yes	

List all other significant meter specifications:
 Interest bearing postage account capability
 Permit accounts can be tied and paid through customer's postage account, called reserve account
 Pitney Bowes offers a system called Data Capture which can provide postage spend and trend data
 Online Demo center for seeing live demos of products from the comfort of your office
 Informative Client webinars on Industry knowledge
 100% Satisfaction Guarantee on our equipment and services
 Total Postage Management (view refill activity and monitor postage)

Group D
Digital Meter

Manufacturer Model	Pitney Bowes Inc. C500
Letters Per Minute (LPM)	95

Digital Scale

Manufacturer Model	Pitney Bowes 1GW9
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Digital Meter Minimum Specifications	Model Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Minimum Speed of 95 Letters Per Minutes (LPM)	Yes	
Must be a new, digital unit	Yes	
Digital postage meter must have display that provides date, piece count, postage used, and postage unused	Yes	
Must be refillable via network connectivity which may be placed on a master account	Yes	
Must imprint postage from \$0.01 to \$99.99	Yes	

List all other significant meter specifications:
 Interest bearing postage account capability
 Permit accounts can be tied and paid through customer's postage account, called reserve account
 Pitney Bowes offers a system called Data Capture which can provide postage spend and trend data
 Online Demo center for seeing live demos of products from the comfort of your office
 Informative Client webinars on Industry knowledge
 100% Satisfaction Guarantee on our equipment and services
 Total Postage Management (view refill activity and monitor postage)

online)
 Online portal gives Agencies access for view bills, account management of equipment, and the ability to place service calls online
 Master Reserve Accounts allow Individual Agencies to tie all the field locations to a single postage account for ease of payment and refill activity
 A+ Factory Trained Certified Service Techs
 Pitney Bowes Global Financial Services – Exclusive In-House leasing. We as a company hold the financing for all transactions.
 Flexible terms and Postal Payment solutions and Postage Advances options for emergency situations.

	Model	
Digital Scale Minimum Specifications	Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Must be a minimum 5-lb scale capable of weighing to a 32nd of an oz. displaying in increments of 0.5 oz.	Yes	
Must interface to postal meter	Yes	
Must have a variety of rates including: Standard, First Class, Priority Mail, Certified Mail, Return Receipt Registered, C.O.D., Insured, Registered, etc.	Yes	
Must electronically set postage meter by the touch of a button	Yes	
Must include postage rate changes at no additional charge throughout the lease or maintenance contract	Yes	
List all other significant scale specifications:		

online)
 Online portal gives Agencies access for view bills, account management of equipment, and the ability to place service calls online
 Master Reserve Accounts allow Individual Agencies to tie all the field locations to a single postage account for ease of payment and refill activity
 A+ Factory Trained Certified Service Techs
 Pitney Bowes Global Financial Services – Exclusive In-House leasing. We as a company hold the financing for all transactions. Flexible terms and Postal Payment solutions and Postage Advances options for emergency situations.

	Model	
Digital Scale Minimum Specifications	Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Must be a minimum 10-lb scale capable of weighing to a 32nd of an oz. displaying in increments of 0.5 oz.	Yes	
Must interface to postal meter	Yes	
Must have a variety of rates including: Standard, First Class, Priority Mail, Certified Mail, Return Receipt Registered, C.O.D., Insured, Registered, etc.	Yes	
Must electronically set postage meter by the touch of a button	Yes	
Must include postage rate changes at no additional charge throughout the lease or maintenance contract	Yes	
List all other significant scale specifications:		

Group Minimum Specifications	Model Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Must be a mid-volume system with semi-automatic feed	Yes	
Must meter, date, and seal envelopes	Yes	
Must handle standard mail envelopes from 3" x 5" to 9" x 12" and up to 3/8" thick	Yes	
Must have tape system for oversize packages	Yes	
Must include locking key and security feature	Yes	Password protected
Must have replaceable ink cartridge	Yes	
To include water reservoir with water level indicator	Yes	
Must have sealed and non-sealed modes	Yes	
Must be fully operational and include delivery, set-up, removal fees, etc.	Yes	

Group Minimum Specifications	Model Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Must be a mid-volume system with automatic feed	Yes	
Must meter, date, and seal envelopes	Yes	
Must handle standard mail envelopes from 3" x 5" to 9" x 12" and up to 3/8" thick	Yes	
Must have tape system for oversize packages	Yes	
Must include locking key and security feature	Yes	Password protected
Must have replaceable ink cartridge	Yes	
To include water reservoir with water level indicator	Yes	
Must have sealed and non-sealed modes	Yes	
Must be fully operational and include delivery, set-up, removal fees, etc.	Yes	

Must include instruction manual and on-site training at no additional charge	Yes	
Must be Energy Star compliant	Yes	

Must include instruction manual and on-site training at no additional charge	Yes	
Must be Energy Star compliant	Yes	

Group E

Digital Meter

Manufacturer	Pitney Bowes Inc.
Model	SendPro P3000
Letters Per Minute (LPM)	270

Digital Scale

Manufacturer	Pitney Bowes
Model	1FWX

Digital Meter Minimum Specifications	Model Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Minimum Speed of 250 Letters Per Minutes (LPM)	Yes	270
Must be a new, digital unit	Yes	
Digital postage meter must have display that provides date, piece count, postage used, and postage unused	Yes	
Must be refillable via network connectivity which may be placed on a master account	Yes	
Must imprint postage from \$0.01 to \$99.99	Yes	

List all other significant meter specifications:
<p>Interest bearing postage account capability</p> <p>Permit accounts can be tied and paid through customer's postage account, called reserve account</p> <p>Pitney Bowes offers a system called Data Capture which can provide postage spend and trend data</p> <p>Online Demo center for seeing live demos of products from the comfort of your office</p> <p>Informative Client webinars on Industry knowledge</p> <p>100% Satisfaction Guarantee on our equipment and services</p> <p>Total Postage Management (view refill activity and monitor postage online)</p> <p>Online portal gives Agencies access for view bills, account management of equipment, and the ability to place service calls online</p> <p>Master Reserve Accounts allow Individual Agencies to tie all the field locations to a single postage account for ease of payment and refill activity</p> <p>A+ Factory Trained Certified Service Techs</p> <p>Pitney Bowes Global Financial Services – Exclusive In-House leasing. We as a company hold the financing for all transactions.</p> <p>Flexible terms and Postal Payment solutions and Postage Advances options for emergency situations.</p>

Digital Scale Minimum Specifications	Model Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Must be a minimum 15-lb scale capable of weighing to a 32nd of an oz. displaying in increments of 0.5 oz.	Yes	
Must interface to postal meter	Yes	
Must have a variety of rates including: Standard, First Class, Priority Mail, Certified Mail, Return Receipt Registered, C.O.D., Insured, Registered, etc.	Yes	
Must electronically set postage meter by the touch of a button	Yes	
Must include postage rate changes at no additional charge throughout the lease or maintenance contract	Yes	

Group Minimum Specifications	Model Proposed Meets/Exceeds Requirements (Y/N)	If "No," Please Explain
Must be a high-volume system with automatic feed	Yes	
Must meter, date, and seal envelopes	Yes	
Must handle standard mail envelopes from 3.5" x 5" to 13" x 13" and up to 3/4" thick	Yes	
Must have tape system for oversize packages	Yes	
Must include locking key and security feature	Yes	Password protected
Must have replaceable ink cartridge	Yes	
To include water reservoir with water level indicator	Yes	
Must have sealed and non-sealed modes	Yes	
Must be fully operational and include delivery, set-up, removal fees, etc.	Yes	
Must include instruction manual and on-site training at no additional charge	Yes	
Must be Energy Star compliant	Yes	
Must be capable of mixed weight processing with an internal or external scale that automatically changes meter to appropriate postage amount	Yes	

List all other significant specifications:
WOW capability of the SendPro P 3000 provides 3/4 inch throughput

Group Accessories	Pricing - Group E						Availability - Group E
	Month to Month (\$/Month)	12 Month Term (\$/Month)	24 Month Term (\$/Month)	36 Month Term (\$/Month)	48 Month Term (\$/Month)	Purchase (total one-time purchase price)	Available to Lease or Purchase In Group E? (Y/N)
5-lb Digital Scale	\$ 40.00	\$ 79.23	\$ 42.35	\$ 30.17	\$ 23.20	\$ 882.30	Yes
10-lb Digital Scale	\$ 50.00	\$ 98.47	\$ 52.63	\$ 37.50	\$ 28.24	\$ 1,096.50	Yes
15-lb Digital Scale	\$ 57.00	\$ 112.89	\$ 60.34	\$ 42.99	\$ 33.06	\$ 1,257.15	Yes
30-lb Digital Scale	\$ 54.00	\$ 107.76	\$ 65.11	\$ 51.05	\$ 42.82	\$ 1,200.00	Yes
Subscription to Discounted Shipping Rates Package and Online Portal/Account Access	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	Yes
Confirmation Services that Verify Date and Time of Arrival	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	Yes
Software that allows End Users to View and Track Postal Expenses	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	Yes
Software/service that gives access to USPS Tracking Data	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	Yes
Feeder that processes mixed mail and gives postage based on weight and dimension	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	Yes
Touch Display Upgrade	\$ 25.00	\$ 48.44	\$ 25.89	\$ 18.45	\$ 14.19	\$ 539.40	Yes
High Speed Mail Inserter	\$ 760.00	\$ 1,512.39	\$ 908.48	\$ 709.42	\$ 593.05	\$ 16,841.80	Yes
Mail Feeder	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	Yes

SUPPLIES PRICING

	Group A	Group B	Group C	Group D	Group E
Make	Pitney Bowes	Pitney Bowes	Pitney Bowes	Pitney Bowes	Pitney Bowes
Model #	C200	C300	C425	C500	SendPro P3000
Letters Per Minute (LPM)	40	50	65	95	270
Cartridge Model #	SL-798-0	SL-798-0	SL-798-0	765-9	787-0
Impressions Per Cartridge	Up to 1,500	Up to 1,500	Up to 1,500	Up to 8,800	Up to 8,000
Replacement Toner Cartridge (\$/Toner)	\$ 50.99	\$ 50.99	\$ 50.99	\$ 118.99	\$ 110.49

SENDPRO WEB PACKAGE PRICING

Product	Model	Mo to Mo	12 Month Term (\$/Month)	24 Month Term (\$/Month)	36 Month Term (\$/Month)	48 Month Term (\$/Month)	60 Month Term (\$/Month)	Purchase (total one time purchase)
DESKTOP THERMAL ROLL PRINTER	1E44	\$ 21.00	\$ 40.25	\$ 24.08	\$ 18.75	\$ 15.64	\$ 14.73	\$ 448.20
10 LB / 5KG USB SCALE	397-B	\$ 4.00	\$ 7.54	\$ 4.03	\$ 2.87	\$ 2.21	\$ 1.99	\$ 84.00
QL-1100 LABEL PRINTER	HS9E	\$ 24.00	\$ 47.70	\$ 25.50	\$ 18.17	\$ 13.97	\$ 12.59	\$ 531.20
STAMP PRINT ONLY ONE USER (Monthly fee)	PTJ6	\$ 4.99	\$ 4.99	\$ 4.99	\$ 4.99	\$ 4.99	\$ 4.99	\$ 4.99
STAMP PRINT AND MULTI-CARRIER ONE USER (Monthly fee)	PTJ3	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00