2016 Survey of Mailing Software

James Workman and Dillon Mooney
Introduction

Welcome to the 2016 Printing Industries of America Survey of Mailing Software. We hope that you find this document useful as you investigate the software so crucial to providing mailing services for your customers. This is the fourth year we have conducted the survey, and we intend to update it on a bi-annual basis. Thirteen different vendors, representing twenty-nine vendor/software combinations, are profiled in the survey. Keep in mind that the same software can come in different editions (e.g., desktop, standard, and professional).

Each vendor we identified as providing address verification, presort, and post-presort software for mailing service providers was asked to participate in the survey. The vendors were briefed on the survey objectives and asked to complete the lengthy survey form. The responses from each of the vendors have been collated to form this document. If you spot vendors that are missing, please alert us.

Two of the vendors specialize in post-presort software valuable for companies submitting postage statements and documentation electronically to the USPS. The questionnaire is not well suited to capture the many features of post-presort software, explaining why their responses may look incomplete.

The first section Company Survey, in which the responses have been collated for each company/product combination on three consecutive pages.

This is followed by Master Matrix List, summarizes the responses for each vendor that responded to the survey. This reads across several pages. An identification number has been added to make it easier to follow the data across this matrix.

The remaining sections identify software packages with specific types of functionality that you may be seeking.

If you need a general understanding of address verification, presort, and post-presort software, we encourage you to visit our article on mailing software at http://www.printing.org/page/6650.

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Disclaimer
The software programs highlighted in this publication are not endorsed by Printing Industries of America and we did not evaluate their performance. Also, we were not able to check the accuracy of the information provided by each vendor, although we trust that it is correct.
Mailing Software Glossary

Some of the terminology used in this report will be unfamiliar to print professionals who are new to mailing. Here are definitions for terms used in the 2016 Survey of Mailing Software:

ANKLink®
ANKLink® is a USPS database product that can be used in conjunction with the 18-month NCOA database (see NCOAlink definition below). Mailing lists can be processed against the ANK data to find postal customers who have moved in months 19-48. ANKLink® will provide the effective date of a customer’s move but not the new address. Software and data companies purchase an annual license to access ANKLink®.

CASS
An acronym for Coding Accuracy Support System, CASS is a USPS program that sets standards for commercial software that checks addresses for accuracy and appends ZIP+4 codes and other information. To be certified software must pass an annual audit by the USPS to confirm that the software performs correctly. In order to qualify for USPS discounts, mailers are required to use CASS-certified software or another approved method before each mailing to verify their list has complete and correct addresses.

Co-Mailing
Co-mailing uses presort software to combine pieces from two or more mailstreams (catalogs, flats, and periodicals) into a single mailing. In this way smaller volume mailings are combined and prepared in a way that qualifies for additional presort discounts. Once mailstreams have been combined, mailers can realize additional savings through drop shipping. “Co-mingling” also seeks postage reduction, but is done differently, using a sorting machine to combine different letter and postcard mailstreams.

Drop Shipping
Drop Shipping is the process of trucking and delivering your mail to a USPS processing facility much closer to the mail’s final destination. This saves costs for the Postal Service, provides greater postage discounts, and results in faster mail delivery. Drop shipping can be practical for mailers when they have a high density of mail heading to certain geographical regions.

Enhanced Line of Travel
Enhanced Line of Travel (eLOT) was developed by the USPS to give mailers the ability to sort their mailings in approximate carrier delivery sequence. Mailers may use eLOT processing to qualify for enhanced carrier route presort discounts.

First Class Mail
First-Class Mail® offers faster delivery than Periodical and Standard Mail—the delivery is 1–3 days versus up to 10 days for Standard Mail. Prices include forwarding and return services; First-Class Mail cannot be opened for inspection. The maximum weight of a First-Class letter is 3.5 ounces, and the maximum weight of a First-Class flat is 13 ounces. An item must be sent First-Class Mail (including Priority Mail® and Priority Mail Express®) if it is a bill, statement of account, or personal correspondence. Prices are based on weight, shape, preparation, and entry. Automation rates are lower than nonautomation rates.

Intelligent Mail® Barcode
The Intelligent Mail® barcode (IMb) is the Postal Service barcode required for automation discounts. The IMb expands USPS’s ability to track individual mailpieces and provides customers with greater visibility into the mailstream. It is comprised of 65 vertical bars representing up to 31 digits. Encoded in the barcode is
the presort information, class of mail and any services requested, mailer ID, mail sequence number, ZIP+ 4 code, and delivery point code.

Two Intelligent Mail® barcode service levels are available: Basic and Full-Service. At the Basic service level, the IMb qualifies letter- and flat-sized mail pieces for automation rates. Full-Service has more requirements, such as encoding a unique sequence number for each mailpiece. In addition to qualifying for automation rate postage, Full-Service users receive a small postage discount and free address correction and tracking information.

Mail Tracking
Mail tracking ("IMb Tracing" in USPS parlance) allows mailers to uniquely identify and receive mail processing data for outgoing and incoming mailpieces. By coding the appropriate Service Type ID and a unique serial number in the IMb of each piece (at least within the last 45 days), mailers receive free scan data containing the data, time, location, and sort operation as mailpieces are processed on postal sorting equipment. Two types of services are offered: Destination IMb Tracing™ and Origin IMb Tracing™. The processing data of Destination IMb Tracing gives mailers the data to determine delivery, while Origin IMb Tracing shows when and where customers have mailed incoming reply mailpieces, normally containing payments and/or orders. Most mailers depend on their mailing service provider (MSP) to make the scan data intelligible, using software from mailing software companies that is branded to the MSP.

Mail.dat
Mail.dat® files contain detailed information about a presorted mailing, except for the name and address records. Mail.dat is created during the presort process by presorting software or by co-mingling equipment sorting already-assembled mailing pieces. Mail.dat facilitates electronic postal document preparation and submission through PostalOne!® (a requirement for Full Service IMb usage). It is also useful for transportation planning, activity reports, and archiving and retrieving of past mailing documentation.

Mail.XML
Mail.XML™ is an extension of Mail.dat in an XML format that allows participants in the mailing process to communicate changes and updates to the Mail.dat file in a fast, efficient manner. There are numerous transactions that occur during the course of the mailing process which do not require transmission of the entire Mail.dat database. Using Mail.XML™ for these lighter-weight transactions reduces manual data entry and makes these transactions quicker and more efficient.

NCOALink
NCOALink is a secure USPS database product of approximately 160 million records consisting of the names and addresses of individuals, families, and businesses who have filed a change-of-address form with the USPS. In order to qualify for automation postage discounts, mailers must use an approved method to keep their mailing lists current—processing lists against the NCOA (National Change of Address) database is the most popular approach. Software and data companies can purchase a license to access either 18 or 48 months of change-of-address data.

Package Services
Package Services is a collective term for the following classes of mail—Standard Post, Bound Printed Matter, Media Mail, and Library Mail—that are primarily intended for merchandise, catalogs, and other printed material. Package Services does not receive expedited service and does not include free forwarding and return.
Palletization
Palletizing can be indispensable for high-volume mailings. The software determines the best way to arrange containers (trays and sacks) and packages on pallets in an order that maximizes delivery speed, labor economy, and transportation ease.

PAVE
PAVE™ stands for Presort Accuracy Validation and Evaluation. PAVE-certified presort software has been tested and certified by USPS for accuracy in doing different types of sorts and producing various types of postal documents.

Periodical Mail
The Periodicals class of mail is designed for newspapers, magazines, and other periodical publications whose primary purpose is transmitting information to an established list of subscribers or requesters. To become a periodicals mailer, one must apply and become authorized to mail using these rates. There are specific standards for circulation, recordkeeping, and advertising limits. There are also special rates for Nonprofit, Classroom, and Science-of-Agriculture types of periodicals.

PostalOne!
The PostalOne! system offers a Web-based alternative to existing manual mailing processes with an electronic suite of services designed exclusively for business mailers. This USPS system provides customers with a streamlined electronic process for mail entry, payment, tracking, and reporting.

Standard Mail
Standard Mail® offers a lower price on postage for the work that mailers perform. For Standard Mail, mailers must do some of the work that the Postal Service would otherwise do. Mailers typically pay an annual mailing fee at each facility where mail is entered. Standard Mail requires a minimum of 200 pieces or 50 pounds per mailing, and the mailpiece must weigh less than 16 ounces. It cannot be used for sending personal correspondence, handwritten or typewritten letters, or bills and statements. Prices are based on weight, shape, preparation, and entry. Automation rates are lower than nonautomation rates.
# The Survey

## Functionality

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLINK?  **Yes**

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  **Yes**

16. Which of the following can your software/company add to each record?

- 16a. Enhanced Line of Travel (eLOT) code  **Included**
- 16b. Longitude and latitude for geocoding  **Included**
- 16c. Congressional District Number  **Included**
- 16d. Residential or business location  **Included**
- 16e. Business suite numbers  **Included**
- 16f. FIPS county names  **Included**
- 16g. Other- Vacancy Flag, Z4 Change, DSF2, Deceased Suppression, Apartment Append

17. What address updating services are interfaced at additional cost with the software?

18 months USPS NCOALink updates, USPS ANKLink for months 19 to 48

18. Which classes of mail can your software accommodate?  **First, Periodical, Standard, Parcel**

19. Which barcodes does the software support for USPS presort discounts?

- 19a. Intelligent Mail® barcode Basic Service  **Standard**
- 19b. Intelligent Mail® barcode Full Service  **Standard**

20. Which barcodes does the software support for handling units and containers?

- 20a. 10/24 barcode (sacks/trays)  **Standard**
- 20b. Intelligent Mail® barcode  **Standard**

21. Which of the following can your software output?

- 21a. Mail.dat files  **Standard**
- 21b. Mail.xml files  **Not Available**
- 21c. File for printing of labels and addresses on envelope  **Standard**
- 21d. File for printing customized letters  **Standard**
- 21e. Other: JS2, XML, Excel, dBase, North/South for Multiple Up Printing

22. Which reports can your software produce?

Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  **Standard**
23b. List suppression service  **Optional**
23c. Co-mailing  **Standard**
23d. Palletization  **Optional**
23e. Automation so jobs can be processed unattended  **Standard**
23f. Submit electronic documentation to the USPS PostalOne! System  **Standard**
23g. Drop shipping  **Standard**
23h. Dedupe  **Standard**
23i. Edit Mail.dat files  **Optional**
23j. Canadian mail  **Optional**
23k. Mail tracking  **Optional**

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  **Licensed**

25. If licensed software, which operating system can your software run on?

26. If your software is Internet based, or links to the Internet, which web browsers are supported?  **PC-Internet Expoler**

27. What is the maximum number of address records that can be processed annually?  **Unlimited**

28. Are your software updates provided by CD/DVD or via Internet?  **Both**

29. How often is your zip code directory updated?  **Continuously**

30. Which application was the software primarily designed for?  **Direct mail**

31. What languages are supported?  **English**

32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  **Yes**

Support and Training

33. Do you have dedicated support staff?  **Yes**

34. Is 24/7 support available?  **No**

35. How is support provided?  **Phone, Email, Web-based chat, Knowledge base via Web**

36. Is there a cost for support?  **Unlimited free support with annual subscription**

37. What training is provided?  **Onsite, Offsite, Internet, Included with software, Group Training**

38. Does the company provide professional/consulting services?  **Yes**

Purchase Price

39a. What is the average purchase price?  **$1,295.00**

39b. What is the least expensive option?  **$295.00 (Bimonthly)**

39c. What is the cost of a full system?  **$1,295**

40. What is the cost of the initial annual subscription for software updates?  **$1,295**
41. What is the cost of subsequent annual subscriptions for software updates? $1,295

42. If the software is available as a service via the Internet, what are the fees? Yes - starting at $49/mo. or $500/yr

**Other Information**

43. What is the target weekly mailing volume for your software? 200 - 10 million

44. How many current users are there? 1000+

45. How many years has your software been sold? 21+ years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe Free Live Online demonstration


About AccuZIP, Inc

AccuZIP, Inc., a national software company based in Atascadero, CA, provides feature rich solutions to manage Contact Data Quality, Address Hygiene, USPS Postal Presorting and Compliance and Mail Tracking and Reporting. Since 1992, AccuZIP Inc. has created award-winning, powerful and robust data quality and direct mail software. AccuZIP Inc.’s many products and services are certified by the United States Postal Service at the highest level. The company is also an Accredited Better Business Bureau member with an A+ rating and is SOC 2 Compliant.

AccuZIP Inc. is a leading provider of data quality software. Data is the anchor of any business. It is the base of every business decision, customer relationship, and business investment.

AccuZIP develops many comprehensive tools to ensure that your data has gone through every aspect of data cleansing possible, and is an invaluable tool for any business managing any type of data, including name and address information. Our solutions are designed to be utilized across many industry verticals to streamline, standardize and simplify processes associated with data entry, data management and multi-channel communications.

AccuZIP Inc. develops many products and services, including the industry standard, flag-ship product, AccuZIP6 5.0. These products and services include its popular AccuMUV and AccuMUV48 for move-update compliance, AccuTRACE for IMB and QR Code Tracking, AccuZIP ToolKit for real-time address correction, CASS and NCOALink Cloud solutions, AccuMUVXtreme for CASS and NCOALink with ANKLink processing only, AccuGeoCoder, Palletization, Mail.dat, Manifest Mixed Weight Mailings, Bound Printed Matter presorts, Container Tags Module and ACS Module.

AccuZIP products and services are used throughout the United States and Canada for data quality and mailing in the United States. AccuZIP6 5.0 at its highest level is GOLD PAVE Certified for 100% of the available postal presorts and presort options offered by the USPS PAVE Department. The software is also nationally CASS Certified for ZIP + 4, CRRT, 5-Digit, LACSLink, SuiteLink, eLOT and DPV. For 24 years, AccuZIP, Inc. has built an outstanding reputation for value, service and innovation. Providing excellent, efficient and courteous technical support and customer service for all its products and services is a top priority. AccuZIP Inc. is also the only postal software company in the industry to guarantee 15-minute responses for all e-mails and faxes received during normal business hours.

AccuZIP Inc. also provides alternatives to calling support, through its Live Chat, iSite remote assistance and the comprehensive user forum. Live Chat is the favorite support method utilized by its customers, giving them the option to print a full transcript documenting the entire chat session. All support options are included free of charge with all packages.

Demonstration Video Links:
AccuZIP6 5.0: [http://accuzip.com/video/index.htm](http://accuzip.com/video/index.htm)
AccuTRACE: [http://www.accuzip.com/accutrace/video.htm](http://www.accuzip.com/accutrace/video.htm)

Compare AccuZIP Products to the competition:
AccuZIP6 5.0: [http://www.accuzip.com/competition/index.htm](http://www.accuzip.com/competition/index.htm)
The Survey

**Functionality**

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  **Yes**

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  **Yes**

16. Which of the following can your software/company add to each record?

   16a. Enhanced Line of Travel (eLOT) code  **Included**
   16b. Longitude and latitude for geocoding  **Optional**
   16c. Congressional District Number  **Optional**
   16d. Residential or business location  **Optional**
   16e. Business suite numbers  **Optional**
   16f. FIPS county names  **Optional**
   16g. Other-

17. What address updating services are interfaced at additional cost with the software?
   
   48 months USPS NCOAlink updates, 18 months USPS NCOAlink updates, USPS ANKLink for months 19 to 48

18. Which classes of mail can your software accommodate?  **First, Periodical, Standard, Parcel**

19. Which barcodes does the software support for USPS presort discounts?

   19a. Intelligent Mail® barcode Basic Service  **Standard**
   19b. Intelligent Mail® barcode Full Service  **Standard**

20. Which barcodes does the software support for handling units and containers?

   20a. 10/24 barcode (sacks/trays)  **Standard**
   20b. Intelligent Mail® barcode  **Standard**

21. Which of the following can your software output?

   21a. Mail.dat files  **Standard**
   21b. Mail.xml files  **Standard**
   21c. File for printing of labels and addresses on envelope  **Optional**
   21d. File for printing customized letters  **Optional**
   21e. Other:

22. Which reports can your software produce?

   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

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<tr>
<td>23a. Merge/purge</td>
<td><strong>Standard</strong></td>
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<td>23b. List suppression service</td>
<td><strong>Standard</strong></td>
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<tr>
<td>23c. Co-mailing</td>
<td><strong>Not Available</strong></td>
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<tr>
<td>23d. Palletization</td>
<td><strong>Optional</strong></td>
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</tr>
<tr>
<td>23e. Automation so jobs can be processed unattended</td>
<td><strong>Optional</strong></td>
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<td>23f. Submit electronic documentation to the USPS PostalOne! System</td>
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<td><strong>Optional</strong></td>
<td></td>
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</tbody>
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**Software Compatibility and Usage**

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  **Both**

25. If licensed software, which operating system can your software run on?

   - Windows 10
   - Windows 8
   - Windows 7
   - Windows Vista
   - Unix/Linux
   - CASS - Mainframe

26. If your software is Internet based, or links to the Internet, which web browsers are supported?  **PC-Internet Explorer**

27. What is the maximum number of address records that can be processed annually?  **Unlimited**

28. Are your software updates provided by CD/DVD or via Internet?  **Both**

29. How often is your zip code directory updated?  **Monthly**

30. Which application was the software primarily designed for?  **Both**

31. What languages are supported?  **English**

32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  **Yes**

**Support and Training**

33. Do you have dedicated support staff?  **Yes**

34. Is 24/7 support available?  **Yes-included**

35. How is support provided?  **800 Phone, Email**

36. Is there a cost for support?  **Unlimited free support with annual subscription**

37. What training is provided?  **Onsite, Offsite, Internet**

38. Does the company provide professional/consulting services?  **Yes**

**Purchase Price**

39a. What is the average purchase price?  **Call for quote.**

39b. What is the least expensive option?  **Call for quote.**

39c. What is the cost of a full system?  **Call for quote.**

40. What is the cost of the initial annual subscription for software updates?  **Call for quote.**
41. What is the cost of subsequent annual subscriptions for software updates?  
Call for quote.

42. If the software is available as a service via the Internet, what are the fees?  
Call for quote.

Other Information

43. What is the target weekly mailing volume for your software?  
Unlimited

44. How many current users are there?  
100-249

45. How many years has your software been sold?  
11-20 years

46. Do you provide a free trial?  
Yes

47. If you provide a free trial please describe  
Trial are done via trial agreements by contacting sales.

48. Case studies (URL):

49. Customer testimonials (URL):

50. News releases (URL):

51. White Papers (URL):  
The Survey

Functionality

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink? Yes

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount Yes

16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) cod Included
   16b. Longitude and latitude for geocoding Included
   16c. Congressional District Number Included
   16d. Residential or business location Optional
   16e. Business suite numbers Included
   16f. FIPS county names Included
   16g. Other- DSF2 Walking Sequence Numbers (optional), Address Resolution Services (optional)

17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates, 18 months USPS NCOALink updates, USPS ANKLink for months 19 to 48

18. Which classes of mail can your software accommodate? First, Periodical, Standard, Parcel

19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service Standard
   19b. Intelligent Mail® barcode Full Service Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays) Not Available
   20b. Intelligent Mail® barcode Standard

21. Which of the following can your software output?
   21a. Mail.dat files Standard
   21b. Mail.xml files Standard
   21c. File for printing of labels and addresses on envelope Standard
   21d. File for printing customized letters Standard
   21e. Other: Mail.XML for FAST appointment + eDocs

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically

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Product Name: BCC Mail Manager Full Service
Mailing Address: 75 Josons Dr.
City: Rochester State: NY Zip Code: 14623 Country: USA
Phone: 800-624-5234 Fax: Sales 800 Number: 800-337-0442
Contact Person: Alanna Stage Email: alannas@bccsoftware.com

Web Site: www.bccsoftware.com
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge Standard
23b. List suppression service Optional
23c. Co-mailing Standard
23d. Palletization Standard
23e. Automation so jobs can be processed unattended Standard
23f. Submit electronic documentation to the USPS PostalOne! System Standard
23g. Drop shipping Standard
23h. Dedupe Standard
23i. Edit Mail.dat files Standard
23j. Canadian mail Optional
23k. Mail tracking Optional

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)? Licensed
25. If licensed software, which operating system can your software run on?
   Windows 10, Windows 8, Windows 7, Windows Vista
26. If your software is Internet based, or links to the Internet, which web browsers are supported?
27. What is the maximum number of address records that can be processed annually? Unlimited
28. Are your software updates provided by CD/DVD or via Internet? Both
29. How often is your zip code directory updated? Monthly
30. Which application was the software primarily designed for? Both
31. What languages are supported? English
32. Is the software available in an API mode that can be integrated into Web-based and call-center software? No

Support and Training

33. Do you have dedicated support staff? Yes
34. Is 24/7 support available? Yes-additional fee
35. How is support provided? Phone, 800 Phone, Email
36. Is there a cost for support? Unlimited free support with annual subscription
37. What training is provided? Onsite, Offsite, Internet, Internet (ELS) free, others fee based
38. Does the company provide professional/consulting services? Yes

Purchase Price

39a. What is the average purchase price?
39b. What is the least expensive option?
39c. What is the cost of a full system?
40. What is the cost of the initial annual subscription for software updates?
41. What is the cost of subsequent annual subscriptions for software updates?

42. If the software is available as a service via the Internet, what are the fees?

**Other Information**

43. What is the target weekly mailing volume for your software? **150,000+**

44. How many current users are there? **1000+**

45. How many years has your software been sold? **21+ years**

46. Do you provide a free trial? **Yes**

47. If you provide a free trial please describe **Trial of Mail Manager can be arranged with Sales Team**

48. Case studies (URL):

49. Customer testimonials (URL):

50. News releases (URL):

51. White Papers (URL):
   [http://bccsoftware.com/maintaining-your-contact-data/](http://bccsoftware.com/maintaining-your-contact-data/)
Product Name: Integratec API Platform - Presort Toolkit

Mailing Address: 75 Josons Dr

City: Rochester  State: NY  Zip Code: 14623  Country: USA

Web Site: www.bccsoftware.com

Phone: 585-272-9130  Fax: 585-272-9222

Sales 800 Number: 800-337-0442

Contact Person: Alanna Stage

Email: alannas@bccsoftware.com

The Survey

Functionality

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  No

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  Yes

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   USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge Not Available
23b. List suppression service Not Available
23c. Co-mailing Optional
23d. Palletization Standard
23e. Automation so jobs can be processed unattended Standard
23f. Submit electronic documentation to the USPS PostalOne! System Standard
23g. Drop shipping Optional
23h. Dedupe Not Available
23i. Edit Mail.dat files Not Available
23j. Canadian mail Not Available
23k. Mail tracking Not Available

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?Licensed
25. If licensed software, which operating system can your software run on?
   Windows 10, Windows 8, Windows 7
26. If your software is Internet based, or links to the Internet, which web browsers are supported?
27. What is the maximum number of address records that can be processed annually? Unlimited
28. Are your software updates provided by CD/DVD or via Internet? Both
29. How often is your zip code directory updated?
30. Which application was the software primarily designed for? Both
31. What languages are supported? English
32. Is the software available in an API mode that can be integrated into Web-based and call-center software? Yes

Support and Training

33. Do you have dedicated support staff? Yes
34. Is 24/7 support available? Yes-additional fee
35. How is support provided? Phone, 800 Phone, Email, Knowledge base via Web
36. Is there a cost for support? Unlimited free support with annual subscription
37. What training is provided? Onsite, Offsite, Internet
38. Does the company provide professional/consulting services? Yes

Purchase Price

39a. What is the average purchase price?
39b. What is the least expensive option?
39c. What is the cost of a full system?
40. What is the cost of the initial annual subscription for software updates?
41. What is the cost of subsequent annual subscriptions for software updates?

42. If the software is available as a service via the Internet, what are the fees?

Other Information

43. What is the target weekly mailing volume for your software?  150,000+

44. How many current users are there?

45. How many years has your software been sold?  1-2 years

46. Do you provide a free trial?  Yes

47. If you provide a free trial please describe  Trial of Integratec can be arranged with Sales Team

48. Case studies (URL):

49. Customer testimonials (URL):
http://bccsoftware.com/integratec-api/

50. News releases (URL):
http://bccsoftware.com/news-information/

51. White Papers (URL):
BCC Software

Integratec API Platform – Presort Toolkit

The Integratec API Platform is the only available PAVE certified API using the secure messaging layer, ZeroMQ™ with the CurveZMQ protocol, enabling Integratec to pass even the most stringent security requirements for mailers in industries like healthcare and finance. Without PAVE certification, mailers cannot access the workshare discounts offers by the USPS®. The toolkit handles the presort process beginning to end and can be integrated into new or existing mail preparation workflows. For more information and to read documentation, visit http://bccsoftware.com/integratec-api.
Product Name: Firstlogic DQ10 In-Cloud-U.S. (ACE, DataRight IQ, Match/Consolidate & Presort IQ)

Mailing Address: 3235 Satellite Blvd Ste 300
City: Duluth  State: GA  Zip Code: 30096-8688  Country: USA

Contact Person: Alex Kucera, Director - Solution  Email: alex.kucera@firstlogicsolutions.com

Web Site: www.firstlogicsolutions.com

The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  Yes
15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  Yes
16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) code  Included
   16b. Longitude and latitude for geocoding  Optional
   16c. Congressional District Number  Included
   16d. Residential or business location  Included
   16e. Business suite numbers  Included
   16f. FIPS county names  Included
   16g. Other- Included: DPV, LACSLink, Z4 Change, De-Duplication, Householding - Optional: DSF2

17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates, 18 months USPS NCOALink updates, USPS ANKLink for months 19 to 48

18. Which classes of mail can your software accommodate?  First, Periodical, Standard, Parcel

19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service  Standard
   19b. Intelligent Mail® barcode Full Service  Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays)  Standard
   20b. Intelligent Mail® barcode  Standard

21. Which of the following can your software output?
   21a. Mail.dat files  Standard
   21b. Mail.xml files  Standard
   21c. File for printing of labels and addresses on envelope  Standard
   21d. File for printing customized letters  Standard
   21e. Other:

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  Standard
23b. List suppression service  Standard
23c. Co-mailing  Standard
23d. Palletization  Standard
23e. Automation so jobs can be processed unattended  Not Available
23f. Submit electronic documentation to the USPS PostalOne! System  Not Available
23g. Drop shipping  Standard
23h. Dedupe  Standard
23i. Edit Mail.dat files  Standard
23j. Canadian mail  Not Available
23k. Mail tracking  Optional

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28. Are your software updates provided by CD/DVD or via Internet?  Internet
29. How often is your zip code directory updated?  Monthly
30. Which application was the software primarily designed for?  Direct mail
31. What languages are supported?  English
32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  No

Support and Training

33. Do you have dedicated support staff?  Yes
34. Is 24/7 support available?  Yes-additional fee
35. How is support provided?  Phone, 800 Phone, Email, Knowledge base via Web
36. Is there a cost for support?  Unlimited free support with annual subscription
37. What training is provided?  Onsite, Offsite, Internet
38. Does the company provide professional/consulting services?  Yes

Purchase Price

39a. What is the average purchase price?  Call or Email for Quote
39b. What is the least expensive option?  Call or Email for Quote
39c. What is the cost of a full system?  Call or Email for Quote
40. What is the cost of the initial annual subscription for software updates?  Call or Email for Quote
41. What is the cost of subsequent annual subscriptions for software updates? Call or Email for Quote

42. If the software is available as a service via the Internet, what are the fees? Call or Email for Quote

**Other Information**

43. What is the target weekly mailing volume for your software? *from tens of thousands to tens of millions*

44. How many current users are there? *1000+

45. How many years has your software been sold? *21+ years*

46. Do you provide a free trial? *Yes*

47. If you provide a free trial please describe

48. Case studies (URL):

49. Customer testimonials (URL):

50. News releases (URL):

51. White Papers (URL):
Revolutionize Your Data with Precision, Performance & Productivity
From our first Postmaster General, Benjamin Franklin to the Pony Express, and today’s must-have 2-Day Shipping memberships, mailing systems have been a hub of innovation for information transformation for nearly 250 years. Getting the right stuff to the right people — at the right time — is crucial to building connections throughout the country and around the globe.

Firstlogic Solutions’ Postalsoft software has been delivering trusted results to the mailing and postal industries for over three decades, and we’re ready to fuel the next phase of innovation. The Firstlogic® DQ10 ACE®, DataRight IQ®, Match/Consolidate® platform delivers:

**Precision**
Driven by the industry’s most reliable CASS™ engine, ACE® powered by SAP®, parses and cleanses even the dirtiest data in real-time and batch with updates from USPS® CASS™, NCOA® and DSF2®. And how does ACE do it? It’s the power of the parsing engine.

**Performance**
Our multi-threaded platform corrects, cleanses, de-duplicates, and households data at up to 4X the speed of our competitors. We unlock this potential by offering 3 deployment options: “on-premise” software, “in-cloud” services or a hybrid “on-premise/in-cloud” combination.

**Productivity**
Firstlogic DQ Workflow™ is the first U.S. and International solution that builds custom processes and standard functions with an icon-based, “drag & drop” user interface. By simplifying and automating repeatable processes, our customers have increased quality and productivity while reducing operational time and costs.

**Trusted**
We’re proud to be SAP’s leading Gold Partner specializing in data quality. Our team members have worked with this technology for 25 years; shaping it, supporting it, and sometimes reengineering it to develop the best solutions available. Firstlogic Solutions is also a trusted reseller of SAP’s enterprise data services solutions delivering a unified data quality and data integration solution to measure, improve, consolidate and deliver data anywhere.

Ready to take your data into the fast lane? Call 888-725-7800 for more information or visit FirstlogicSolutions.com for a full list of data quality solutions.
Firstlogic Solutions, LLC

Product Name: Firstlogic DQ10 On-Premise-U.S. (ACE, DataRight IQ, Match/Consolidate & Presort IQ)
Mailing Address: 3235 Satellite Blvd Ste 300
City: Duluth
State: GA
Zip Code: 30096-8688
Country: USA
Phone: 678-256-2900
Contact Person: Alex Kucera, Director - Solution
Email: alex.kucera@firstlogicsolutions.com
Sales 800 Number: 888-725-7800

The Survey

Functionality
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   16b. Longitude and latitude for geocoding Optional
   16c. Congressional District Number Included
   16d. Residential or business location Included
   16e. Business suite numbers Included
   16f. FIPS county names Included
   16g. Other- Included: DPV, LACSLink, Z4 Change, De-Duplication, Householding - Optional: DSF2

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   19b. Intelligent Mail® barcode Full Service Standard
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   21b. Mail.xml files Standard
   21c. File for printing of labels and addresses on envelope Standard
   21d. File for printing customized letters Standard
   21e. Other:
22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically

Web Site: www.firstlogicsolutions.com
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  **Standard**
23b. List suppression service  **Standard**
23c. Co-mailing  **Standard**
23d. Palletization  **Standard**
23e. Automation so jobs can be processed unattended  **Standard**
23f. Submit electronic documentation to the USPS PostalOne! System  **Not Available**
23g. Drop shipping  **Standard**
23h. Dedupe  **Standard**
23i. Edit Mail.dat files  **Standard**
23j. Canadian mail  **Not Available**
23k. Mail tracking  **Optional**

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  **Both**
25. If licensed software, which operating system can your software run on?
   Windows 10, Windows 8, Windows 7, Windows Vista, Unix/Linux
26. If your software is Internet based, or links to the Internet, which web browsers are supported?  **PC-Internet Explorer**
27. What is the maximum number of address records that can be processed annually?  **Unlimited**
28. Are your software updates provided by CD/DVD or via Internet?  **Internet**
29. How often is your zip code directory updated?  **Monthly**
30. Which application was the software primarily designed for?  **Direct mail**
31. What languages are supported?  **English**
32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  **Yes**

Support and Training

33. Do you have dedicated support staff?  **Yes**
34. Is 24/7 support available?  **Yes-additional fee**
35. How is support provided?  **Phone, 800 Phone, Email, Knowledge base via Web**
36. Is there a cost for support?  **Unlimited free support with annual subscription**
37. What training is provided?  **Onsite, Offsite, Internet**
38. Does the company provide professional/consulting services?  **Yes**

Purchase Price

39a. What is the average purchase price?  **Call or Email for Quote**
39b. What is the least expensive option?  **Call or Email for Quote**
39c. What is the cost of a full system?  **Call or Email for Quote**
40. What is the cost of the initial annual subscription for software updates?  **Call or Email for Quote**
Firstlogic Solutions, LLC

41. What is the cost of subsequent annual subscriptions for software updates?  
Call or Email for Quote

42. If the software is available as a service via the Internet, what are the fees?  
Call or Email for Quote

Other Information

43. What is the target weekly mailing volume for your software?  
from tens of thousands to tens of millions

44. How many current users are there?  
1000+

45. How many years has your software been sold?  
21+ years

46. Do you provide a free trial?  
Yes

47. If you provide a free trial please describe

48. Case studies (URL):

49. Customer testimonials (URL):
http://www.firstlogicsolutions.com/customers.aspx

50. News releases (URL):

51. White Papers (URL):
http://www.firstlogicsolutions.com/software.aspx
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**Performance**
Our multi-threaded platform corrects, cleanses, de-duplicates, and households data at up to 4X the speed of our competitors. We unlock this potential by offering 3 deployment options: “on-premise” software, “in-cloud” services or a hybrid “on-premise/in-cloud” combination.

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Firstlogic DQ Workflow™ is the first U.S. and International solution that builds custom processes and standard functions with an icon-based, “drag & drop” user interface. By simplifying and automating repeatable processes, our customers have increased quality and productivity while reducing operational time and costs.

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USPS Trademarks.
The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  **No**
15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount?  **No**
16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) code  **Not Available**
   16b. Longitude and latitude for geocoding  **Optional**
   16c. Congressional District Number  **Not Available**
   16d. Residential or business location  **Not Available**
   16e. Business suite numbers  **Not Available**
   16f. FIPS county names  **Not Available**
   16g. Other- Included: International Address Cleansing for over 200 countries.

17. What address updating services are interfaced at additional cost with the software?

18. Which classes of mail can your software accommodate?

19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service  **Not Available**
   19b. Intelligent Mail® barcode Full Service  **Not Available**

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays)  **Not Available**
   20b. Intelligent Mail® barcode  **Not Available**

21. Which of the following can your software output?
   21a. Mail.dat files  **Not Available**
   21b. Mail.xml files  **Not Available**
   21c. File for printing of labels and addresses on envelope  **Standard**
   21d. File for printing customized letters  **Not Available**
   21e. Other:

22. Which reports can your software produce?
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  Not Available
23b. List suppression service  Not Available
23c. Co-mailing  Not Available
23d. Palletization  Not Available
23e. Automation so jobs can be processed unattended  Standard
23f. Submit electronic documentation to the USPS PostalOne! System  Not Available
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28. Are your software updates provided by CD/DVD or via Internet?  Internet
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Other Information

43. What is the target weekly mailing volume for your software?  from tens of thousands to tens of millions

44. How many current users are there?  1000+

45. How many years has your software been sold?  21+ years

46. Do you provide a free trial?  Yes

47. If you provide a free trial please describe  Contact us to schedule a Discovery call and 30-day Software Trial.

48. Case studies (URL):  

49. Customer testimonials (URL):  
http://www.firstlogicsolutions.com/customers.aspx

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USPS Trademarks.
Firstlogic Solutions, LLC

Company # 08.

Product Name: Firstlogic DQ10 Workflow-U.S.
Mailing Address: 3235 Satellite Blvd Ste 300
City: Duluth State: GA Zip Code: 30096-8688 Country: USA
Phone: 678-256-2900 Fax:
Sales 800 Number: 888-725-7800
Email: alex.kucera@firstlogicsolutions.com
Web Site: www.firstlogicsolutions.com

The Survey

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<table>
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<th>Capability</th>
<th>Standard</th>
<th>Optional</th>
</tr>
</thead>
<tbody>
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**Software Compatibility and Usage**

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   - Windows 10, Windows 8, Windows 7, Windows Vista, Mac OS X

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**Support and Training**

33. Do you have dedicated support staff? **Yes**

34. Is 24/7 support available? **Yes - additional fee**

35. How is support provided? **Phone, 800 Phone, Email, Knowledge base via Web**

36. Is there a cost for support? **Unlimited free support with annual subscription**

37. What training is provided? **Onsite, Offsite, Internet**

38. Does the company provide professional/consulting services? **Yes**

**Purchase Price**

39a. What is the average purchase price? **Call or Email for Quote**

39b. What is the least expensive option? **Call or Email for Quote**

39c. What is the cost of a full system? **Call or Email for Quote**

40. What is the cost of the initial annual subscription for software updates? **Call or Email for Quote**
41. What is the cost of subsequent annual subscriptions for software updates?  
   Call or Email for Quote

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48. Case studies (URL):  

49. Customer testimonials (URL):  
   http://www.firstlogicsolutions.com/customers.aspx

50. News releases (URL):  

51. White Papers (URL):  
   http://www.firstlogicsolutions.com/software.aspx
Revolutionize Your Data with Precision, Performance & Productivity

From our first Postmaster General, Benjamin Franklin to the Pony Express, and today’s must-have 2-Day Shipping memberships, mailing systems have been a hub of innovation for information transformation for nearly 250 years. Getting the right stuff to the right people — at the right time — is crucial to building connections throughout the country and around the globe.

Firstlogic Solutions’ Postalsoft software has been delivering trusted results to the mailing and postal industries for over three decades, and we’re ready to fuel the next phase of innovation. The Firstlogic® DQ10 ACE®, DataRight IQ®, Match/Consolidate® platform delivers:

**Precision**
Driven by the industry’s most reliable CASS™ engine, ACE® powered by SAP®, parses and cleanses even the dirtiest data in real-time and batch with updates from USPS® CASS™, NCOA®, and DSF2®. And how does ACE do it? It’s the power of the parsing engine.

**Performance**
Our multi-threaded platform corrects, cleanses, de-duplicates, and households data at up to 4X the speed of our competitors. We unlock this potential by offering 3 deployment options: “on-premise” software, “in-cloud” services or a hybrid “on-premise/in-cloud” combination.

**Productivity**
Firstlogic DQ Workflow™ is the first U.S. and International solution that builds custom processes and standard functions with an icon-based, “drag & drop” user interface. By simplifying and automating repeatable processes, our customers have increased quality and productivity while reducing operational time and costs.

**Trusted**
We’re proud to be SAP’s leading Gold Partner specializing in data quality. Our team members have worked with this technology for 25 years; shaping it, supporting it, and sometimes reengineering it to develop the best solutions available. Firstlogic Solutions is also a trusted reseller of SAP’s enterprise data services solutions delivering a unified data quality and data integration solution to measure, improve, consolidate and deliver data anywhere.

Ready to take your data into the fast lane? Call 888-725-7800 for more information or visit FirstlogicSolutions.com for a full list of data quality solutions.

Firstlogic, Firstlogic Solutions, ACE, DataRight IQ, Match/Consolidate are registered trademarks of Firstlogic Solutions, LLC. USPS Trademarks.
**Product Name:** FlexMail 4.2

**Mailing Address:** P.O. Box 21612

**City:** Columbia  
**State:** SC  
**Zip Code:** 29221  
**Country:** USA

**Name:** Jamie Spell  
**Email:** js@flex-systems.com

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**The Survey**

**Functionality**

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  **Yes**

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  **Yes**

16. Which of the following can your software/company add to each record?

   - 16a. Enhanced Line of Travel (eLOT) code  **Included**
   - 16b. Longitude and latitude for geocoding  **Not Available**
   - 16c. Congressional District Number  **Included**
   - 16d. Residential or business location  **Included**
   - 16e. Business suite numbers  **Included**
   - 16f. FIPS county names  **Included**
   - 16g. Other-

17. What address updating services are interfaced at additional cost with the software?

   - 48 months USPS NCOALink updates

18. Which classes of mail can your software accommodate?  **First, Periodical, Standard, Parcel**

19. Which barcodes does the software support for USPS presort discounts?

   - 19a. Intelligent Mail® barcode Basic Service  **Standard**
   - 19b. Intelligent Mail® barcode Full Service  **Standard**

20. Which barcodes does the software support for handling units and containers?

   - 20a. 10/24 barcode (sacks/trays)  **Standard**
   - 20b. Intelligent Mail® barcode  **Standard**

21. Which of the following can your software output?

   - 21a. Mail.dat files  **Standard**
   - 21b. Mail.xml files  **Standard**
   - 21c. File for printing of labels and addresses on envelope  **Standard**
   - 21d. File for printing customized letters  **Standard**
   - 21e. Other:

22. Which reports can your software produce?

   - Report showing addresses not codable and the reason,  **USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically**
23. Please indicate whether the following capabilities are standard or optional?
   23a. Merge/purge  Optional
   23b. List suppression service  Optional
   23c. Co-mailing  Not Available
   23d. Palletization  Standard
   23e. Automation so jobs can be processed unattended  Standard
   23f. Submit electronic documentation to the USPS PostalOne! System  Not Available
   23g. Drop shipping  Standard
   23h. Dedupe  Standard
   23i. Edit Mail.dat files  Standard
   23j. Canadian mail  Not Available
   23k. Mail tracking  Standard

Software Compatibility and Usage
24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  Both
25. If licensed software, which operating system can your software run on?
   Windows 10, Windows 8, Windows 7, Windows Vista
26. If your software is Internet based, or links to the Internet, which web browsers are supported?  PC-Internet Explorer
27. What is the maximum number of address records that can be processed annually?  Unlimited
28. Are your software updates provided by CD/DVD or via Internet?  Internet
29. How often is your zip code directory updated?  Continuously
30. Which application was the software primarily designed for?  Both
31. What languages are supported?  English, Spanish, French
32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  No

Support and Training
33. Do you have dedicated support staff?  Yes
34. Is 24/7 support available?  Yes-additional fee
35. How is support provided?  Phone, 800 Phone, Email, Knowledge base via Web
36. Is there a cost for support?  Unlimited free support with annual subscription
37. What training is provided?  Onsite, Offsite, Internet, Included with software
38. Does the company provide professional/consulting services?  Yes

Purchase Price
39a. What is the average purchase price?  $1,497
39b. What is the least expensive option?  $795
39c. What is the cost of a full system?  $4,790
40. What is the cost of the initial annual subscription for software updates?  Based on software edition
41. What is the cost of subsequent annual subscriptions for software updates? Based on software edition

42. If the software is available as a service via the Internet, what are the fees? Based on subscription level

Other Information

43. What is the target weekly mailing volume for your software? 200 - 10,000,000

44. How many current users are there? 1000+

45. How many years has your software been sold? 21+ years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe Full professional edition with 1000 mail list processing file limit

48. Case studies (URL):

49. Customer testimonials (URL):

50. News releases (URL):

51. White Papers (URL):
Product Name: FlexStream 1.2

The Survey

Functionality

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  Yes

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  Yes

16. Which of the following can your software/company add to each record?
   - 16a. Enhanced Line of Travel (eLOT) code  Included
   - 16b. Longitude and latitude for geocoding  Not Available
   - 16c. Congressional District Number  Included
   - 16d. Residential or business location  Included
   - 16e. Business suite numbers  Included
   - 16f. FIPS county names  Included
   - 16g. Other-

17. What address updating services are interfaced at additional cost with the software?
   - 48 months USPS NCOALink updates

18. Which classes of mail can your software accommodate?  First, Periodical, Standard, Parcel

19. Which barcodes does the software support for USPS presort discounts?
   - 19a. Intelligent Mail® barcode Basic Service  Standard
   - 19b. Intelligent Mail® barcode Full Service  Standard

20. Which barcodes does the software support for handling units and containers?
   - 20a. 10/24 barcode (sacks/trays)  Standard
   - 20b. Intelligent Mail® barcode  Standard

21. Which of the following can your software output?
   - 21a. Mail.dat files  Standard
   - 21b. Mail.xml files  Standard
   - 21c. File for printing of labels and addresses on envelope  Standard
   - 21d. File for printing customized letters  Standard

22. Which reports can your software produce?
   - Report showing addresses not codable and the reason,
   - USPS postage statements,
   - Presort documentation,
   - Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  Optional
23b. List suppression service  Optional
23c. Co-mailing  Not Available
23d. Palletization  Standard
23e. Automation so jobs can be processed unattended  Standard
23f. Submit electronic documentation to the USPS PostalOne! System  Not Available
23g. Drop shipping  Standard
23h. Dedupe  Standard
23i. Edit Mail.dat files  Standard
23j. Canadian mail  Not Available
23k. Mail tracking  Standard

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  Both
25. If licensed software, which operating system can your software run on?
   Windows 10, Windows 8, Windows 7, Windows Vista
26. If your software is Internet based, or links to the Internet, which web browsers are supported?  PC-Internet Explorer
27. What is the maximum number of address records that can be processed annually?  Unlimited
28. Are your software updates provided by CD/DVD or via Internet?  Internet
29. How often is your zip code directory updated?  Continuously
30. Which application was the software primarily designed for?  Both
31. What languages are supported?  English, Spanish, French
32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  No

Support and Training

33. Do you have dedicated support staff?  Yes
34. Is 24/7 support available?  Yes-additional fee
35. How is support provided?  Phone, 800 Phone, Email, Knowledge base via Web
36. Is there a cost for support?  Unlimited free support with annual subscription
37. What training is provided?  Onsite, Offsite, Internet, Included with software
38. Does the company provide professional/consulting services?  Yes

Purchase Price

39a. What is the average purchase price?  $4,945
39b. What is the least expensive option?  $1,750
39c. What is the cost of a full system?  $8,045
40. What is the cost of the initial annual subscription for software updates?  Based on software edition
41. What is the cost of subsequent annual subscriptions for software updates? Based on software edition

42. If the software is available as a service via the Internet, what are the fees? Based on subscription level

Other Information

43. What is the target weekly mailing volume for your software? 500 - 200,000

44. How many current users are there? 1000+

45. How many years has your software been sold? 6-10 years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe Full professional edition with 1000 mail list processing file limit

48. Case studies (URL):

49. Customer testimonials (URL):

50. News releases (URL):

51. White Papers (URL):
Product Name: A-Qua Mailer command
Mailing Address: 2 Pine Tree Dr Ste 302
City: Arden Hills State: MN Zip Code: 55112 Country: USA
Contact Person: Sales Team Phone: 651-203-8200
Email: sales@lortondata.com
Sales 800 Number: 651-203-8299

The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink? Yes
15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount Yes
16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) code Included
   16b. Longitude and latitude for geocoding Not Available
   16c. Congressional District Number Optional
   16d. Residential or business location Optional
   16e. Business suite numbers Included
   16f. FIPS county names Optional
   16g. Other- Optional: DSF2

17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates, 18 months USPS NCOALink updates,

18. Which classes of mail can your software accommodate? First, Periodical, Standard, Parcel
19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service Standard
   19b. Intelligent Mail® barcode Full Service Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays) Not Available
   20b. Intelligent Mail® barcode Standard

21. Which of the following can your software output?
   21a. Mail.dat files Standard
   21b. Mail.xml files Standard
   21c. File for printing of labels and addresses on envelope Standard
   21d. File for printing customized letters Optional
   21e. Other: Shipping Services File

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation,
   Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  Optional
23b. List suppression service  Optional
23c. Co-mailing  Not Available
23d. Palletization  Standard
23e. Automation so jobs can be processed unattended  Optional
23f. Submit electronic documentation to the USPS PostalOne! System  Not Available
23g. Drop shipping  Standard
23h. Dedupe  Standard
23i. Edit Mail.dat files  Not Available
23j. Canadian mail
23k. Mail tracking

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  SaaS
25. If licensed software, which operating system can your software run on?
   Windows 10, Windows 8, Windows 7, Unix/Linux
26. If your software is Internet based, or links to the Internet, which web browsers are supported?  Mac & PC Browsers
27. What is the maximum number of address records that can be processed annually?  Unlimited
28. Are your software updates provided by CD/DVD or via Internet?
29. How often is your zip code directory updated?  Monthly
30. Which application was the software primarily designed for?  Both
31. What languages are supported?  English
32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  Limited

Support and Training

33. Do you have dedicated support staff?  Yes
34. Is 24/7 support available?  Yes-additional fee
35. How is support provided?  Phone, Email, Web-based chat
36. Is there a cost for support?  Limited free support with annual subscription
37. What training is provided?  Internet, Included with software, Live Online Demos
38. Does the company provide professional/consulting services?  Yes

Purchase Price

39a. What is the average purchase price?  $4,495
39b. What is the least expensive option?  $1,925
39c. What is the cost of a full system?  Varies
40. What is the cost of the initial annual subscription for software updates?  N/A
41. What is the cost of subsequent annual subscriptions for software updates?  
   Contact Sales for Information

42. If the software is available as a service via the Internet, what are the fees?  
   Quoted

Other Information

43. What is the target weekly mailing volume for your software?  
   None

44. How many current users are there?  
   Jan-49

45. How many years has your software been sold?  
   1-2 years

46. Do you provide a free trial?  
   Yes

47. If you provide a free trial please describe  
   One month free trial

48. Case studies (URL):

49. Customer testimonials (URL):

50. News releases (URL):

51. White Papers (URL):
Product Name: A-Qua Mailer desktop

Mailing Address: 2 Pine Tree Dr Ste 302

City: Arden Hills
State: MN
Zip Code: 55112
Country: USA

Phone: 651-203-8200
Fax: 651-203-8299
Sales 800 Number:

The Survey

Functionality

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  Yes

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  Yes

16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) code  Included
   16b. Longitude and latitude for geocoding  Optional
   16c. Congressional District Number  Optional
   16d. Residential or business location  Optional
   16e. Business suite numbers  Included
   16f. FIPS county names  Optional
   16g. Other:  Optional: DSF2

17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates

18. Which classes of mail can your software accommodate?  First, Periodical, Standard, Parcel

19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service  Standard
   19b. Intelligent Mail® barcode Full Service  Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays)
   20b. Intelligent Mail® barcode  Standard

21. Which of the following can your software output?
   21a. Mail.dat files  Standard
   21b. Mail.xml files  Standard
   21c. File for printing of labels and addresses on envelope  Standard
   21d. File for printing customized letters  Optional
   21e. Other:  Shipping Services File

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  **Standard**  
23b. List suppression service  **Standard**  
23c. Co-mailing  **Not Available**  
23d. Palletization  **Optional**  
23e. Automation so jobs can be processed unattended  **Optional**  
23f. Submit electronic documentation to the USPS PostalOne! System  **Standard**  
23g. Drop shipping  **Standard**  
23h. Dedupe  **Standard**  
23i. Edit Mail.dat files  **Standard**  
23j. Canadian mail  
23k. Mail tracking

**Software Compatibility and Usage**

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  **SaaS**

25. If licensed software, which operating system can your software run on?  
   - Windows 10, Windows 8, Windows 7, Unix/Linux

26. If your software is Internet based, or links to the Internet, which web browsers are supported?

27. What is the maximum number of address records that can be processed annually?  **Unlimited**

28. Are your software updates provided by CD/DVD or via Internet?  **Internet**

29. How often is your zip code directory updated?  **Monthly**

30. Which application was the software primarily designed for?  **Both**

31. What languages are supported?  **English**

32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  **Limited**

**Support and Training**

33. Do you have dedicated support staff?  **Yes**

34. Is 24/7 support available?  **Yes—additional fee**

35. How is support provided?  **Phone, Email, Web-based chat**

36. Is there a cost for support?  **Limited free support with annual subscription**

37. What training is provided?  **Internet, Tutorials and Live Online Demos**

38. Does the company provide professional/consulting services?  **Yes**

**Purchase Price**

39a. What is the average purchase price?  **$2,995**

39b. What is the least expensive option?  **$995**

39c. What is the cost of a full system?  **Varies**

40. What is the cost of the initial annual subscription for software updates?  **N/A**
41. What is the cost of subsequent annual subscriptions for software updates? Contact Sales for Information

42. If the software is available as a service via the Internet, what are the fees? Quoted

Other Information

43. What is the target weekly mailing volume for your software? None

44. How many current users are there? 1000+

45. How many years has your software been sold? 3-5 years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe One month free trial

48. Case studies (URL):

49. Customer testimonials (URL):

50. News releases (URL):

51. White Papers (URL):
The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  Yes
15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  Yes
16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) code Included
   16b. Longitude and latitude for geocoding Optional
   16c. Congressional District Number Optional
   16d. Residential or business location Optional
   16e. Business suite numbers Included
   16f. FIPS county names Optional
   16g. Other- Optional: DSF2, proprietary address correction & COA, telephone append, email append, and more

17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates, 18 months USPS NCOALink updates,
18. Which classes of mail can your software accommodate?  First, Periodical, Standard, Parcel
19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service Standard
   19b. Intelligent Mail® barcode Full Service Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays)
   20b. Intelligent Mail® barcode Standard

21. Which of the following can your software output?
   21a. Mail.dat files Standard
   21b. Mail.xml files Standard
   21c. File for printing of labels and addresses on envelope Standard
   21d. File for printing customized letters Optional
   21e. Other: Shipping Services File

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  **Optional**
23b. List suppression service  **Optional**
23c. Co-mailing  **Not Available**
23d. Palletization  **Standard**
23e. Automation so jobs can be processed unattended  **Not Available**
23f. Submit electronic documentation to the USPS PostalOne! System  **Not Available**
23g. Drop shipping  **Standard**
23h. Dedupe  **Standard**
23i. Edit Mail.dat files  **Not Available**
23j. Canadian mail

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  **SaaS**
25. If licensed software, which operating system can your software run on?

26. If your software is Internet based, or links to the Internet, which web browsers are supported?  **Mac & PC Browsers**
27. What is the maximum number of address records that can be processed annually?  **Unlimited**
28. Are your software updates provided by CD/DVD or via Internet?
29. How often is your zip code directory updated?  **Monthly**
30. Which application was the software primarily designed for?  **Both**
31. What languages are supported?  **English**
32. Is the software available in an API mode that can be integrated into Web-based and call-center software?

Support and Training

33. Do you have dedicated support staff?  **Yes**
34. Is 24/7 support available?  **Yes-additional fee**
35. How is support provided?  **Phone, Email, Web-based chat**
36. Is there a cost for support?  **Limited free support with annual subscription**
37. What training is provided?  **Internet, Tutorials and Live Online Demos**
38. Does the company provide professional/consulting services?  **Yes**

Purchase Price

39a. What is the average purchase price?  **$2,995**
39b. What is the least expensive option?  **$425**
39c. What is the cost of a full system?  **Varies**
40. What is the cost of the initial annual subscription for software updates?  **N/A**
41. What is the cost of subsequent annual subscriptions for software updates?  
   N/A

42. If the software is available as a service via the Internet, what are the fees?  
   Quoted

Other Information

43. What is the target weekly mailing volume for your software?  
   None

44. How many current users are there?  
   1000+

45. How many years has your software been sold?  
   6-10 years

46. Do you provide a free trial?  
   Yes

47. If you provide a free trial please describe  
   One month free trial

48. Case studies (URL):

49. Customer testimonials (URL):

50. News releases (URL):

51. White Papers (URL):
Product Name: MAILERS+4
Mailing Address: 22382 Avenida Empresa
City: Rancho Santa Margarita State: CA Zip Code: 92688-2112 Country: USA
Contact Person: Greg Brown Phone: 949-858-3000 Fax: 949-589-5211
Email: greg@melissadata.com
Phone: 949-858-3000 Fax: 949-589-5211
Sales 800 Number: 800-800-MAIL
Web Site: www.MelissaData.com

The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink? Yes
15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount Yes
16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) cod Included
   16b. Longitude and latitude for geocoding Included
   16c. Congerssional District Number Included
   16d. Residential or business location Optional
   16e. Business suite numbers Included
   16f. FIPS county names Included
   16g. Other- Residential suite numbers (included); Canadian addressing (optional)

17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates, 18 months USPS NCOALink updates, USPS ANKLink for months 19 to 48
18. Which classes of mail can your software accommodate? First, Periodical, Standard
19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service Standard
   19b. Intelligent Mail® barcode Full Service Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays) Standard
   20b. Intelligent Mail® barcode Standard

21. Which of the following can your software output?
   21a. Mail.dat files Standard
   21b. Mail.xml files Standard
   21c. File for printing of labels and addresses on envelope Standard
   21d. File for printing customized letters Standard
   21e. Other:

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  **Standard**
23b. List suppression service  **Optional**
23c. Co-mailing
23d. Palletization  **Optional**
23e. Automation so jobs can be processed unattended  **Standard**
23f. Submit electronic documentation to the USPS PostalOne! System  **Standard**
23g. Drop shipping  **Not Available**
23h. Dedupe  **Standard**
23i. Edit Mail.dat files  **Not Available**
23j. Canadian mail  **Optional**
23k. Mail tracking

**Software Compatibility and Usage**

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  **Licensed**
25. If licensed software, which operating system can your software run on?  
   Windows 10, Windows 8, Windows 7, Windows Vista,
26. If your software is Internet based, or links to the Internet, which web browsers are supported?  
27. What is the maximum number of address records that can be processed annually?  **Unlimited**
28. Are your software updates provided by CD/DVD or via Internet?  **Both**
29. How often is your zip code directory updated?  **Monthly**
30. Which application was the software primarily designed for?  **Direct mail**
31. What languages are supported?  **English**
32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  

**Support and Training**

33. Do you have dedicated support staff?  **Yes**
34. Is 24/7 support available?  **No**
35. How is support provided?  **Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web**
36. Is there a cost for support?  **Unlimited free support with annual subscription**
37. What training is provided?  **Internet, Included with software**
38. Does the company provide professional/consulting services?  **Yes**

**Purchase Price**

39a. What is the average purchase price?  **$1,695**
39b. What is the least expensive option?  **$1,695**
39c. What is the cost of a full system?
40. What is the cost of the initial annual subscription for software updates?  **$1,695**
41. What is the cost of subsequent annual subscriptions for software updates? $1,695

42. If the software is available as a service via the Internet, what are the fees?

Other Information

43. What is the target weekly mailing volume for your software? Unlimited

44. How many current users are there? 1000+

45. How many years has your software been sold? 11-20 years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe 14-day, fully functional free trial

48. Case studies (URL):

49. Customer testimonials (URL):

50. News releases (URL):

51. White Papers (URL):
Add-on functions: Canadian address verification; SmartMover Canadian and US real-time NCOA, palletization, residential/business delivery type indicator; lat/long to the ZIP+4 level. Standard features include: area code updates; name parse/gender; address-plus (appends missing apartment numbers).
**Pitney Bowes**

Company # 15.

<table>
<thead>
<tr>
<th>Product Name:</th>
<th>ConnectRight Mailer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mailing Address:</td>
<td>27 Waterview Drive</td>
</tr>
<tr>
<td>City:</td>
<td>Shelton</td>
</tr>
<tr>
<td>State:</td>
<td>CT</td>
</tr>
<tr>
<td>Zip Code:</td>
<td>06484-0021</td>
</tr>
<tr>
<td>Country:</td>
<td>USA</td>
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<tr>
<td>Phone:</td>
<td>905-219-3196</td>
</tr>
<tr>
<td>Fax:</td>
<td></td>
</tr>
<tr>
<td>Contact Person:</td>
<td>Ross McKenzie</td>
</tr>
<tr>
<td>Email:</td>
<td><a href="mailto:ross.mckenzie@pb.com">ross.mckenzie@pb.com</a></td>
</tr>
<tr>
<td>Web Site:</td>
<td><a href="http://www.pb.com">http://www.pb.com</a></td>
</tr>
</tbody>
</table>

### The Survey

**Functionality**

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  **Yes**

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount?  **Yes**

16. Which of the following can your software/company add to each record?
   - 16a. Enhanced Line of Travel (eLOT) code  **Included**
   - 16b. Longitude and latitude for geocoding  **Included**
   - 16c. Congressional District Number  **Included**
   - 16d. Residential or business location  **Not Available**
   - 16e. Business suite numbers  **Included**
   - 16f. FIPS county names  **Included**
   - 16g. Other-  **Not Available**

17. What address updating services are interfaced at additional cost with the software?  **48 months USPS NCOALink updates**

18. Which classes of mail can your software accommodate?  **First, Periodical, Standard, Parcel**

19. Which barcodes does the software support for USPS presort discounts?
   - 19a. Intelligent Mail® barcode Basic Service  **Standard**
   - 19b. Intelligent Mail® barcode Full Service  **Standard**

20. Which barcodes does the software support for handling units and containers?
   - 20a. 10/24 barcode (sacks/trays)  **Optional**
   - 20b. Intelligent Mail® barcode  **Standard**

21. Which of the following can your software output?
   - 21a. Mail.dat files  **Standard**
   - 21b. Mail.xml files  **Standard**
   - 21c. File for printing of labels and addresses on envelope  **Standard**
   - 21d. File for printing customized letters  **Standard**
   - 21e. Other:  **Not Available**

22. Which reports can your software produce?
   - Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically

Web Site: http://www.pb.com
23. Please indicate whether the following capabilities are standard or optional?

<table>
<thead>
<tr>
<th>Capability</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Merge/purge</td>
<td>Standard</td>
</tr>
<tr>
<td>List suppression service</td>
<td>Standard</td>
</tr>
<tr>
<td>Co-mailing</td>
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</tr>
<tr>
<td>Palletization</td>
<td>Optional</td>
</tr>
<tr>
<td>Automation so jobs can be processed unattended</td>
<td>Optional</td>
</tr>
<tr>
<td>Dedupe</td>
<td>Standard</td>
</tr>
<tr>
<td>Drop shipping</td>
<td>Optional</td>
</tr>
<tr>
<td>Send Mail.dat files</td>
<td></td>
</tr>
<tr>
<td>Canadian mail</td>
<td>Optional</td>
</tr>
<tr>
<td>Mail tracking</td>
<td>Optional</td>
</tr>
</tbody>
</table>

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?

25. If licensed software, which operating system can your software run on?

26. If your software is Internet based, or links to the Internet, which web browsers are supported?

27. What is the maximum number of address records that can be processed annually?  Unlimited

28. Are your software updates provided by CD/DVD or via Internet?  Internet

29. How often is your zip code directory updated?  Monthly

30. Which application was the software primarily designed for?  Both

31. What languages are supported?  English

32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  Limited

Support and Training

33. Do you have dedicated support staff?  Yes

34. Is 24/7 support available?  No

35. How is support provided?  Phone, 800 Phone, Email, Web-based chat

36. Is there a cost for support?  Unlimited free support with annual subscription

37. What training is provided?  Onsite, Internet, Included with software

38. Does the company provide professional/consulting services?  Yes

Purchase Price

39a. What is the average purchase price?  Call for Quote

39b. What is the least expensive option?  Call for Quote

39c. What is the cost of a full system?  Call for Quote

40. What is the cost of the initial annual subscription for software updates?  Call for Quote
41. What is the cost of subsequent annual subscriptions for software updates?  Call for Quote

42. If the software is available as a service via the Internet, what are the fees?  Call for Quote

Other Information

43. What is the target weekly mailing volume for your software? 1000+

44. How many current users are there? 1000+

45. How many years has your software been sold? 21+ years

46. Do you provide a free trial? No

47. If you provide a free trial please describe Contact Sales

48. Case studies (URL):

49. Customer testimonials (URL):

50. News releases (URL):

51. White Papers (URL):
The right address is everything. Getting your mail delivered should be easy.
ConnectRight Mailer makes it easy to maintain accurate addresses so that you can mail with confidence, knowing you have the latest USPS information. And, by keeping your data up-to-date, you have more time to focus on your business. The address data software integrates powerful correction capabilities with USPS® presort services in a simple to use, intuitive format. Process mailing lists with a single click. Drag and drop your mail list for hands-off processing. Ensure the best postage rates possible. And do it all with one powerful solution.

Deliver mail to your customers on time
Reach your customers on time even after they’ve moved with mail as current as the USPS. ConnectRight Mailer uses full service NCOALink to proactively obtain change of address information.

Your mail will reach rural customers, too.
As times change so too do street names and addresses. ConnectRight Mailer adapts with these changes seamlessly—and automatically. ConnectRight Mailer determines if address conversion is required and then returns any converted address in a standardized, clean format.

Presort Features
- PAVE™ Gold certified postal presorting
- Mail.Dat Electronic Documentation
- Full Service IMb™ Ready
- Firm Bundles
- Periodicals
- Package Services*
- Palletization*
- Mixed Weights*

*Features part of the ConnectRight Mailer Business Services Suite

Data Quality Features
- CASS Certified™ for address correction, includes DPV®, LACSLink®
- Adds missing postal data ZIP + 4®, and eLOT®
- Full Service NCOALink®
- Manage Duplicates
- Record Filtering
- Geocoding
- List Suppression
Postage $aver Software

Product Name: Postage $aver for Windows v8.13 / Postage $aver for Mac v8.13

Mailing Address: 1712 Morrow Street
City: Austin
State: TX
Zip Code: 78757
Country: USA

Phone: 713-334-5274
Fax: 832-201-0632

Contact Person: Scott Hochberg
Email: scott@savepostage.com
Sales 800 Number:

Web Site: SavePostage.com

The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  No
15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  Yes
16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) code
   16b. Longitude and latitude for geocoding
   16c. Congressional District Number
   16d. Residential or business location
   16e. Business suite numbers
   16f. FIPS county names
   16g. Other-

17. What address updating services are interfaced at additional cost with the software?

18. Which classes of mail can your software accommodate?  First, Periodical, Standard, Parcel

19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service  Optional
   19b. Intelligent Mail® barcode Full Service  Optional

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays)  Not Available
   20b. Intelligent Mail® barcode  Standard

21. Which of the following can your software output?
   21a. Mail.dat files  Not Available
   21b. Mail.xml files  Standard
   21c. File for printing of labels and addresses on envelope  Standard
   21d. File for printing customized letters  Standard
   21e. Other: SSF file for package services

22. Which reports can your software produce?
   USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge
23b. List suppression service
23c. Co-mailing
23d. Palletization
23e. Automation so jobs can be processed unattended Standard
23f. Submit electronic documentation to the USPS PostalOne! System
23g. Drop shipping
23h. Dedupe
23i. Edit Mail.dat files
23j. Canadian mail
23k. Mail tracking

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?Licensed

25. If licensed software, which operating system can your software run on?
   Windows 10, Windows 8, Windows 7, Windows Vista, Mac OS X

26. If your software is Internet based, or links to the Internet, which web browsers are supported?

27. What is the maximum number of address records that can be processed annually?Unlimited

28. Are your software updates provided by CD/DVD or via Internet?Both

29. How often is your zip code directory updated?

30. Which application was the software primarily designed for?Both

31. What languages are supported?English

32. Is the software available in an API mode that can be integrated into Web-based and call-center software?Yes

Support and Training

33. Do you have dedicated support staff?Yes

34. Is 24/7 support available?No

35. How is support provided?Phone, Email

36. Is there a cost for support?Unlimited free support with annual subscription

37. What training is provided?Included with software

38. Does the company provide professional/consulting services?No

Purchase Price

39a. What is the average purchase price?$79.50

39b. What is the least expensive option?$35.00

39c. What is the cost of a full system?$79.50

40. What is the cost of the initial annual subscription for software updates?included in purchase
41. What is the cost of subsequent annual subscriptions for software updates? $20 for 24 months

42. If the software is available as a service via the Internet, what are the fees?

Other Information

43. What is the target weekly mailing volume for your software? 200-100,000

44. How many current users are there? 1000+

45. How many years has your software been sold? 21+ years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe 45-day full-featured demo via download

48. Case studies (URL):

49. Customer testimonials (URL):

savepostage.com

50. News releases (URL):

savepostage.com/update

51. White Papers (URL):
Postage $aver is great for small businesses, churches, newspapers, non-profits, or anyone preparing bulk mail in-house. Postage $aver is always kept up-to-date with the latest postal changes, and is updated for all current postage rates, sorting changes, and postage statement forms.

And it's the ONLY PAVE-certified and ZAP-certified software that runs on both Windows machines and Macs!

Postage $aver sorts your mailing list in postal bulk mail order, prints the postage statement, price qualification report, and barcoded tray/sack tags, calculates all postage amounts and discounts including nonprofit rates, and prints step-by-step packaging/traying instructions. Click here for sample printouts.

◆ Pro version includes our Smart Barcoder Intelligent Mail barcoding (IMB) software and font at no extra charge. Certified by USPS to meet the "unique serial number" requirement for full-service barcoding.

◆ User-friendly - Learn how to use it in just minutes. Complete help file included.

◆ Updated with the latest postal sorting changes. Includes all future updates for a full year FREE. After the first year, renew for as little as $20 per year.

◆ PAVE-certified and ZAP-certified for accuracy by the U. S. Postal Service. If your post office questions the way you have prepared your mailing, we'll help you find and correct the problem. Mac users: Postage $aver for Mac is the ONLY postal sorting software for Macintosh that is certified by USPS!

◆ Works with your existing mailing list software, including Excel, Access, dBase, Filemaker Pro, and most others, so you save time and money and don't have to start from scratch.
Product Name: Bulk Mailer Business

Mailing Address: 1301 5th Ave Suite 2200

City: Seattle

State: WA

Zip Code: 98101-2676

Country: USA

Phone: 206-357-2900

Fax: 206-357-2901

Sales 800 Number: 800-553-6477

Web Site: www.satorisoftware.com

The Survey

Functionality

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLInk? Yes

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount? Yes

16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) code Included
   16b. Longitude and latitude for geocoding Optional
   16c. Congressional District Number Optional
   16d. Residential or business location Optional
   16e. Business suite numbers Included
   16f. FIPS county names Optional
   16g. Other - Census Information, Apartment append, deceased, correctional and do-not-mail flags (all oflags)

17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates

18. Which classes of mail can your software accommodate? First, Periodical, Standard, Parcel

19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service Standard
   19b. Intelligent Mail® barcode Full Service Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays) Not Available
   20b. Intelligent Mail® barcode Standard

21. Which of the following can your software output?
   21a. Mail.dat files Standard
   21b. Mail.xml files Standard
   21c. File for printing of labels and addresses on envelope Standard
   21d. File for printing customized letters Standard
   21e. Other:

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  Optional
23b. List suppression service  Optional
23c. Co-mailing  Not Available
23d. Palletization  Optional
23e. Automation so jobs can be processed unattended  Not Available
23f. Submit electronic documentation to the USPS PostalOne! System  Standard
23g. Drop shipping  Standard
23h. Dedupe  Standard
23i. Edit Mail.dat files  Standard
23j. Canadian mail  Not Available
23k. Mail tracking  Optional

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  Licensed

25. If licensed software, which operating system can your software run on?
   Windows 10, Windows 8, Windows 7

26. If your software is Internet based, or links to the Internet, which web browsers are supported?  Mac & PC Browsers

27. What is the maximum number of address records that can be processed annually?  Unlimited

28. Are your software updates provided by CD/DVD or via Internet?  Both

29. How often is your zip code directory updated?  Monthly

30. Which application was the software primarily designed for?  Both

31. What languages are supported?  English

32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  No

Support and Training

33. Do you have dedicated support staff?  Yes

34. Is 24/7 support available?  No

35. How is support provided?  Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web

36. Is there a cost for support?  Unlimited free support with annual subscription

37. What training is provided?  Onsite, Offsite, Internet, Included with software

38. Does the company provide professional/consulting services?  Yes

Purchase Price

39a. What is the average purchase price?  $3,895

39b. What is the least expensive option?  Call for pricing

39c. What is the cost of a full system?  Call for pricing

40. What is the cost of the initial annual subscription for software updates?  Included
41. What is the cost of subsequent annual subscriptions for software updates?  $2,395

42. If the software is available as a service via the Internet, what are the fees?

**Other Information**

43. What is the target weekly mailing volume for your software?  \(10,000+10,000,000\)

44. How many current users are there?  250-499

45. How many years has your software been sold?  6-10 years

46. Do you provide a free trial?  Yes

47. If you provide a free trial please describe  Up to 30 days use of all standard features

48. Case studies (URL):  
http://www.satorisoftware.com/mail-solutions/challenges/

49. Customer testimonials (URL):  
http://www.satorisoftware.com/mail-solutions/challenges/

50. News releases (URL):  
http://www.satorisoftware.com/support/knowledgebase/release-notes/

51. White Papers (URL):  
http://www.satorisoftware.com/mail-solutions/learn/
Product Name: Bulk Mailer Professional

Mailing Address: 1301 5th Ave Suite 2200
Phone: 206-357-2900 Fax: 206-357-2901
Sales 800 Number: 800-553-6477
Email: sales@satorisoftware.com

Web Site: www.satorisoftware.com

The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  Yes
15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  Yes
16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) code  Included
   16b. Longitude and latitude for geocoding  Optional
   16c. Congressional District Number  Optional
   16d. Residential or business location  Optional
   16e. Business suite numbers  Included
   16f. FIPS county names  Optional
   16g. Other- Census Information, Apartment append, deceased, correctional and do-not-mail flags (all option)

17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates
18. Which classes of mail can your software accommodate?  First, Periodical, Standard, Parcel
19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service  Standard
   19b. Intelligent Mail® barcode Full Service  Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays)  Not Available
   20b. Intelligent Mail® barcode  Standard

21. Which of the following can your software output?
   21a. Mail.dat files  Standard
   21b. Mail.xml files  Standard
   21c. File for printing of labels and addresses on envelope  Standard
   21d. File for printing customized letters  Standard
   21e. Other:

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  **Optional**
23b. List suppression service  **Optional**
23c. Co-mailing  **Not Available**
23d. Palletization  **Optional**
23e. Automation so jobs can be processed unattended  **Not Available**
23f. Submit electronic documentation to the USPS PostalOne! System  **Standard**
23g. Drop shipping  **Standard**
23h. Dedupe  **Standard**
23i. Edit Mail.dat files  **Standard**
23j. Canadian mail  **Not Available**
23k. Mail tracking  **Optional**

**Software Compatibility and Usage**

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  **Licensed**
25. If licensed software, which operating system can your software run on?  
   Windows 10, Windows 8, Windows 7, Windows Vista
26. If your software is Internet based, or links to the Internet, which web browsers are supported?  **Mac & PC Browsers**
27. What is the maximum number of address records that can be processed annually?  **Unlimited**
28. Are your software updates provided by CD/DVD or via Internet?  **Both**
29. How often is your zip code directory updated?  **Monthly**
30. Which application was the software primarily designed for?  **Both**
31. What languages are supported?  **English**
32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  **No**

**Support and Training**

33. Do you have dedicated support staff?  **Yes**
34. Is 24/7 support available?  **No**
35. How is support provided?  **Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web**
36. Is there a cost for support?  **Unlimited free support with annual subscription**
37. What training is provided?  **Onsite, Offsite, Internet, Included with software**
38. Does the company provide professional/consulting services?  **Yes**

**Purchase Price**

39a. What is the average purchase price?  **$2,895**
39b. What is the least expensive option?  **Call for pricing**
39c. What is the cost of a full system?  **Call for pricing**
40. What is the cost of the initial annual subscription for software updates?  **Included**
41. What is the cost of subsequent annual subscriptions for software updates? $1,895

42. If the software is available as a service via the Internet, what are the fees?

Other Information

43. What is the target weekly mailing volume for your software? 50-5,000,000

44. How many current users are there? 1000+

45. How many years has your software been sold? 11-20 years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe Up to 30 days use of all standard features

48. Case studies (URL):
http://www.satorisoftware.com/mail-solutions/challenges/

49. Customer testimonials (URL):
http://www.satorisoftware.com/mail-solutions/challenges/

50. News releases (URL):
http://www.satorisoftware.com/support/knowledgebase/release-notes/

51. White Papers (URL):
http://www.satorisoftware.com/mail-solutions/learn/
Company #: 19.

Product Name: Bulk Mailer Standard
Web Site: www.satorisoftware.com

Mailing Address: 1301 5th Ave Suite 2200

Contact Person: Corey Smith Phone: 206-357-2900 Fax: 206-357-2901
Email: sales@satorisoftware.com Sales 800 Number: 800-553-6477

The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  Yes
15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  Yes
16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) cod Included
   16b. Longitude and latitude for geocoding Not Available
   16c. Congressional District Number Not Available
   16d. Residential or business location Not Available
   16e. Business suite numbers Included
   16f. FIPS county names Not Available
   16g. Other-

17. What address updating services are interfaced at additional cost with the software? 48 months USPS NCOALink updates
18. Which classes of mail can your software accommodate? First, Periodical, Standard
19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service Standard
   19b. Intelligent Mail® barcode Full Service Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays) Not Available
   20b. Intelligent Mail® barcode Standard
21. Which of the following can your software output?
   21a. Mail.dat files Not Available
   21b. Mail.xml files Standard
   21c. File for printing of labels and addresses on envelope Standard
   21d. File for printing customized letters Standard
   21e. Other:

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  Not Available
23b. List suppression service  Optional
23c. Co-mailing  Not Available
23d. Palletization  Not Available
23e. Automation so jobs can be processed unattended  Not Available
23f. Submit electronic documentation to the USPS PostalOne! System  Standard
23g. Drop shipping  Standard
23h. Dedupe  Standard
23i. Edit Mail.dat files  Standard
23j. Canadian mail  Not Available
23k. Mail tracking  Not Available

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  Licensed

25. If licensed software, which operating system can your software run on?
   Windows 10, Windows 8, Windows 7, Windows Vista

26. If your software is Internet based, or links to the Internet, which web browsers are supported?  Mac & PC Browsers

27. What is the maximum number of address records that can be processed annually?  Unlimited

28. Are your software updates provided by CD/DVD or via Internet?  Both

29. How often is your zip code directory updated?  Monthly

30. Which application was the software primarily designed for?  Direct mail

31. What languages are supported?  English

32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  No

Support and Training

33. Do you have dedicated support staff?  Yes

34. Is 24/7 support available?  No

35. How is support provided?  Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web

36. Is there a cost for support?  Unlimited free support with annual subscription

37. What training is provided?  Onsite, Offsite, Internet, Included with software

38. Does the company provide professional/consulting services?  Yes

Purchase Price

39a. What is the average purchase price?  $1,795

39b. What is the least expensive option?  Call for pricing

39c. What is the cost of a full system?  Call for pricing

40. What is the cost of the initial annual subscription for software updates?  Included
41. What is the cost of subsequent annual subscriptions for software updates? $1,095

42. If the software is available as a service via the Internet, what are the fees?

**Other Information**

43. What is the target weekly mailing volume for your software? 200-50,000

44. How many current users are there? 500-999

45. How many years has your software been sold? 11-20 years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe Up to 30 days use of all standard features


Product Name: Monticello Solutions

Mailing Address: 1301 5th Ave, Suite 2200


Contact Person: Corey Smith
Email: csmith@SatoriSoftware.com
Phone: 206-357-2900, Fax: 206-357-2901
Sales 800 Number: 800-553-6477

Web Site: www.satorisoftware.com

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The Survey

**Functionality**

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount?

16. Which of the following can your software/company add to each record?

   - 16a. Enhanced Line of Travel (eLOT) code
   - 16b. Longitude and latitude for geocoding
   - 16c. Congressional District Number
   - 16d. Residential or business location
   - 16e. Business suite numbers
   - 16f. FIPS county names
   - 16g. Other-

17. What address updating services are interfaced at additional cost with the software?

18. Which classes of mail can your software accommodate? **First, Periodical, Standard, Parcel**

19. Which barcodes does the software support for USPS presort discounts?

   - 19a. Intelligent Mail® barcode Basic Service **Standard**
   - 19b. Intelligent Mail® barcode Full Service **Standard**

20. Which barcodes does the software support for handling units and containers?

   - 20a. 10/24 barcode (sacks/trays) **Not Available**
   - 20b. Intelligent Mail® barcode **Standard**

21. Which of the following can your software output?

   - 21a. Mail.dat files **Standard**
   - 21b. Mail.xml files **Standard**
   - 21c. File for printing of labels and addresses on envelope
   - 21d. File for printing customized letters
   - 21e. Other:

22. Which reports can your software produce?

   **USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically**
23. Please indicate whether the following capabilities are standard or optional?

- Merge/purge
- List suppression service
- Co-mailing *Standard*
- Palletization *Optional*
- Automation so jobs can be processed unattended *Optional*
- Dedupe
- Drop shipping *Optional*
- Edit Mail.dat files *Standard*
- Canadian mail
- Mail tracking

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)? **Licensed**

25. If licensed software, which operating system can your software run on?
   - Windows 10,
   - Windows 8,
   - Windows 7,
   - Windows Vista

26. If your software is Internet based, or links to the Internet, which web browsers are supported?

27. What is the maximum number of address records that can be processed annually? **Unlimited**

28. Are your software updates provided by CD/DVD or via Internet? **Internet**

29. How often is your zip code directory updated? **Monthly**

30. Which application was the software primarily designed for? **Both**

31. What languages are supported? **English**

32. Is the software available in an API mode that can be integrated into Web-based and call-center software? **No**

Support and Training

33. Do you have dedicated support staff? **Yes**

34. Is 24/7 support available? **No**

35. How is support provided?
   - Phone,
   - 800 Phone,
   - Email,
   - Web-based chat,
   - Knowledge base via Web

36. Is there a cost for support? **Unlimited free support with annual subscription**

37. What training is provided?
   - Onsite,
   - Internet

38. Does the company provide professional/consulting services? **Yes**

Purchase Price

39a. What is the average purchase price? **Call for pricing**

39b. What is the least expensive option? **Call for pricing**

39c. What is the cost of a full system? **Call for pricing**

40. What is the cost of the initial annual subscription for software updates? **Call for pricing**
41. What is the cost of subsequent annual subscriptions for software updates? Call for pricing

42. If the software is available as a service via the Internet, what are the fees? No

Other Information

43. What is the target weekly mailing volume for your software? 10K to Million +

44. How many current users are there? 250-499

45. How many years has your software been sold? 21+ years

46. Do you provide a free trial? No

47. If you provide a free trial please describe

48. Case studies (URL):
   http://www.satorisoftware.com/mail-solutions/solutions/monticello/

49. Customer testimonials (URL):
   http://www.satorisoftware.com/mail-solutions/solutions/monticello/

50. News releases (URL):
   http://www.satorisoftware.com/mail-solutions/solutions/monticello/

51. White Papers (URL):
   http://www.satorisoftware.com/mail-solutions/solutions/monticello/
Product Name: Satori Architect
Mailing Address: 1301 5th Ave Suite 2200
Contact Person: Corey Smith  Phone: 206-357-2900  Fax: 206-357-2901
Email: sales@satorisoftware.com
Web Site: www.satorisoftware.com

The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  Yes
15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  Yes
16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) code  Included
   16b. Longitude and latitude for geocoding  Optional
   16c. Congressional District Number  Optional
   16d. Residential or business location  Optional
   16e. Business suite numbers  Included
   16f. FIPS county names  Optional
   16g. Other- Census Information

17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates

18. Which classes of mail can your software accommodate?  First, Periodical, Standard, Parcel

19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service  Standard
   19b. Intelligent Mail® barcode Full Service  Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays)  Not Available
   20b. Intelligent Mail® barcode  Standard

21. Which of the following can your software output?
   21a. Mail.dat files  Standard
   21b. Mail.xml files  Standard
   21c. File for printing of labels and addresses on envelope  Standard
   21d. File for printing customized letters  Standard
   21e. Other:

22. Which reports can your software produce?
   USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

- 23a. Merge/purge **Optional**
- 23b. List suppression service **Optional**
- 23c. Co-mailing **Not Available**
- 23d. Palletization **Optional**
- 23e. Automation so jobs can be processed unattended **Optional**
- 23f. Submit electronic documentation to the USPS PostalOne! System **Optional**
- 23g. Drop shipping **Standard**
- 23h. Dedupe **Optional**
- 23i. Edit Mail.dat files **Optional**
- 23j. Canadian mail **Optional**
- 23k. Mail tracking **Optional**

**Software Compatibility and Usage**

24. Is the software sold as licensed software or delivered as software as a service (SaaS)? **Licensed**

25. If licensed software, which operating system can your software run on?
   - Windows 10, Windows 8, Windows 7, Windows Vista

26. If your software is Internet based, or links to the Internet, which web browsers are supported? **Mac & PC Browsers**

27. What is the maximum number of address records that can be processed annually? **Unlimited**

28. Are your software updates provided by CD/DVD or via Internet? **Both**

29. How often is your zip code directory updated? **Monthly**

30. Which application was the software primarily designed for? **Both**

31. What languages are supported? **English**

32. Is the software available in an API mode that can be integrated into Web-based and call-center software? **Yes**

**Support and Training**

33. Do you have dedicated support staff? **Yes**

34. Is 24/7 support available? **No**

35. How is support provided? **Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web**

36. Is there a cost for support? **Unlimited free support with annual subscription**

37. What training is provided? **Onsite, Offsite, Internet, Included with software**

38. Does the company provide professional/consulting services? **Yes**

**Purchase Price**

39a. What is the average purchase price? **Based on use, call for pricing**

39b. What is the least expensive option? **Based on use, call for pricing**

39c. What is the cost of a full system? **Based on use, call for pricing**

40. What is the cost of the initial annual subscription for software updates? **Included**
41. What is the cost of subsequent annual subscriptions for software updates? Call for pricing

42. If the software is available as a service via the Internet, what are the fees? Based on use, call for pricing

Other Information

43. What is the target weekly mailing volume for your software? 500-Unlimited

44. How many current users are there? 1000+

45. How many years has your software been sold? 11-20 years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe Up to 30 days use of all standard features


Product Name: Satori Ignite

Mailing Address: 1301 5th Ave, Suite 2200
City: Seattle
Contact Person: Corey Smith
Email: csmith@SatoriSoftware.com

Web Site: www.satorisoftware.com
Phone: 206-357-2900
Fax: 206-357-2901
Sales 800 Number: 800-553-6477

The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink? Yes
15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount Yes
16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) cod Included
   16b. Longitude and latitude for geocoding Optional
   16c. Congressional District Number Optional
   16d. Residential or business location Optional
   16e. Business suite numbers Included
   16f. FIPS county names Optional
   16g. Other- Optional: Includes deceased, correctional and do-not-mail, email append, phone append, geocoding

17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates

18. Which classes of mail can your software accommodate? First, Periodical, Standard, Parcel

19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service Standard
   19b. Intelligent Mail® barcode Full Service Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays) Not Available
   20b. Intelligent Mail® barcode Standard

21. Which of the following can your software output?
   21a. Mail.dat files Standard
   21b. Mail.xml files Standard
   21c. File for printing of labels and addresses on envelope Standard
   21d. File for printing customized letters Standard
   21e. Other:

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  **Optional**
23b. List suppression service  **Optional**
23c. Co-mailing  **Standard**
23d. Palletization  **Standard**
23e. Automation so jobs can be processed unattended  **Optional**
23f. Submit electronic documentation to the USPS PostalOne! System  **Optional**
23g. Drop shipping  **Standard**
23h. Dedupe  **Optional**
23i. Edit Mail.dat files  **Optional**
23j. Canadian mail  **Optional**
23k. Mail tracking  **Optional**

**Software Compatibility and Usage**

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  **Licensed**

25. If licensed software, which operating system can your software run on?

26. If your software is Internet based, or links to the Internet, which web browsers are supported?  **Mac & PC Browsers**

27. What is the maximum number of address records that can be processed annually?  **Unlimited**

28. Are your software updates provided by CD/DVD or via Internet?  **Both**

29. How often is your zip code directory updated?  **Monthly**

30. Which application was the software primarily designed for?  **Both**

31. What languages are supported?  **English**

32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  **Yes**

**Support and Training**

33. Do you have dedicated support staff?  **Yes**

34. Is 24/7 support available?  **No**

35. How is support provided?  **Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web**

36. Is there a cost for support?  **Unlimited free support with annual subscription**

37. What training is provided?  **Onsite, Internet**

38. Does the company provide professional/consulting services?  **Yes**

**Purchase Price**

39a. What is the average purchase price?  **Call for pricing**

39b. What is the least expensive option?  **Call for pricing**

39c. What is the cost of a full system?  **Call for pricing**

40. What is the cost of the initial annual subscription for software updates?  **Call for pricing**
41. What is the cost of subsequent annual subscriptions for software updates?  
   Call for pricing

42. If the software is available as a service via the Internet, what are the fees?  
   Call for pricing

**Other Information**

43. What is the target weekly mailing volume for your software?  
   10K to Million +

44. How many current users are there?  
   Jan-49

45. How many years has your software been sold?  
   1-2 years

46. Do you provide a free trial?  
   No

47. If you provide a free trial please describe

48. Case studies (URL):  
   http://www.satorisoftware.com/learn-more/ignite/

49. Customer testimonials (URL):  
   http://www.satorisoftware.com/learn-more/ignite/

50. News releases (URL):  
   http://www.satorisoftware.com/learn-more/ignite/

51. White Papers (URL):  
   http://www.satorisoftware.com/learn-more/ignite/
The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink? **No**

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount? **Yes**

16. Which of the following can your software/company add to each record?
   - 16a. Enhanced Line of Travel (eLOT) code: **Not Available**
   - 16b. Longitude and latitude for geocoding: **Not Available**
   - 16c. Congressional District Number: **Not Available**
   - 16d. Residential or business location: **Not Available**
   - 16e. Business suite numbers: **Not Available**
   - 16f. FIPS county names: **Not Available**
   - 16g. Other:

17. What address updating services are interfaced at additional cost with the software?

18. Which classes of mail can your software accommodate? **First, Periodical, Standard, Parcel**

19. Which barcodes does the software support for USPS presort discounts?
   - 19a. Intelligent Mail® barcode Basic Service: **Standard**
   - 19b. Intelligent Mail® barcode Full Service: **Standard**

20. Which barcodes does the software support for handling units and containers?
   - 20a. 10/24 barcode (sacks/trays): **Not Available**
   - 20b. Intelligent Mail® barcode: **Standard**

21. Which of the following can your software output?
   - 21a. Mail.dat files: **Standard**
   - 21b. Mail.xml files: **Standard**
   - 21c. File for printing of labels and addresses on envelope: **Standard**
   - 21d. File for printing customized letters
   - 21e. Other:

22. Which reports can your software produce?
   **USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically**
23. Please indicate whether the following capabilities are standard or optional?

- Merge/purge: Not Available
- List suppression service: Not Available
- Co-mailing: Standard
- Palletization: Standard
- Automation so jobs can be processed unattended: Optional
- Drop shipping: Standard
- Dedupe: Not Available
- Edit Mail.dat files: Not Available
- Canadian mail: Not Available
- Mail tracking: Not Available

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)? Licensed

25. If licensed software, which operating system can your software run on?

26. If your software is Internet based, or links to the Internet, which web browsers are supported?

27. What is the maximum number of address records that can be processed annually? Unlimited

28. Are your software updates provided by CD/DVD or via Internet? Internet

29. How often is your zip code directory updated? Monthly

30. Which application was the software primarily designed for? Both

31. What languages are supported? English

32. Is the software available in an API mode that can be integrated into Web-based and call-center software? No

Support and Training

33. Do you have dedicated support staff? Yes

34. Is 24/7 support available? No

35. How is support provided? Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web

36. Is there a cost for support? Unlimited free support with annual subscription

37. What training is provided? Onsite, Internet

38. Does the company provide professional/consulting services? Yes

Purchase Price

39a. What is the average purchase price? Call for pricing

39b. What is the least expensive option? Call for pricing

39c. What is the cost of a full system? Call for pricing

40. What is the cost of the initial annual subscription for software updates? Call for pricing
41. What is the cost of subsequent annual subscriptions for software updates? Call for pricing

42. If the software is available as a service via the Internet, what are the fees? No

Other Information

43. What is the target weekly mailing volume for your software? 10K to Million +

44. How many current users are there? 250-499

45. How many years has your software been sold? 21+ years

46. Do you provide a free trial? No

47. If you provide a free trial please describe

48. Case studies (URL):
http://www.satorisoftware.com/mail-solutions/solutions/satori-presort/

49. Customer testimonials (URL):
http://www.satorisoftware.com/mail-solutions/solutions/satori-presort/

50. News releases (URL):
http://www.satorisoftware.com/mail-solutions/solutions/satori-presort/

51. White Papers (URL):
http://www.satorisoftware.com/mail-solutions/solutions/satori-presort/
SmartSoft Inc.

Product Name: SmartAddresser 5
Mailing Address: 29229 Canwood St #110
City: Agoura
State: CA
Zip Code: 91301
Country: USA
Phone: 888.227.7221
Contact Person: Steven Nelson
Email: steven@smartsoftusa.com
Sales 800 Number:

The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink? Yes
15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount Yes
16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) cod Included
   16b. Longitude and latitude for geocoding Optional
   16c. Congressional District Number Included
   16d. Residential or business location Optional
   16e. Business suite numbers Included
   16f. FIPS county names Included
   16g. Other- Area Code, Time Zone, DPV Codes, LACS Indicator, Error and Correction Codes, Urbanization

17. What address updating services are interfaced at additional cost with the software?
   18 months USPS NCOALink updates, USPS ANKLink for months 19 to 48

18. Which classes of mail can your software accommodate? First, Periodical, Standard, Parcel

19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service Standard
   19b. Intelligent Mail® barcode Full Service Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays) Standard
   20b. Intelligent Mail® barcode Standard

21. Which of the following can your software output?
   21a. Mail.dat files Optional
   21b. Mail.xml files Standard
   21c. File for printing of labels and addresses on envelope Standard
   21d. File for printing customized letters Standard
   21e. Other: Label Format, CSV, DBF, Excel, Fixed Length Text, and VideoJet file formats

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

<table>
<thead>
<tr>
<th>Capability</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Merge/purge</td>
<td>Standard</td>
</tr>
<tr>
<td>List suppression service</td>
<td>Standard</td>
</tr>
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<td>Co-mailing</td>
<td>Optional</td>
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<td>Optional</td>
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<tr>
<td>Automation so jobs can be processed unattended</td>
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<td>Drop shipping</td>
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<td>Standard</td>
</tr>
<tr>
<td>Edit Mail.dat files</td>
<td>Not Available</td>
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<tr>
<td>Canadian mail</td>
<td>Not Available</td>
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<tr>
<td>Mail tracking</td>
<td>Optional</td>
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</tbody>
</table>

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)? Both
25. If licensed software, which operating system can your software run on?
   Windows 10, Windows 8, Windows 7, Windows Vista
26. If your software is Internet based, or links to the Internet, which web browsers are supported? PC-Internet Explorer
27. What is the maximum number of address records that can be processed annually? Unlimited
28. Are your software updates provided by CD/DVD or via Internet? Both
29. How often is your zip code directory updated? Monthly
30. Which application was the software primarily designed for? Both
31. What languages are supported? English
32. Is the software available in an API mode that can be integrated into Web-based and call-center software? No

Support and Training

33. Do you have dedicated support staff? Yes
34. Is 24/7 support available? No
35. How is support provided? Phone, 800 Phone, Email, Knowledge base via Web
36. Is there a cost for support? Unlimited free support with annual subscription
37. What training is provided? Internet, Included with software
38. Does the company provide professional/consulting services? No

Purchase Price

39a. What is the average purchase price? $1695
39b. What is the least expensive option? $495
39c. What is the cost of a full system? Please call for pricing
40. What is the cost of the initial annual subscription for software updates? Included in Price
41. What is the cost of subsequent annual subscriptions for software updates? $1345-1795

42. If the software is available as a service via the Internet, what are the fees? Call for details

Other Information

43. What is the target weekly mailing volume for your software? Unlimited, though we have a Light Version for lower volume mailers

44. How many current users are there? 1000+

45. How many years has your software been sold? 11-20 years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe 30 Day trial is available for evaluation purposes


50. News releases (URL):

51. White Papers (URL):
The Survey

Functionality
14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  Yes
15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  Yes
16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) cod  Included
   16b. Longitude and latitude for geocoding  Not Available
   16c. Congessional District Number  Included
   16d. Residential or business location  Included
   16e. Business suite numbers  Included
   16f. FIPS county names  Included
   16g. Other-
17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates,  18 months USPS NCOALink updates,  USPS ANKLink for months 19 to 48
18. Which classes of mail can your software accommodate?  First,  Periodical,  Standard
19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service  Standard
   19b. Intelligent Mail® barcode Full Service  Standard
20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays)  Standard
   20b. Intelligent Mail® barcode  Standard
21. Which of the following can your software output?
   21a. Mail.dat files  Standard
   21b. Mail.xml files  Standard
   21c. File for printing of labels and addresses on envelope  Standard
   21d. File for printing customized letters  Standard
   21e. Other:
22. Which reports can your software produce?
   Report showing addresses not codable and the reason,  USPS postage statements,  Presort documentation,  Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

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<th>Status</th>
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<tr>
<td>23a. Merge/purge</td>
<td>Standard</td>
</tr>
<tr>
<td>23b. List suppression service</td>
<td>Optional</td>
</tr>
<tr>
<td>23c. Co-mailing</td>
<td>Not Available</td>
</tr>
<tr>
<td>23d. Palletization</td>
<td>Standard</td>
</tr>
<tr>
<td>23e. Automation so jobs can be processed unattended</td>
<td>Standard</td>
</tr>
<tr>
<td>23f. Submit electronic documentation to the USPS PostalOne! System</td>
<td>Standard</td>
</tr>
<tr>
<td>23g. Drop shipping</td>
<td>Standard</td>
</tr>
<tr>
<td>23h. Dedupe</td>
<td>Standard</td>
</tr>
<tr>
<td>23i. Edit Mail.dat files</td>
<td>Standard</td>
</tr>
<tr>
<td>23j. Canadian mail</td>
<td>Not Available</td>
</tr>
<tr>
<td>23k. Mail tracking</td>
<td>Optional</td>
</tr>
</tbody>
</table>

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  
   SaaS

25. If licensed software, which operating system can your software run on?  

26. If your software is Internet based, or links to the Internet, which web browsers are supported?  
   Mac & PC Browsers

27. What is the maximum number of address records that can be processed annually?  
   Unlimited

28. Are your software updates provided by CD/DVD or via Internet?  

29. How often is your zip code directory updated?  
   Monthly

30. Which application was the software primarily designed for?  
   Both

31. What languages are supported?  
   English

32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  
   Yes

Support and Training

33. Do you have dedicated support staff?  
   Yes

34. Is 24/7 support available?  
   No

35. How is support provided?  
   Phone, 800 Phone, Email, Web-based chat

36. Is there a cost for support?  
   Unlimited free support with annual subscription

37. What training is provided?  
   Offsite, Internet, Included with software

38. Does the company provide professional/consulting services?  
   Yes

Purchase Price

39a. What is the average purchase price?  
   $1,195

39b. What is the least expensive option?  
   pay as you go

39c. What is the cost of a full system?  
   $1,195

40. What is the cost of the initial annual subscription for software updates?  
   No updates needed -- SaaS
41. What is the cost of subsequent annual subscriptions for software updates?

42. If the software is available as a service via the Internet, what are the fees? **pay as you go or unlimited use subscriptions**

**Other Information**

43. What is the target weekly mailing volume for your software? **1000+**

44. How many current users are there? **50-99**

45. How many years has your software been sold? **1-2 years**

46. Do you provide a free trial? **Yes**

47. If you provide a free trial please describe **free 15 day subscription**

48. Case studies (URL):  
[http://tecmailing.com/about/testimonials](http://tecmailing.com/about/testimonials)

49. Customer testimonials (URL):  
[http://tecmailing.com/about/testimonials](http://tecmailing.com/about/testimonials)

50. News releases (URL):  
[http://tecmailing.com/about/news](http://tecmailing.com/about/news)

51. White Papers (URL):  
[http://tecmailing.com](http://tecmailing.com)
The Survey

Functionality

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  Yes

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  Yes

16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) code  Included
   16b. Longitude and latitude for geocoding  Not Available
   16c. Congressional District Number  Included
   16d. Residential or business location  Included
   16e. Business suite numbers  Included
   16f. FIPS county names  Included
   16g. Other-

17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates, 18 months USPS NCOALink updates, USPS ANKLink for months 19 to 48

18. Which classes of mail can your software accommodate?  First, Periodical, Standard, Parcel

19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service  Standard
   19b. Intelligent Mail® barcode Full Service  Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays)  Standard
   20b. Intelligent Mail® barcode  Standard

21. Which of the following can your software output?
   21a. Mail.dat files  Standard
   21b. Mail.xml files  Standard
   21c. File for printing of labels and addresses on envelope  Standard
   21d. File for printing customized letters
   21e. Other:

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge  Standard  
23b. List suppression service  Optional  
23c. Co-mailing  Optional  
23d. Palletization  Standard  
23e. Automation so jobs can be processed unattended  Standard  
23f. Submit electronic documentation to the USPS PostalOne! System  Standard  
23g. Drop shipping  Standard  
23h. Dedupe  Standard  
23i. Edit Mail.dat files  Standard  
23j. Canadian mail  Not Available  
23k. Mail tracking  Optional

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  SaaS  
25. If licensed software, which operating system can your software run on?  

26. If your software is Internet based, or links to the Internet, which web browsers are supported?  Mac & PC Browsers  
27. What is the maximum number of address records that can be processed annually?  Unlimited  
28. Are your software updates provided by CD/DVD or via Internet?  Internet  
29. How often is your zip code directory updated?  Monthly  
30. Which application was the software primarily designed for?  Direct mail  
31. What languages are supported?  English  
32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  Yes

Support and Training

33. Do you have dedicated support staff?  Yes  
34. Is 24/7 support available?  No  
35. How is support provided?  Phone, 800 Phone, Email, Knowledge base via Web  
36. Is there a cost for support?  Unlimited free support with annual subscription  
37. What training is provided?  Offsite, Internet  
38. Does the company provide professional/consulting services?  Yes

Purchase Price

39a. What is the average purchase price?  $1,195  
39b. What is the least expensive option?  $25  
39c. What is the cost of a full system?  $1,195  
40. What is the cost of the initial annual subscription for software updates?  $1,195
41. What is the cost of subsequent annual subscriptions for software updates? $1,195

42. If the software is available as a service via the Internet, what are the fees? pay as you go or annual subscription

Other Information

43. What is the target weekly mailing volume for your software? Variable

44. How many current users are there? 1000+

45. How many years has your software been sold? 6-10 years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe 15 day free trial

48. Case studies (URL): http://tecmailing.com/about/testimonials

49. Customer testimonials (URL): http://tecmailing.com/about/testimonials


Product Name: TECAgora

Web Site: http://www.tecmailing.com/

Mailing Address: 712 Lois Dr

City: Sun Prairie

State: WI

Zip Code: 53590

Country: USA

Phone: (608) 825 8525

Fax: (608) 825 8526

Contact Person: Scott Eganhouse

Email: sales@tecmailing.com

Sales 800 Number: (866) 379-9437

The Survey

Functionality

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink? Yes

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount Yes

16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) cod Included
   16b. Longitude and latitude for geocoding Optional
   16c. Congressional District Number Included
   16d. Residential or business location Included
   16e. Business suite numbers Included
   16f. FIPS county names Included
   16g. Other-

17. What address updating services are interfaced at additional cost with the software?
   48 months USPS NCOALink updates, 18 months USPS NCOALink updates, USPS ANKLink for months 19 to 48

18. Which classes of mail can your software accommodate? First, Periodical, Standard, Parcel

19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service Standard
   19b. Intelligent Mail® barcode Full Service Standard

20. Which barcodes does the software support for handling units and containers?
   20a. 10/24 barcode (sacks/trays) Standard
   20b. Intelligent Mail® barcode Standard

21. Which of the following can your software output?
   21a. Mail.dat files Standard
   21b. Mail.xml files Standard
   21c. File for printing of labels and addresses on envelope Standard
   21d. File for printing customized letters Standard
   21e. Other:

22. Which reports can your software produce?
   Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/ purge  **Standard**
23b. List suppression service  **Standard**
23c. Co-mailing  **Standard**
23d. Palletization  **Standard**
23e. Automation so jobs can be processed unattended  **Standard**
23f. Submit electronic documentation to the USPS PostalOne! System  **Standard**
23g. Drop shipping  **Standard**
23h. Dedupe  **Standard**
23i. Edit Mail.dat files  **Standard**
23j. Canadian mail  **Not Available**
23k. Mail tracking  **Optional**

**Software Compatibility and Usage**

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  **SaaS**
25. If licensed software, which operating system can your software run on?

26. If your software is Internet based, or links to the Internet, which web browsers are supported?  **Mac & PC Browsers**
27. What is the maximum number of address records that can be processed annually?  **Unlimited**
28. Are your software updates provided by CD/DVD or via Internet?
29. How often is your zip code directory updated?  **Monthly**
30. Which application was the software primarily designed for?  **Both**
31. What languages are supported?  **English**
32. Is the software available in an API mode that can be integrated into Web-based and call-center software?  **Yes**

**Support and Training**

33. Do you have dedicated support staff?  **Yes**
34. Is 24/7 support available?  **No**
35. How is support provided?  **Phone, 800 Phone, Email, Knowledge base via Web**
36. Is there a cost for support?  **Unlimited free support with annual subscription**
37. What training is provided?  **Onsite, Offsite, Internet**
38. Does the company provide professional/consulting services?  **Yes**

**Purchase Price**

39a. What is the average purchase price?  **$22,500**
39b. What is the least expensive option?  **pay as you go**
39c. What is the cost of a full system?  **$22,500**
40. What is the cost of the initial annual subscription for software updates?  **$22,500**
41. What is the cost of subsequent annual subscriptions for software updates? $22,500

42. If the software is available as a service via the Internet, what are the fees? pay as you go or annual subscription

Other Information

43. What is the target weekly mailing volume for your software? 500M+

44. How many current users are there? 100-249

45. How many years has your software been sold? 6-10 years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe upon request

48. Case studies (URL): http://tec-mailing.com/about/testimonials

49. Customer testimonials (URL): http://tec-mailing.com/about/testimonials


The Survey

**Functionality**

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?  **Yes**

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount  **Yes**

16. Which of the following can your software/company add to each record?
   - 16a. Enhanced Line of Travel (eLOT) code  **Included**
   - 16b. Longitude and latitude for geocoding  **Optional**
   - 16c. Congressional District Number  **Included**
   - 16d. Residential or business location  **Included**
   - 16e. Business suite numbers  **Included**
   - 16f. FIPS county names  **Included**
   - 16g. Other-

17. What address updating services are interfaced at additional cost with the software?
   - 48 months USPS NCOALink updates, 18 months USPS NCOALink updates, USPS ANKLink for months 19 to 48

18. Which classes of mail can your software accommodate?  **First, Periodical, Standard**

19. Which barcodes does the software support for USPS presort discounts?
   - 19a. Intelligent Mail® barcode Basic Service  **Standard**
   - 19b. Intelligent Mail® barcode Full Service  **Standard**

20. Which barcodes does the software support for handling units and containers?
   - 20a. 10/24 barcode (sacks/trays)  **Standard**
   - 20b. Intelligent Mail® barcode  **Standard**

21. Which of the following can your software output?
   - 21a. Mail.dat files  **Standard**
   - 21b. Mail.xml files  **Standard**
   - 21c. File for printing of labels and addresses on envelope
   - 21d. File for printing customized letters  **Standard**
   - 21e. Other:

22. Which reports can your software produce?
   - Report showing addresses not codable and the reason, USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

- **23a. Merge/purge**: Standard
- **23b. List suppression service**: Optional
- **23c. Co-mailing**: Standard
- **23d. Palletization**: Standard
- **23e. Automation so jobs can be processed unattended**: Standard
- **23f. Submit electronic documentation to the USPS PostalOne! System**: Standard
- **23g. Drop shipping**: Standard
- **23h. Dedupe**: Optional
- **23i. Edit Mail.dat files**: Standard
- **23j. Canadian mail**: Standard
- **23k. Mail tracking**: Optional

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)? **SaaS**

25. If licensed software, which operating system can your software run on?

- **Mac & PC Browsers**

26. If your software is Internet based, or links to the Internet, which web browsers are supported?

- **Monthly**

27. What is the maximum number of address records that can be processed annually?

- **Unlimited**

28. Are your software updates provided by CD/DVD or via Internet?

29. How often is your zip code directory updated?

- **Monthly**

30. Which application was the software primarily designed for?

- **Both**

31. What languages are supported?

- **English**

32. Is the software available in an API mode that can be integrated into Web-based and call-center software?

- **Yes**

Support and Training

33. Do you have dedicated support staff?

- **Yes**

34. Is 24/7 support available?

- **No**

35. How is support provided?

- **Phone, 800 Phone, Email, Knowledge base via Web**

36. Is there a cost for support?

- **Unlimited free support with annual subscription**

37. What training is provided?

- **Onsite, Offsite, Internet**

38. Does the company provide professional/consulting services?

- **Yes**

Purchase Price

39a. What is the average purchase price?

- **$15,000**

39b. What is the least expensive option?

- **pay-as-you-go**

39c. What is the cost of a full system?

- **$20,000**

40. What is the cost of the initial annual subscription for software updates?

- **$0**
41. What is the cost of subsequent annual subscriptions for software updates?

42. If the software is available as a service via the Internet, what are the fees? see purchase price

Other Information

43. What is the target weekly mailing volume for your software? 250M+

44. How many current users are there? 500-999

45. How many years has your software been sold? 3-5 years

46. Do you provide a free trial? Yes

47. If you provide a free trial please describe

48. Case studies (URL):
http://www.tecmailing.com/about/testimonials

49. Customer testimonials (URL):
http://www.tecmailing.com/about/testimonials

50. News releases (URL):
http://www.tecmailing.com/about/news

51. White Papers (URL):
http://www.tecmailing.com
Company # 29.

Product Name: DAT-MAIL

Mailing Address: 300 Franklin Street
City: Cambridge State: MA Zip Code: 02139-3781 Country: USA

Contact Person: David Robinson Phone: 617-395-4500 Fax: 617-395-5900 Email: postalspecialist@windowbook.com Sales 800 Number: 800-524-0380

Web Site: www.windowbook.com

The Survey

Functionality

14. Is your software CASS certified, providing the capabilities of address correction through CASS, Delivery Point Validation (DPV), and LACSLink?

15. Is your software PAVE certified, able to sequence the list according to USPS regulations for postage discount

16. Which of the following can your software/company add to each record?
   16a. Enhanced Line of Travel (eLOT) cod
   16b. Longitude and latitude for geocoding
   16c. Congresssional District Number
   16d. Residential or business location
   16e. Business suite numbers
   16f. FIPS county names
   16g. Other-

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19. Which barcodes does the software support for USPS presort discounts?
   19a. Intelligent Mail® barcode Basic Service Standard
   19b. Intelligent Mail® barcode Full Service Standard

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   20a. 10/24 barcode (sacks/trays) Standard
   20b. Intelligent Mail® barcode Standard

21. Which of the following can your software output?
   21a. Mail.dat files
   21b. Mail.xml files Standard
   21c. File for printing of labels and addresses on envelope
   21d. File for printing customized letters
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22. Which reports can your software produce?
   USPS postage statements, Presort documentation, Postage statement facsimile when documentation is submitted electronically
23. Please indicate whether the following capabilities are standard or optional?

23a. Merge/purge
23b. List suppression service
23c. Co-mailing  Standard
23d. Palletization  Standard
23e. Automation so jobs can be processed unattended  Optional
23f. Submit electronic documentation to the USPS PostalOne! System  Standard

23g. Drop shipping  Standard
23h. Dedupe
23i. Edit Mail.dat files  Standard
23j. Canadian mail
23k. Mail tracking

Software Compatibility and Usage

24. Is the software sold as licensed software or delivered as software as a service (SaaS)?  Licensed
25. If licensed software, which operating system can your software run on?
   Windows 7
26. If your software is Internet based, or links to the Internet, which web browsers are supported?  PC-Internet Explorer
27. What is the maximum number of address records that can be processed annually?  Unlimited
28. Are your software updates provided by CD/DVD or via Internet?  Internet
29. How often is your zip code directory updated?  Continuously
30. Which application was the software primarily designed for?  Both
31. What languages are supported?  English
32. Is the software available in an API mode that can be integrated into Web-based and call-center software?

Support and Training

33. Do you have dedicated support staff?  Yes
34. Is 24/7 support available?  Yes-additional fee
35. How is support provided?  Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web
36. Is there a cost for support?  Unlimited free support with annual subscription
37. What training is provided?  Onsite, Internet
38. Does the company provide professional/consulting services?

Purchase Price

39a. What is the average purchase price?
39b. What is the least expensive option?
39c. What is the cost of a full system?
40. What is the cost of the initial annual subscription for software updates?
41. What is the cost of subsequent annual subscriptions for software updates?

42. If the software is available as a service via the Internet, what are the fees?

**Other Information**

43. What is the target weekly mailing volume for your software?  

44. How many current users are there?  **250-499**

45. How many years has your software been sold?  **21+ years**

46. Do you provide a free trial?  **Yes**

47. If you provide a free trial please describe  **Available for varying lengths of time.**

48. Case studies (URL):  
http://www.windowbook.com/Learning

49. Customer testimonials (URL):  
https://www.windowbook.com/Support/Testimonials

50. News releases (URL):  
http://www.windowbook.com/Support/Downloads

51. White Papers (URL):  
http://www.windowbook.com/Learning
DAT-MAIL is complete data management post-presort software that enables mailers to make an easy transition to eDoc and Intelligent Mail Full-Service. It includes Intelligent Mail® solutions to help mailers comply with Intelligent Mail Full-Service requirements, including Intelligent Mail barcoded tags for sacks/trays/pallets, electronic mailing documentation (eDoc) with PostalOne! using Mail.dat, Mail.XML files, and FAST web services for drop ship appointment setting.

**DAT-MAIL allows you to:**

- **Easily edit and generate** updated Mail.dat® and Mail.XML™ data
- **Save Time** by eliminating manual entry of postage statement data.
- **Save Money** by reducing postage costs with easy adjustments to statements to reflect spoilage and shortages. (And you save money on document printing and storage!)
- **Avoid paying for spoilage** or mailpieces that did not get mailed
- **Increase Accuracy** and reduce data entry errors with data import automation and the ability to edit postage statements at the last minute to match what was ACTUALLY mailed.
- **Manage Changes Easily** by updating estimated piece weights to actual weights, modify drop-ship destination information and entry points, and updating Periodical advertising percentages – among many other editing options.
- **Process partial mailings** – only submit and pay for what you actually can mail that day.
- **Supports co-palletization and eInduction**
- **Participate in Co-Pal Marking:** tray based co-palletization programs offered by major consolidators
- **Generate and manage Intelligent Mail Barcode (IMb)** for sacks/trays and pallets
- **Reduce the cost of mailing** by analyzing entry points for drop-ship discounts
- **Automatically get updated labeling lists** and drop-ship data for the date of mailing
- **Share mailing and postage data** in an industry-standard format with partner companies in the mailing supply chain (transportation companies, mail owners, mail agents and the Postal Service™).
- **Automates interaction with USPS® MDR Client**
- **Easily manage By/For, MIDs and CRIDs**
- **Uses Microsoft SQL Server**
- **Maintain database of postage statements** and postal activities by client, job and permit
- **Supports First-Class™, Periodicals, Standard Mail® and Package Services**
- **Stay Up To Date** because DAT-MAIL can easily update itself via the internet to reflect the latest USPS rates, forms and drop-ship destinations.
- **Works with other Window Book solutions** to automate interactions to and from PostalOne! for Mail.dat submissions, delivery and receipt of finalized postage statements, barcoded confirmation pages, Mailer Scorecard reports – and much more!
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Product Name</th>
<th>Address</th>
<th>City</th>
<th>State</th>
<th>Zip Code</th>
<th>Country</th>
<th>Phone</th>
<th>800 Phone</th>
<th>Fax</th>
</tr>
</thead>
<tbody>
<tr>
<td>01. AccuZIP Inc.</td>
<td>AccuZIP6 5.0</td>
<td>3216 El Camino Real</td>
<td>Atascadero</td>
<td>CA</td>
<td>93422-2500</td>
<td>US</td>
<td>805-461-7300</td>
<td>800-233-0555</td>
<td>877-839-6531</td>
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<td>03. BCC Software</td>
<td>BCC Mail Manager Full Service</td>
<td>75 Josons Dr.</td>
<td>Rochester</td>
<td>NY</td>
<td>14623-5550</td>
<td>USA</td>
<td>800-624-5234</td>
<td>800-337-0442</td>
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<td>04. BCC Software</td>
<td>Integratec API Platform - Presort Toolkit</td>
<td>75 Josons Dr</td>
<td>Rochester</td>
<td>NY</td>
<td>14623-5550</td>
<td>USA</td>
<td>585-272-9130</td>
<td>800-337-0442</td>
<td>585-272-9222</td>
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<td>05. Firstlogic Solutions, LLC</td>
<td>Firstlogic DQ10 In-Cloud- U.S. (ACE, DataRight IQ, Match/Consolidate &amp; Presort IQ)</td>
<td>3235 Satellite Blvd Ste 300</td>
<td>Duluth</td>
<td>GA</td>
<td>30096-8688</td>
<td>USA</td>
<td>678-256-2900</td>
<td>888-725-7800</td>
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</tr>
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<td>06. Firstlogic Solutions, LLC</td>
<td>Firstlogic DQ10 On-Premise-U.S. (ACE, DataRight IQ, Match/Consolidate &amp; Presort IQ)</td>
<td>3235 Satellite Blvd Ste 300</td>
<td>Duluth</td>
<td>GA</td>
<td>30096-8688</td>
<td>USA</td>
<td>678-256-2900</td>
<td>888-725-7800</td>
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<tr>
<td>07. Firstlogic Solutions, LLC</td>
<td>Firstlogic DQ10 Workflow-Int'l</td>
<td>3235 Satellite Blvd Ste 300</td>
<td>Duluth</td>
<td>GA</td>
<td>30096-8688</td>
<td>USA</td>
<td>678-256-2900</td>
<td>888-725-7800</td>
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<tr>
<td>08. Firstlogic Solutions, LLC</td>
<td>Firstlogic DQ10 Workflow-U.S.</td>
<td>3235 Satellite Blvd Ste 300</td>
<td>Duluth</td>
<td>GA</td>
<td>30096-8688</td>
<td>USA</td>
<td>678-256-2900</td>
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<td>Company Name</td>
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<tr>
<td>Flex Systems, Inc.</td>
<td>FlexMail 4.2</td>
<td>P.O. Box 21612</td>
<td>Columbia</td>
<td>SC</td>
<td>29221</td>
<td>USA</td>
<td>803-388-8010</td>
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<tr>
<td>Flex Systems, Inc.</td>
<td>FlexStream 1.2</td>
<td>P.O. Box 21612</td>
<td>Columbia</td>
<td>SC</td>
<td>29221</td>
<td>USA</td>
<td>803-388-8010</td>
<td></td>
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<tr>
<td>Lorton Data</td>
<td>A-Qua Mailer command</td>
<td>2 Pine Tree Dr Ste 302</td>
<td>Arden Hills</td>
<td>MN</td>
<td>55112</td>
<td>USA</td>
<td>651-203-8200</td>
<td></td>
<td>651-203-8299</td>
</tr>
<tr>
<td>Lorton Data</td>
<td>A-Qua Mailer desktop</td>
<td>2 Pine Tree Dr Ste 302</td>
<td>Arden Hills</td>
<td>MN</td>
<td>55112</td>
<td>USA</td>
<td>651-203-8200</td>
<td></td>
<td>651-203-8299</td>
</tr>
<tr>
<td>Lorton Data</td>
<td>A-Qua Mailer web</td>
<td>2 Pine Tree Dr Ste 302</td>
<td>Arden Hills</td>
<td>MN</td>
<td>55112</td>
<td>USA</td>
<td>651-203-8200</td>
<td></td>
<td>651-203-8299</td>
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<tr>
<td>Melissa Data</td>
<td>MAILERS+4</td>
<td>22382 Avenida Empresa</td>
<td>Rancho Santa Margarita</td>
<td>CA</td>
<td>92688-2112</td>
<td>USA</td>
<td>949-858-3000</td>
<td>800-800-MAIL</td>
<td>949-589-5211</td>
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<tr>
<td>Pitney Bowes</td>
<td>ConnectRight Mailer</td>
<td>27 Waterview Drive</td>
<td>Shelton</td>
<td>CT</td>
<td>06484-0021</td>
<td>USA</td>
<td>905-219-3196</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Postage $aver Software</td>
<td>Postage $aver for Windows v8.13 / Postage $aver for Mac v8.13</td>
<td>1712 Morrow Street</td>
<td>Austin</td>
<td>TX</td>
<td>78757</td>
<td>USA</td>
<td>713-334-5274</td>
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<td>24. SmartSoft Inc.</td>
<td>SmartAddresser 5</td>
<td>29229 Canwood St #110</td>
<td>Agoura</td>
<td>CA</td>
<td>91301</td>
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<td>WI</td>
<td>53590</td>
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<td>DAT-MAIL</td>
<td>300 Franklin Street</td>
<td>Cambridge</td>
<td>MA</td>
<td>02139-3781</td>
<td>USA</td>
<td>617-395-4500</td>
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<td>01. Kristen McKiernan</td>
<td><a href="mailto:sales@accuzip.com">sales@accuzip.com</a></td>
<td><a href="http://www.accuzip.com">www.accuzip.com</a></td>
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<td><a href="mailto:pmazzocchi@anchorcomputersoftware.com">pmazzocchi@anchorcomputersoftware.com</a></td>
<td><a href="http://www.anchorcomputersoftware.com">www.anchorcomputersoftware.com</a></td>
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<td><a href="mailto:steven@smartsoftusa.com">steven@smartsoftusa.com</a></td>
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<td><a href="mailto:sales@tecmailing.com">sales@tecmailing.com</a></td>
<td><a href="https://www.imsort.com/">https://www.imsort.com/</a></td>
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<td>29. David Robinson</td>
<td><a href="mailto:postalspecialist@windowbook.com">postalspecialist@windowbook.com</a></td>
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## Printing Industries of America 2016 Survey of Mailing Software

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<td>Software Capabilities: Drop Shipping</td>
<td>Software Capabilities: Dedupe</td>
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<td>Optional</td>
<td>Standard</td>
<td>Optional</td>
<td>Optional</td>
<td>Optional</td>
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<td>21. Satori Software Inc.</td>
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<td>Optional</td>
<td>Optional</td>
<td>Optional</td>
<td>Optional</td>
<td>Licensed</td>
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<td>22. Satori Software Inc.</td>
<td>Optional</td>
<td>Standard</td>
<td>Optional</td>
<td>Optional</td>
<td>Optional</td>
<td>Optional</td>
<td>Licensed</td>
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<tr>
<td>27. TEC Mailing Solutions, LLC</td>
<td>Standard</td>
<td>Standard</td>
<td>Standard</td>
<td>Standard</td>
<td>Not Available</td>
<td>Optional</td>
<td>SaaS</td>
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<td>28. TEC Mailing Solutions, LLC</td>
<td>Standard</td>
<td>Standard</td>
<td>Optional</td>
<td>Standard</td>
<td>Optional</td>
<td>Optional</td>
<td>SaaS</td>
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<tr>
<td>Company Name</td>
<td>Software Capabilities: Submit Electronic Documentation to USPS PostalOne!</td>
<td>Software Capabilities: Drop Shipping</td>
<td>Software Capabilities: Dedupe</td>
<td>Software Capabilities: Edit Mail.dat</td>
<td>Software Capabilities: Canadian Mail</td>
<td>Software Capabilities: Mail Tracking</td>
<td>Software sold as licensed software or delivered as software as a service (SaaS)</td>
</tr>
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<table>
<thead>
<tr>
<th>Company Name</th>
<th>Operating System</th>
<th>Supported Web Browsers</th>
<th>Maximum Number of Address Records Processed Annually</th>
<th>Updates Provided by CD/DVD or Internet</th>
<th>Frequency of Updating Zip Code Directory</th>
<th>Software Primarily Designed for:</th>
<th>Languages Supported</th>
<th>Software Available in an API mode/Web-based and Call-Center</th>
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<tbody>
<tr>
<td>02. Anchor Software</td>
<td>Windows 10, Windows 8, Windows 7, Windows Vista, Unix/Linux, CASS - Mainframe</td>
<td>PC-Internet Explorer</td>
<td>Unlimited</td>
<td>Both</td>
<td>Monthly</td>
<td>Both</td>
<td>English</td>
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<td>03. BCC Software</td>
<td>Windows 10, Windows 8, Windows 7, Windows Vista</td>
<td></td>
<td>Unlimited</td>
<td>Both</td>
<td>Monthly</td>
<td>Both</td>
<td>English</td>
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<td></td>
<td>Unlimited</td>
<td>Both</td>
<td>Monthly</td>
<td>Both</td>
<td>English</td>
<td>Yes</td>
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<td>05. Firstlogic Solutions, LLC</td>
<td>Windows 10, Windows 8, Windows 7, Windows Vista, Mac OS X, Unix/Linux</td>
<td>PC-Internet Explorer/Edge/Chrome/Firefox</td>
<td>Unlimited</td>
<td>Internet</td>
<td>Monthly</td>
<td>Direct mail</td>
<td>English</td>
<td>No</td>
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<td>06. Firstlogic Solutions, LLC</td>
<td>Windows 10, Windows 8, Windows 7, Windows Vista, Unix/Linux</td>
<td>PC-Internet Explorer/Edge/Chrome/Firefox</td>
<td>Unlimited</td>
<td>Internet</td>
<td>Monthly</td>
<td>Direct mail</td>
<td>English</td>
<td>Yes</td>
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<tr>
<td>07. Firstlogic Solutions, LLC</td>
<td>Windows 10, Windows 8, Windows 7, Windows Vista, Unix/Linux, Solaris &amp; AIX</td>
<td>Mac &amp; PC Browsers</td>
<td>Subscription Based</td>
<td>Internet</td>
<td>Monthly</td>
<td>Direct mail</td>
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<td>08. Firstlogic Solutions, LLC</td>
<td>Windows 10, Windows 8, Windows 7, Windows Vista, Mac OS X</td>
<td>Mac &amp; PC Browsers</td>
<td>Subscription Based</td>
<td>Internet</td>
<td>Monthly</td>
<td>Direct mail</td>
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<td>No</td>
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<td>Windows 10, Windows 8, Windows 7, Windows Vista</td>
<td>PC-Internet Explorer/Edge/Chrome/Firefox</td>
<td>Unlimited</td>
<td>Internet</td>
<td>Continuously</td>
<td>Both</td>
<td>English, Spanish, French</td>
<td>No</td>
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<td>10. Flex Systems, Inc.</td>
<td>Windows 10, Windows 8, Windows 7, Windows Vista</td>
<td>PC-Internet Explorer/Edge/Chrome/Firefox</td>
<td>Unlimited</td>
<td>Internet</td>
<td>Continuously</td>
<td>Both</td>
<td>English, Spanish, French</td>
<td>No</td>
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<tr>
<td>11. Lorton Data</td>
<td>Windows 10, Windows 8, Windows 7, Unix/Linux</td>
<td>Mac &amp; PC Browsers</td>
<td>Unlimited</td>
<td>Monthly</td>
<td>Both</td>
<td>English</td>
<td>Limited</td>
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<td>12. Lorton Data</td>
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<td>Unlimited</td>
<td>Internet</td>
<td>Monthly</td>
<td>Both</td>
<td>English</td>
<td>Limited</td>
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<td>Company Name</td>
<td>Operating System</td>
<td>Supported Web Browsers</td>
<td>Maximum Number of Address Records Processed Annually</td>
<td>Updates Provided by CD/DVD or Internet</td>
<td>Frequency of Updating Zip Code Directory</td>
<td>Software Primarily Designed for:</td>
<td>Languages Supported</td>
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<td>Monthly</td>
<td>Both</td>
<td>Monthly</td>
<td>Both</td>
<td>English</td>
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<td>14. Melissa Data</td>
<td>Windows 10, Windows 8, Windows 7, Windows Vista,</td>
<td>Unlimited</td>
<td>Both</td>
<td>Monthly</td>
<td>Internet</td>
<td>Both</td>
<td>Direct mail</td>
<td>English</td>
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<td>16. Postage Saver Software</td>
<td>Windows 10, Windows 8, Windows 7, Windows Vista, Mac OS X</td>
<td>Unlimited</td>
<td>Both</td>
<td>Both</td>
<td>Both</td>
<td>English</td>
<td>Yes</td>
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<td>17. Satori Software Inc.</td>
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<td>Both</td>
<td>Monthly</td>
<td>Both</td>
<td>English</td>
<td>No</td>
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<td>25. TEC Mailing Solutions, LLC</td>
<td>Mac &amp; PC Browsers</td>
<td>Unlimited</td>
<td>Monthly</td>
<td>Both</td>
<td>Both</td>
<td>English</td>
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<tr>
<td>Company Name</td>
<td>Operating System</td>
<td>Supported Web Browsers</td>
<td>Maximum Number of Address Records Processed Annually</td>
<td>Updates Provided by CD/DVD or Internet</td>
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<td>26. TEC Mailing Solutions, LLC</td>
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<td>Unlimited</td>
<td>Internet</td>
<td>Monthly</td>
<td>Direct mail</td>
<td>English</td>
<td>Yes</td>
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<td>27. TEC Mailing Solutions, LLC</td>
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<td>Monthly</td>
<td>Both</td>
<td>English</td>
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<td>28. TEC Mailing Solutions, LLC</td>
<td>Mac &amp; PC Browsers</td>
<td>Unlimited</td>
<td>Monthly</td>
<td>Both</td>
<td>Yes</td>
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<td>29. Window Book, Inc.</td>
<td>Windows 7</td>
<td>PC-Internet Explorer</td>
<td>Unlimited</td>
<td>Internet</td>
<td>Continuously</td>
<td>Both</td>
<td>Yes</td>
<td>English</td>
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<tr>
<td>Company Name</td>
<td>Dedicated Support Staff</td>
<td>24/7 Support Available</td>
<td>How is Support Provided</td>
<td>Cost for Support Provided</td>
<td>Training Provided</td>
<td>Professional/Consulting Services</td>
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<tr>
<td>01. AccuZIP Inc.</td>
<td>Yes</td>
<td>No</td>
<td>Phone, Email, Web-based chat, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Offsite, Internet, Included with software, Group Training</td>
<td>Yes</td>
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<tr>
<td>02. Anchor Software</td>
<td>Yes</td>
<td>Yes-included</td>
<td>800 Phone, Email</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Offsite, Internet</td>
<td>Yes</td>
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<td>03. BCC Software</td>
<td>Yes</td>
<td>Yes-additional fee</td>
<td>Phone, 800 Phone, Email</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Offsite, Internet, (ELS) free, others fee based</td>
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<td>04. BCC Software</td>
<td>Yes</td>
<td>Yes-additional fee</td>
<td>Phone, 800 Phone, Email, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Offsite, Internet</td>
<td>Yes</td>
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<td>05. Firstlogic Solutions, LLC</td>
<td>Yes</td>
<td>Yes-additional fee</td>
<td>Phone, 800 Phone, Email, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Offsite, Internet</td>
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<td>06. Firstlogic Solutions, LLC</td>
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<td>Phone, 800 Phone, Email, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Offsite, Internet</td>
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<td>07. Firstlogic Solutions, LLC</td>
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<td>Yes-additional fee</td>
<td>Phone, 800 Phone, Email, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
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<td>08. Firstlogic Solutions, LLC</td>
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<td>Phone, 800 Phone, Email, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
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<td>09. Flex Systems, Inc.</td>
<td>Yes</td>
<td>Yes-additional fee</td>
<td>Phone, 800 Phone, Email, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Offsite, Internet, Included with software</td>
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<tr>
<td>10. Flex Systems, Inc.</td>
<td>Yes</td>
<td>Yes-additional fee</td>
<td>Phone, 800 Phone, Email, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Offsite, Internet, Included with software</td>
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<td></td>
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<td>11. Lorton Data</td>
<td>Yes</td>
<td>Yes-additional fee</td>
<td>Phone, Email, Web-based chat</td>
<td>Limited free support with annual subscription</td>
<td>Internet, Included with software, Live Online Demos</td>
<td>Yes</td>
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<td>12. Lorton Data</td>
<td>Yes</td>
<td>Yes-additional fee</td>
<td>Phone, Email, Web-based chat</td>
<td>Limited free support with annual subscription</td>
<td>Internet, Tutorials and Live Online Demos</td>
<td>Yes</td>
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<td>13. Lorton Data</td>
<td>Yes</td>
<td>Yes-additional fee</td>
<td>Phone, Email, Web-based chat</td>
<td>Limited free support with annual subscription</td>
<td>Internet, Tutorials and Live Online Demos</td>
<td>Yes</td>
<td></td>
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<tr>
<td>14. Melissa Data</td>
<td>Yes</td>
<td>No</td>
<td>Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Internet, Included with software</td>
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<tr>
<td>Company Name</td>
<td>Dedicated Support Staff</td>
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<td>How is Support Provided</td>
<td>Cost for Support</td>
<td>Training Provided</td>
<td>Professional/Consulting Services</td>
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<td>15. Pitney Bowes</td>
<td>Yes</td>
<td>No</td>
<td>Phone, 800 Phone, Email, Web-based chat</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Internet, Included with software</td>
<td>Yes</td>
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<tr>
<td>16. Postage Saver Software</td>
<td>Yes</td>
<td>No</td>
<td>Phone, Email</td>
<td>Unlimited free support with annual subscription</td>
<td>Included with software</td>
<td>No</td>
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<tr>
<td>17. Satori Software Inc.</td>
<td>Yes</td>
<td>No</td>
<td>Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Offsite, Internet, Included with software</td>
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<td>18. Satori Software Inc.</td>
<td>Yes</td>
<td>No</td>
<td>Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Offsite, Internet, Included with software</td>
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<td>19. Satori Software Inc.</td>
<td>Yes</td>
<td>No</td>
<td>Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Internet</td>
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<td>20. Satori Software Inc.</td>
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<td>Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Internet</td>
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<td>21. Satori Software Inc.</td>
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<td>No</td>
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<td>Unlimited free support with annual subscription</td>
<td>Onsite, Internet</td>
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<td>22. Satori Software Inc.</td>
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<td>No</td>
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<td>Unlimited free support with annual subscription</td>
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<td>23. SmartSoft Inc.</td>
<td>Yes</td>
<td>No</td>
<td>Phone, 800 Phone, Email, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Internet, Included with software</td>
<td>No</td>
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<td>24. TEC Mailing Solutions, LLC</td>
<td>Yes</td>
<td>No</td>
<td>Phone, 800 Phone, Email, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Offsite, Internet, Included with software</td>
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<td>25. TEC Mailing Solutions, LLC</td>
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<td>No</td>
<td>Phone, 800 Phone, Email, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Offsite, Internet</td>
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<td>26. TEC Mailing Solutions, LLC</td>
<td>Yes</td>
<td>No</td>
<td>Phone, 800 Phone, Email, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Offsite, Internet</td>
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<td>27. TEC Mailing Solutions, LLC</td>
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<td>28. TEC Mailing Solutions, LLC</td>
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<td>No</td>
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<td>Unlimited free support with annual subscription</td>
<td>Onsite, Offsite, Internet</td>
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<td>Company Name</td>
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<td>Cost for Support</td>
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<tr>
<td>Window Book, Inc.</td>
<td>Yes</td>
<td>Yes—additional fee</td>
<td>Phone, 800 Phone, Email, Web-based chat, Knowledge base via Web</td>
<td>Unlimited free support with annual subscription</td>
<td>Onsite, Internet</td>
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# Printing Industries of America 2016 Survey of Mailing Software
## Master List

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<thead>
<tr>
<th>Company Name</th>
<th>Average Purchase Price</th>
<th>Least Expensive Option</th>
<th>Cost of a Full System</th>
<th>Cost of Initial Annual Subscription Update</th>
<th>Cost of Subsequent Annual Subscription</th>
<th>Software is available via the Internet-Fees</th>
<th>Targeted Weekly Mailing Volume</th>
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<tbody>
<tr>
<td>01. AccuZIP Inc.</td>
<td>$1,295.00</td>
<td>$295.00 (Bimonthly)</td>
<td>$1,295</td>
<td>$1,295</td>
<td>$1,295</td>
<td>Yes - starting at $49/mo. or $500/yr</td>
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<td>02. Anchor Software</td>
<td>Call for quote.</td>
<td>Call for quote.</td>
<td>Call for quote.</td>
<td>Call for quote.</td>
<td>Call for quote.</td>
<td>Call for quote.</td>
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<td>03. BCC Software</td>
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<td></td>
<td></td>
<td></td>
<td></td>
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<td>150,000+</td>
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<td>04. BCC Software</td>
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<td></td>
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<td>150,000+</td>
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<tr>
<td>05. Firstlogic Solutions, LLC</td>
<td>Call or Email for Quote</td>
<td>Call or Email for Quote</td>
<td>Call or Email for Quote</td>
<td>Call or Email for Quote</td>
<td>Call or Email for Quote</td>
<td>Call or Email for Quote</td>
<td>from tens of thousands to tens of millions</td>
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<td>Call or Email for Quote</td>
<td>from tens of thousands to tens of millions</td>
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<td>09. Flex Systems, Inc.</td>
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<td>$795</td>
<td>$4,790</td>
<td>Based on software edition</td>
<td>Based on software edition</td>
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<td>Cost of Initial Annual Subscription Update</td>
<td>Cost of Subsequent Annual Subscription</td>
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<td>Targeted Weekly Mailing Volume</td>
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<td>$995</td>
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<td>N/A</td>
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<td>$79.50</td>
<td>$35.00</td>
<td>$79.50</td>
<td>included in purchase</td>
<td>$20 for 24 months</td>
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<td>Included</td>
<td>$2,395</td>
<td>Quoted</td>
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<td>Call for pricing</td>
<td>Included</td>
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<td>50-5,000,000</td>
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<td>Call for pricing</td>
<td>Included</td>
<td>$1,095</td>
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<td>Call for pricing</td>
<td>Call for pricing</td>
<td>Call for pricing</td>
<td>Call for pricing</td>
<td>No</td>
<td>10K to Million +</td>
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<td>Based on use, call for pricing</td>
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<td>Based on use, call for pricing</td>
<td>Included</td>
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<td>500-Unlimited</td>
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<td>Call for pricing</td>
<td>Call for pricing</td>
<td>Call for pricing</td>
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<td>10K to Million +</td>
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## Printing Industries of America 2016 Survey of Mailing Software

### Master List

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<thead>
<tr>
<th>Company Name</th>
<th>Average Purchase Price</th>
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<tr>
<td>23. Satori Software Inc.</td>
<td>Call for pricing</td>
<td>Call for pricing</td>
<td>Call for pricing</td>
<td>Call for pricing</td>
<td>Call for pricing</td>
<td>No</td>
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<td>24. SmartSoft Inc.</td>
<td>$1695</td>
<td>$495</td>
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<td>$1345-1795</td>
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<td>Unlimited, though we have a Light Version for lower volume mailers</td>
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<td>25. TEC Mailing Solutions, LLC</td>
<td>$1,195</td>
<td>pay as you go</td>
<td>$1,195</td>
<td>No updates needed -- SaaS</td>
<td>$1,195</td>
<td>pay as you go or unlimited use subscriptions</td>
<td>1000+</td>
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<td>pay-as-you-go</td>
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<td>see purchase price</td>
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<td>04. BCC Software</td>
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<td>Yes</td>
<td>Trial of Integratec can be arranged with Sales Team</td>
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<td>05. Firstlogic Solutions, LLC</td>
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<td>Yes</td>
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<tr>
<td>11. Lorton Data</td>
<td>Jan-49</td>
<td>1-2 years</td>
<td>Yes</td>
<td>One month free trial</td>
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<td>12. Lorton Data</td>
<td>1000+</td>
<td>3-5 years</td>
<td>Yes</td>
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<tr>
<td>13. Lorton Data</td>
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<td>6-10 years</td>
<td>Yes</td>
<td>One month free trial</td>
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<td>15. Pitney Bowes</td>
<td>1000+</td>
<td>21+ years</td>
<td>No</td>
<td>Contact Sales</td>
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<td>1000+</td>
<td>21+ years</td>
<td>Yes</td>
<td>45-day full-featured demo via download</td>
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<td>savepostage.com/update</td>
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<td>1000+</td>
<td>11-20 years</td>
<td>Yes</td>
<td>Up to 30 days use of all standard features</td>
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<td>No</td>
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<td>6-10 years</td>
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<td>15 day free trial</td>
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<tr>
<td>Company</td>
<td>Product Name</td>
<td>Support for First Class Mail</td>
<td>Support for Standard Class Mail</td>
<td>Support for Periodical Class Mail</td>
<td>Intelligent Mail Barcode for handling units and containers</td>
<td>Output Mail.dat files</td>
<td>Edit Mail.dat files</td>
<td>Output Mail.xml files</td>
<td>Submit documentation to PostalOne!</td>
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### Printing Industries of America 2016 Survey of Mailing Software

**Software Includes Intelligent Mail Barcode Full Service Standard**

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<tr>
<th>Company</th>
<th>Product Name</th>
<th>Support for First Class Mail</th>
<th>Support for Standard Class Mail</th>
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<th>Intelligent Mail Barcode for handling units and containers</th>
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# Printing Industries of America 2016 Survey of Mailing Software

Software Includes the Ability to Output Mail.dat Files

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<th>Intelligent Mail barcode Basic Service</th>
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# Printing Industries of America 2016 Survey of Mailing Software

Software Includes the Ability to Output Mail.dat Files

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## Software Includes the Ability to Output Mail.dat Files

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### Software Includes the Ability to Output XML Files

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## Software Offers Optional Co-Mailing Features

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<td>01. AccuZIP Inc.</td>
<td>AccuZIP6 5.0</td>
<td>Licensed</td>
<td>Yes</td>
<td>Yes</td>
<td>PC-Internet Explorer</td>
<td>Yes - starting at $49/mo. or $500/yr</td>
<td>1000+</td>
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<td>02. Anchor Software</td>
<td>Service Bureau Suite</td>
<td>Both</td>
<td>Yes</td>
<td>Yes</td>
<td>PC-Internet Explorer</td>
<td>Call for quote.</td>
<td>100-249</td>
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<td>03. BCC Software</td>
<td>BCC Mail Manager Full Service</td>
<td>Licensed</td>
<td>Yes</td>
<td>Yes</td>
<td></td>
<td></td>
<td>1000+</td>
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<tr>
<td>04. BCC Software</td>
<td>Integratec API Platform - Presort Toolkit</td>
<td>Licensed</td>
<td>No</td>
<td>Yes</td>
<td></td>
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<tr>
<td>05. Firstlogic Solutions, LLC</td>
<td>Firstlogic DQ10 In-Cloud-U.S. (ACE, DataRight IQ, Match/Consolidate &amp; Presort IQ)</td>
<td>SaaS</td>
<td>Yes</td>
<td>Yes</td>
<td>PC-Internet Explorer/Edge/Chrome/Firefox</td>
<td>Call or Email for Quote</td>
<td>1000+</td>
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<tr>
<td>06. Firstlogic Solutions, LLC</td>
<td>Firstlogic DQ10 On-Premise-U.S. (ACE, DataRight IQ, Match/Consolidate &amp; Presort IQ)</td>
<td>Both</td>
<td>Yes</td>
<td>Yes</td>
<td>PC-Internet Explorer/Edge/Chrome/Firefox</td>
<td>Call or Email for Quote</td>
<td>1000+</td>
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<tr>
<td>07. Firstlogic Solutions, LLC</td>
<td>Firstlogic DQ10 Workflow-Int'l</td>
<td>SaaS</td>
<td>No</td>
<td>No</td>
<td>Mac &amp; PC Browsers</td>
<td>Call or Email for Quote</td>
<td>1000+</td>
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<tr>
<td>08. Firstlogic Solutions, LLC</td>
<td>Firstlogic DQ10 Workflow-U.S.</td>
<td>SaaS</td>
<td>Yes</td>
<td>Yes</td>
<td>Mac &amp; PC Browsers</td>
<td>Call or Email for Quote</td>
<td>1000+</td>
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<tr>
<td>09. Flex Systems, Inc.</td>
<td>FlexMail 4.2</td>
<td>Both</td>
<td>Yes</td>
<td>Yes</td>
<td>PC-Internet Explorer/Edge/Chrome/Firefox</td>
<td>Based on subscription level</td>
<td>1000+</td>
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<tr>
<td>10. Flex Systems, Inc.</td>
<td>FlexStream 1.2</td>
<td>Both</td>
<td>Yes</td>
<td>Yes</td>
<td>PC-Internet Explorer/Edge/Chrome/Firefox</td>
<td>Based on subscription level</td>
<td>1000+</td>
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<tr>
<td>11. Lorton Data</td>
<td>A-Qua Mailer command</td>
<td>SaaS</td>
<td>Yes</td>
<td>Yes</td>
<td>Mac &amp; PC Browsers</td>
<td>Quoted</td>
<td>Jan-49</td>
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<td>12. Lorton Data</td>
<td>A-Qua Mailer desktop</td>
<td>SaaS</td>
<td>Yes</td>
<td>Yes</td>
<td></td>
<td>Quoted</td>
<td>1000+</td>
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<tr>
<td>Company</td>
<td>Product Name</td>
<td>SAS</td>
<td>CASS</td>
<td>PAVE</td>
<td>Web Browser Supported</td>
<td>Fees</td>
<td>Number of Users</td>
<td></td>
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<td>13. Lorton Data</td>
<td>A-Qua Mailer web</td>
<td>SaaS</td>
<td>Yes</td>
<td>Yes</td>
<td>Mac &amp; PC Browsers</td>
<td>Quoted</td>
<td>1000+</td>
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<tr>
<td>14. Melissa Data</td>
<td>MAILERS+4</td>
<td>Licensed</td>
<td>Yes</td>
<td>Yes</td>
<td></td>
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<td>1000+</td>
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<td>16. Postage $aver Software</td>
<td>Postage $aver for Windows v8.13 / Postage $aver for Mac v8.13</td>
<td>Licensed</td>
<td>No</td>
<td>Yes</td>
<td></td>
<td></td>
<td>1000+</td>
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<tr>
<td>17. Satori Software Inc.</td>
<td>Bulk Mailer Business</td>
<td>Licensed</td>
<td>Yes</td>
<td>Yes</td>
<td>Mac &amp; PC Browsers</td>
<td></td>
<td>250-499</td>
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<tr>
<td>18. Satori Software Inc.</td>
<td>Bulk Mailer Professional</td>
<td>Licensed</td>
<td>Yes</td>
<td>Yes</td>
<td>Mac &amp; PC Browsers</td>
<td></td>
<td>1000+</td>
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<tr>
<td>19. Satori Software Inc.</td>
<td>Bulk Mailer Standard</td>
<td>Licensed</td>
<td>Yes</td>
<td>Yes</td>
<td>Mac &amp; PC Browsers</td>
<td></td>
<td>500-999</td>
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<tr>
<td>20. Satori Software Inc.</td>
<td>Monticello Solutions</td>
<td>Licensed</td>
<td></td>
<td></td>
<td></td>
<td>No</td>
<td>250-499</td>
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<td>21. Satori Software Inc.</td>
<td>Satori Architect</td>
<td>Licensed</td>
<td>Yes</td>
<td>Yes</td>
<td>Mac &amp; PC Browsers</td>
<td>Based on use, call for pricing</td>
<td>1000+</td>
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<tr>
<td>22. Satori Software Inc.</td>
<td>Satori Ignite</td>
<td>Licensed</td>
<td>Yes</td>
<td>Yes</td>
<td>Mac &amp; PC Browsers</td>
<td>Call for pricing</td>
<td>Jan-49</td>
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<tr>
<td>23. Satori Software Inc.</td>
<td>Satori Presort</td>
<td>Licensed</td>
<td>No</td>
<td>Yes</td>
<td></td>
<td>No</td>
<td>250-499</td>
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<td>24. SmartSoft Inc.</td>
<td>SmartAddresser 5</td>
<td>Both</td>
<td>Yes</td>
<td>Yes</td>
<td>PC-Internet Explorer</td>
<td>Call for details</td>
<td>1000+</td>
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<td>25. TEC Mailing Solutions, LLC</td>
<td>IMSort</td>
<td>SaaS</td>
<td>Yes</td>
<td>Yes</td>
<td>Mac &amp; PC Browsers</td>
<td>pay as you go or unlimited use subscriptions</td>
<td>50-99</td>
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<tr>
<td>Company</td>
<td>Product Name</td>
<td>SAS</td>
<td>CASS Certified</td>
<td>PAVE Certified</td>
<td>Web Browser Supported</td>
<td>Fees</td>
<td>Number of Users</td>
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<td>26. TEC Mailing Solutions, LLC</td>
<td>MailPreparer.com</td>
<td>SaaS</td>
<td>Yes</td>
<td>Yes</td>
<td>Mac &amp; PC Browsers</td>
<td>pay as you go or annual subscription</td>
<td>1000+</td>
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<tr>
<td>27. TEC Mailing Solutions, LLC</td>
<td>TECAgora</td>
<td>SaaS</td>
<td>Yes</td>
<td>Yes</td>
<td>Mac &amp; PC Browsers</td>
<td>pay as you go or annual subscription</td>
<td>100-249</td>
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<tr>
<td>28. TEC Mailing Solutions, LLC</td>
<td>Web Services API</td>
<td>SaaS</td>
<td>Yes</td>
<td>Yes</td>
<td>Mac &amp; PC Browsers</td>
<td>see purchase price</td>
<td>500-999</td>
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<tr>
<td>29. Window Book, Inc.</td>
<td>DAT-MAIL</td>
<td>Licensed</td>
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<td>PC-Internet Explorer</td>
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<td>250-499</td>
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</table>
Mailing Software for the Printing Industry

This Technology Bulletin contains the results of a survey conducted by the Center for Technology and Research of Printing Industries of America regarding the features and capabilities of mailing software. There are 29 software programs listed in the report, which provides an excellent representation of the address verification, presort, and post-presort software currently available.

The lengthy survey asked vendors to report on their software’s functionality, compatibility and usage, support and training, and purchase price. The data contained in this publication came directly from those completed surveys.

Approximately 30% of printing companies perform mailing services for their customers, while others are looking to implement the service. The selection of mailing software is critical to being able to provide customers the best postal rates, meet postal requirements, and achieve the shortest delivery time. The survey results make it easier to compare software packages, avoiding the danger of uninformed purchase decisions.