



Communications are at a critical juncture as physical and digital communications collide. However, Neopost USA is at the helm of this changing landscape to align our industry expertise with an intimate understanding of our customer's business, and help them navigate these changes with scalable business solutions for postal and related digital communications. Whether businesses seek to generate leads, increase efficiency or reduce costs, Neopost USA is the ideal partner to prepare, deliver and manage communications using the next generation of customized solutions.

As a leader in communications and shipping solutions, with decades of expertise, Neopost USA has adapted to changing customer needs and innovated to provide notable business solutions. As a pioneer for the first electronic meter, the first folder/ inserter with automated settings and renowned digital ink jet mailing systems, Neopost USA only continues its long tradition of industry leadership with new innovations that integrate digital and physical communications. In addition to these software solutions, Neopost USA is differentiated by the industry's most knowledgeable experts, who have a depth of expertise in our customer's business and understand their unique needs.

Neopost USA continues to be a trusted advisor to businesses of all sizes and industries, who seek expertise in streamlining their communication processes and strategies. As a partner, Neopost USA not only helps customers navigate this changing landscape, we support business operations with a focus on product and services that save time and money in the preparation, delivery and management of communications.

Neopost's scalable systems are supported by a combination of direct sales and a network of independent dealers and branch offices that provide sales, supplies and local service to customers nationwide. With more than 5,900 employees worldwide, Neopost USA is also supported by a significant global network.

At Neopost USA, we are bringing our vision to life with reliable solutions that will lead our customers through this rapidly changing landscape. Easy to use solutions combined with extraordinary customer support reflect our commitment to our customers. These smart solutions bring simplicity to customers, allowing organizations to focus on their priorities, including operations, growth strategies and profit.



**EXECUTIVE
PROFILE**

Dennis P. LeStrange, President and Chief Executive Officer

Yes, our industry is changing. But change begets opportunity. Mail is — and will continue to be — important to our customers regardless of its form. We respect the value of our core business but we want to exploit electronic documentation and shipping opportunities as we transition into the customer-driven, digital future of our industry. Neopost USA is ready and able to help customers make the inevitable physical-to-digital transition seamlessly, comfortably and affordably. Simply put, our goal is to apply our knowledge and solutions to our customer's stated needs so that we, our customers and our customers' customers succeed and prosper.

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