



**P**hysical and Digital mail both exist and organizations in the mail processing business work to connect these two worlds. You take a digital file, process it, print it on paper, use it to create and send physical mail. You send that digital file to the USPS via MAIL.Dat or XML, and expect them to take the exact and correct postage amount from your banking CAPS account to pay for the mail you produce.

With the use of the IMB, and the mailing files you upload to the Post Office, they populate the USPS Mailer Scorecard to verify that you have done your job correctly (or not) - they match IMB mail to the digital file you send them. If the physical mail and the digital mail don't match they may charge you postage penalties – expensive penalties.

Robotics are changing the face of the print/mail industry. They are already in operation at some of the nation's most forward thinking companies. Our robotics have handled billions of pieces of mailing documents saving labor and now moving to avoid postage penalties for make-up errors as shown on the USPS Mailers Scorecard. Why wait to have the USPS tell you if your physical mail matches your digital file. With our fully integrated robotic CapStone AutoViri systems we only send a digital file that matches your physical mail after production, before induction.

Individual CapStone AutoViri robotic systems save time, effort and labor at proven ROI.



**EXECUTIVE  
PROFILE**

Dan Goodkind, President of CapStone Technologies LLC, is a long-time veteran in the print-to-mail industry. Goodkind has served the industry in multiple roles both with private companies and a variety of industry associations. His past efforts include a national sales role for Diamond Marketing Solutions following their purchase of the company Goodkind founded and grew for over 20 years, Goodkind & Goodkind Direct a very large national mailing production facility. Goodkind's industry leadership includes numerous board, chairman, and advisory roles for associations and committees

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**COMPANIES**

**2015**