



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #070125
Entitled**

Mailing and Postage Equipment and Technology

The following advertisement was placed May 13, 2025, on *Biddingo*, *Merx*, *The New York State Contract Reporter* www.nyscr.ny.gov, *PublicPurchase.com*, the Sourcewell website www.sourcewell-mn.gov, and the Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, May 13 and May 20, 2025, in *USA Today*, May 14, 2025, in *Deseret News*, *Oregon's Daily Journal of Commerce*, *The Salt Lake Tribune*, and South Carolina's *The State*, and May 15 and May 22, 2025, in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Mailing and Postage Equipment and Technology to result in a procurement solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than July 1, 2025, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

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|--|---------------------------------|
| 1st Class Office Solutions | GN Johnston Equipment |
| 4 Elements Distributions Group | Koda Promotional |
| A Plus Tape and Packaging Supply, Co. | MEDSVOYAGE, LLC |
| AlmsTravel, LLC | Nelson Electric |
| AMLE GROUP, LLC | New Tech Solutions, Inc. |
| Another Supply Company, LLC | Pitney Bowes, Inc. |
| Brothers II Business Machines of L.I., Inc. | Plains Presort Services |
| Coast to Coast Computer Products, Inc. | PWXPress |
| DAB CONSULTING SOLUTIONS, LLC | Quadient Canada, Ltd. |
| Divine Imaging, Inc. | Quadient, Inc. |
| DMT Solutions Global Corp. dba BlueCrest | Recon Rescue, Inc. |
| eRepublic, Inc. | Royalty Rides, LLC |
| Formax, LLC | Tritek Technologies, Inc. |
| FRANCOTYP-POSTALIA CANADA, INC. | Zone 3 Business Solutions, Inc. |
| Francotyp-Postalia, Inc., dba FP Mailing Solutions, Inc. | |

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on July 1, 2025, at 4:30 p.m. Central Time. Proposals were received from the following:

DMT Solutions Global Corporation, dba BlueCrest
Francotyp-Postalia, Inc., dba FP Mailing Solutions, Inc.
Pitney Bowes, Inc.
Quadient, Inc.
Tritek Systems, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Lisa Truax, CPPB, Senior Procurement Analyst
Paul Dotson, MA, Procurement Analyst II
Jonathan Love, MA, Procurement Analyst II
Brittney Cotner, MBA, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

DMT Solutions Global Corporation, dba BlueCrest, formerly a division of Pitney Bowes, became an independent corporation in 2018. They specialize in production print, insertion, and sortation solutions for mailroom operations. Recently, they expanded their capabilities through to include address validation, mail sortation, and election mail processing. BlueCrest's direct sales force and 1,000 service technicians provide field coverage to participating entities across the United States and Canada. They hold over 250 patents in the print-to-mail industry and maintain 5,000 inserters paired with printers and sorters across North America. BlueCrest offers competitive discounts to Sourcewell participating entities.

Pitney Bowes, Inc. is a market leader in innovative products and solutions for customer information management, customer engagement, shipping and mailing, and global eCommerce. They have installed approximately 900,000 meters across all 50 states within the United States. Their diverse sales and service team, including a direct sales and service force and dealer network, provides coverage nationwide. Pitney Bowes offers a wide range of software and hardware solutions, including shipping and mailing solutions, lockers and receiving solutions, business automation, and professional and financial services. They are offering various discounts off MSRP.

Quadient, Inc., formerly known as Neopost, has transitioned from traditional mailing systems to hybrid mail, automated document processing, and advanced parcel management technologies, including parcel locker solutions. As a manufacturer and service provider of its branded products, Quadient's direct sales and service teams are supported by a nationwide authorized dealer network. Quadient and its dealer network deliver top-tier customer care and various maintenance options to Sourcewell participating entities across the United States and in Canada. Quadient also offers flexible leasing and financing options, including Fair Market Value (FMV) and Lease-to-Own-Purchase (LTOP), to simplify the procurement process. They provide category-based discounts off list price and additional discounts such as product promotions, bundled-package pricing, and spot pricing reductions.

For these reasons, the following awards of Sourcewell **Master Agreement #070125** are recommended:

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|---|-------------|
| DMT Solutions Global Corporation, dba BlueCrest | 070125-BLCR |
| Pitney Bowes Inc. | 070125-PIT |
| Quadient, Inc. | 070125-QDT |

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Lisa Truax

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Lisa Truax, CPPB, Senior Procurement Analyst

DocuSigned by:

Paul Dotson

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Paul Dotson, MA, Procurement Analyst II

Signed by:

Jonathan Love

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Jonathan Love, MA, Procurement Analyst II

Signed by:

Brittney Cotner

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Brittney Cotner, MBA, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Deputy Chief Procurement Officer and the accompanying support materials documenting the process followed for RFP #070125 and Mailing and Postage Equipment and Technology.

The Evaluation Committee accepted, deemed responsive, evaluated, and recommended proposals for award to the Deputy Chief Procurement Officer. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on August 19, 2025.

Signed by:

Jeremy Schwartz

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Operating and Procurement Officer