



POSTAL PERSPECTIVES

Mailers react to USPS® changes\*

Here's what's changing:



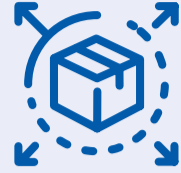
**Increased postage rates**  
designed to restore financial stability to the USPS



**More predictable service,**  
but longer delivery times for longer distances



**Deeper discounts**  
and longer duration on 2022 USPS promotions



**Optimizing networks**  
for more predictable mail and package delivery

\*Pitney Bowes surveyed 2300 mailers in August 2021

Here's what mailers are saying:

**46%**

of mailers are **somewhat/very concerned** about the changes.

- Higher postage cost
- Longer delivery windows



Concerned about USPS changes?  
Outsourcing to a presort provider can help you achieve deeper postage discounts.



An experienced presort provider can analyze your mailing practices and suggest strategies to help offset the impact of USPS changes.

Mailers are divided on how to offset the impact of recent rate and service changes.

**55%**

plan to make changes to their mailing practices

**17%**

aren't sure what they'll do



Look for a provider that can strategically move your mail to help meet or exceed USPS service standards.

For those who send First-Class Mail®, the changes in service standards may create challenges.

**21%** expect pushback from customers

**17%** are concerned about the impact on accounts receivable



**Pitney Bowes can help solve your mailing challenges.**

Our mailing experts are ready to help you decide what your next move should be.