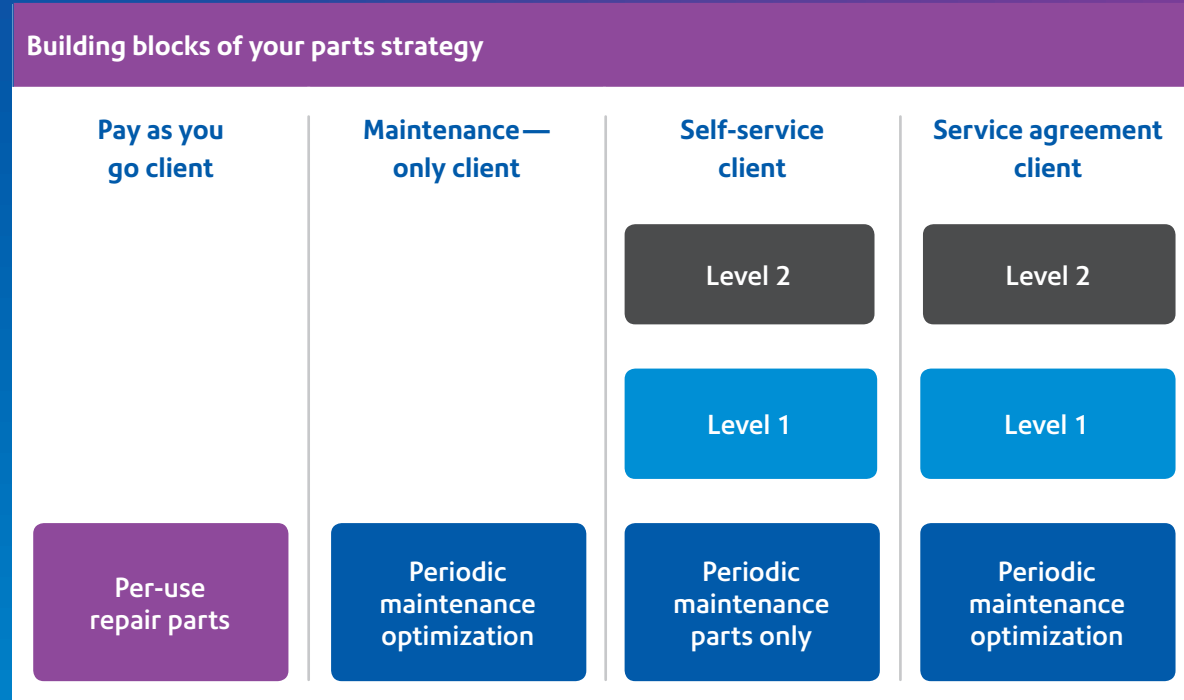


Parts strategy

Data-driven planning to address your parts strategy requirements

Parts strategy



Which strategy works best for your business?

What is important to you?

Some questions to consider:

- Are you looking for a different parts methodology that will help you meet your profitability and return on investment metrics?
- Do you need options that will raise your comfort level with your parts availability strategy?
- How dependent are your SLA commitments on your parts inventory strategy?
- Does your parts strategy differentiate between commonly used mechanical, electrical and consumable parts versus those parts that can have a high impact on machine production?

Having the right parts at the right time can make all the difference to your business and profitability.

We believe there is a science to optimizing parts availability—a combination of your specific usage, our national usage data and planned inventory system tracking.

As a result, we have designed parts strategy options to address your repair service needs to maximize your return on investment.

What is included?

We provide you with several parts strategy options, enabling you to balance cost, availability and inventory management of your spare parts.

Per-use repair parts

This option enables you to “pay as you go”, paying for parts used in a repair after the repair is completed. The part is not replaced by Pitney Bowes. This is a more flexible option but can make budgeting more difficult.

Periodic Maintenance Optimization (PMO)

This option provides both non-repair (maintenance) parts that come with a periodic maintenance agreement as the technician labor to perform the maintenance.

PMO parts only (for self-service clients)

This option enables those clients who service their own equipment to purchase maintenance parts only.

Self-service level 1 repair parts

This option provides a recommended list of parts based on your six months usage, national historical data and our inventory management system. These parts are purchased and owned by the self-service client.

Self-service level 2 parts

These repair parts have a longer mean time between failure (MTBF), have longer longevity and are not as likely to need replacement as frequently as high usage parts. The stocking of these parts would be tailored to your machine mix.

These parts are purchased and owned by the self-service client.

Service agreement level 1 repair parts

This Pitney Bowes managed option helps ensure that you have those parts most likely to be needed within 24 hours. We use your six months usage, national historical data and our inventory management system to ensure we have your parts ready for you.

For this option, you are required to have a repair service agreement with Pitney Bowes. If you have repair parts requirements for less than 24 hours, we recommend purchasing client-owned repair parts at a one-time discounted rate. If a repair part is used, it will be replaced by Pitney Bowes at no additional cost as part of your repair service agreement.

These are repair parts only and are not covered by Periodic Maintenance.

Service agreement level 2 parts

These repair parts have a longer Mean Time Between Failure (MTBF), have longer longevity and are not as likely to need replacement as frequently as high usage parts. The stocking of these parts would be tailored to your machine mix.

If a part is used, it will be replaced by Pitney Bowes at no additional cost.

How do you benefit?

At Pitney Bowes, we focus on the client outcome, in this case, having the right parts at the right time to ensure maximum machine run time.

We believe our services should make a difference in how your business functions by:

- Providing you with parts options that meet your budget and productivity needs.
- Enabling you to maximize your return on investment by tailoring your parts inventory management strategy.
- Helping you determine the best parts strategy for your company using real historical and inventory management system data