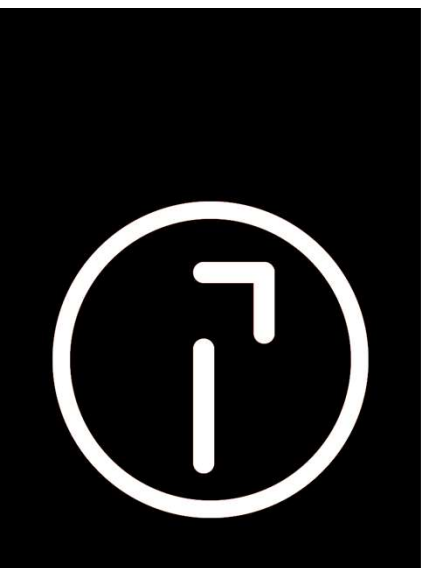
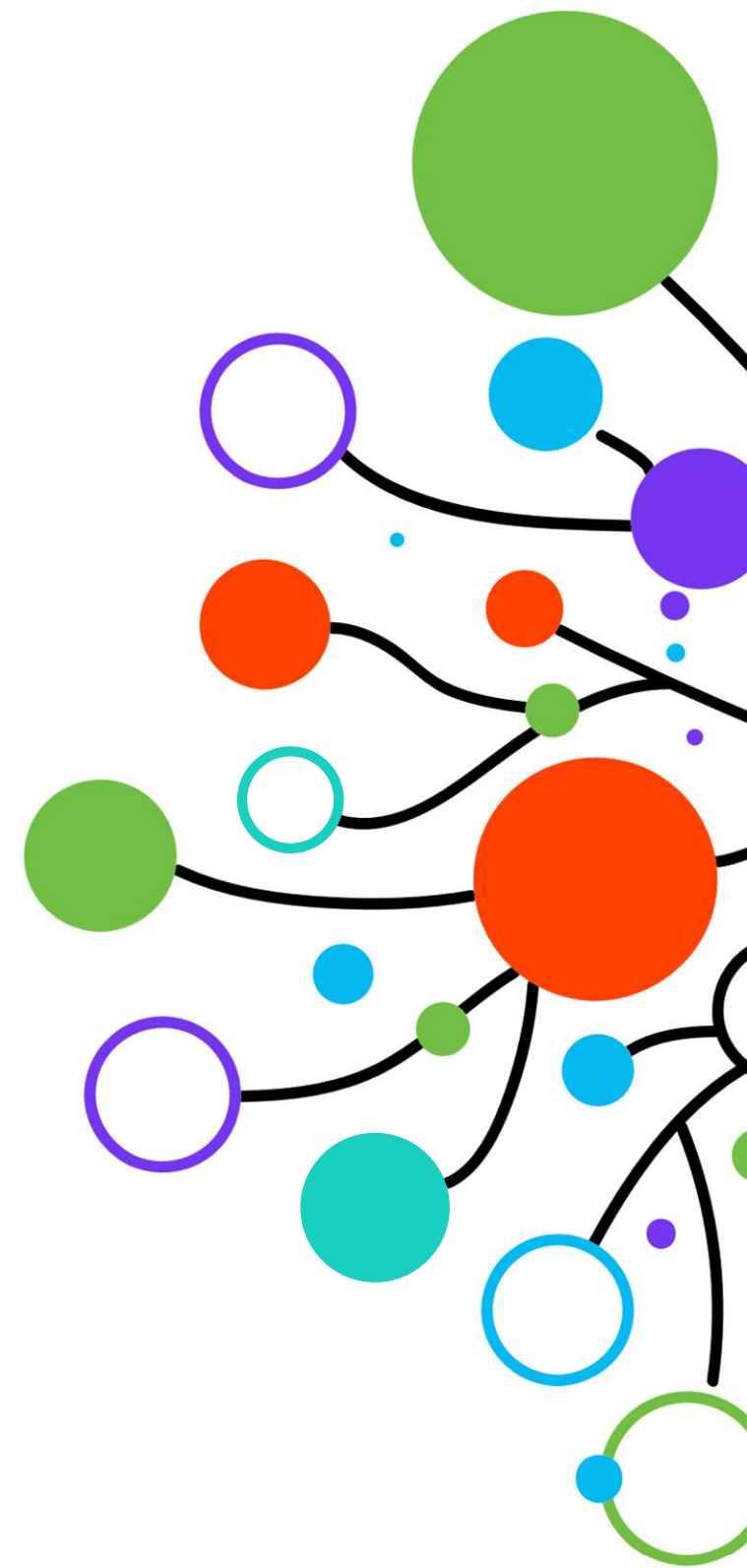




BUSINESS CASE

Customer Communication Solution

Prepared for: **Atascosa County**
Submitted on: **August 18, 2026**
Valid until: **September 18, 2026**
Submitted by: **Eddie Lopez**
MAE
210-289-1430



quadi⁷ent



Current Process

quadi⁷ent

- USPS will no longer accept labels 888
- Customer needs basic shipping solution to comply with new USPS shipping requirements
- Not taking advantage of USPS discounted rates for electronic return receipt and packages
- Quadient's recommendation for a smooth transition, install new meter, shipping and e-certify platform to leverage USPS discounted rates and terminate existing agreement



Current usage

quadiant

Account Address:	1 Courthouse Circle Dr Ste 3 JOURDANTON, TX 78026-3446	Report Date:	08 / 14 / 2026
Mailing Machine:	IX7	Last Data Upload:	08 / 04 / 2026
Meter Serial #:	31236442	Sales Professional:	Eddie Lopez
		Data Status:	Actual Activity (365 Days)

	Last Year Jan/25 - Dec/25		Rolling Year Jul/25 - Jun/26	
Mail Type	Pieces #	Postage \$	Pieces #	Postage \$
Postcards		\$		\$
Letters	15449	\$ 19323.4	47562	\$ 51640.87
Flats (Large Envelopes)	648	\$ 1917.95	1875	\$ 5603.49
Flat-Rate Envelopes		\$	0	\$ 0
Flat-Rate Boxes		\$	0	\$ 0
Packages	15	\$ 190.2	48	\$ 574.95
International Mail		\$		\$
Manual Entry		\$		\$
Unknown / Other	468	\$ 3241.35	1319	\$ 9181.91
Total	16580	\$ 24672.9	50804	\$ 67001.22

	Letters - Rolling Year		Flats - Rolling Year	
Mail Class	Pieces #	Postage \$	Pieces #	Postage \$
First-Class Mail® Single	47562	\$ 51640.87	1875	\$ 5603.49
First-Class Mail® Presort		\$		\$
First-Class Mail® Auto		\$		\$
USPS Marketing Mail™		\$		\$

Accountable Mail – Rolling Year	Pieces #	Postage \$
Certified Mail™ without Return Receipt	137	\$ 844.14
Certified Mail™ with Return Receipt	1639	\$ 19744.15
Electronic Return Receipt Savings Estimate*		\$ 2851.86

Letters (Metered)^{1,4}

Weight Not Over (oz.)	
1	\$0.74
2	1.03
3	1.32
3.5	1.61

Large Envelopes (Flats)²

Weight Not Over (oz.)	
1	\$1.63
2	1.90
3	2.17
4	2.44
5	2.72
6	3.00
7	3.28
8	3.56
9	3.84
10	4.14
11	4.44
12	4.74
13	5.04





- 1,319 packages





Workflow

quadi⁷ent

- Manually write to and from address



- Manually apply label 888. What do you do the tracking number?
 - Manually track package status on USPS website
 - Enter 22 digits



- Lengthy process, place package on scale, enter zip code select OK, then select rectangular and select next, enter length, width, height and select next and then next again. Plenty of sub-menu's

- Apply meter strip



- If the address is incorrect, the post office will return the package, which delays the delivery. As a result, you will have to repeat the entire process and pay for postage a second time (\$6.80 plus)



USPS Ground Advantage

- Currently paying higher retail rates (\$7.90)

USPS Ground Advantage-Retail

Retail-Parcels

Weight Not Over ⁹	Zone ^{1,2,3,4,5,6,7,8}								
	1	2	3	4	5	6	7	8	9
4 oz	\$7.90	\$8.05	\$8.15	\$8.30	\$8.60	\$8.75	\$8.95	\$9.45	\$9.45
8 oz	7.90	8.05	8.15	8.30	8.60	8.75	8.95	9.45	9.45
12 oz	9.55	9.95	10.20	10.60	10.95	11.35	11.95	12.90	12.90
15.999 oz	9.55	9.95	10.20	10.60	10.95	11.35	11.95	12.90	12.90



- Take advantage of discounted shipping rates (\$5.58)

Carrier Services

Guaranteed Delivery

Service	Delivery Date ↑↓	Cost ↑↓
Priority Mail Express 1-Day®	2026-08-18 6:00 PM	\$31.11
Priority Mail®	2026-08-19 6:00 PM	\$8.01
USPS Ground Advantage®	2026-08-19 6:00 PM	\$5.58
Media Mail Parcel	2026-08-21 6:00 PM	\$4.39
Library Mail Parcel	2026-08-21 6:00 PM	\$4.17

OK

CANCEL





Quadiant

CREATE SHIP FROM ADDRESS

Simple Integration/RTS

Package ID

Ship To Address

999

US - United States of America

Attention

Quadiant

300 E SONTERRA BLVD

Apt / Suite / Other

Other

SAN ANTONIC TX - Texas 78258-3971

☐ Residential Address

PACKAGE TYPE

Priority Mail® Flat Rate Envelope

Total Package Count: 1

Shipment Details



SELECT SERVICE

COMPARE CARRIERS

Ship Date
8/14/2026

Billing: SENDER

Priority Mail® Flat Rate Envelope

MODIFY EXTRA SERVICES

EXTRA HANDLING

Level 3

Level 4

Level 5

Reference Fields

Reference 1

Reference 2

Package Charges

Package Base Rate: \$9.620

Services & Fees: \$0.000

TOTAL CHARGES: \$9.620

CREATE CUSTOMS FORM(S)

PROCESS SHIPMENT



Address Verification

quadient

Ship From

01 - Quadient - 78258-

Sender Name

Quadient

CREATE SHIP FROM ADDRESS

Simple Integration,

Package ID

Ship To Address

ID

US - United States of A

Attention

Address Verification

 The address you entered was found but more information is needed (such as an apartment, suite, or box number) to match to a specific address.

ENTERED ADDRESS:

Quadient

300 E Sonterra

San Antonio TX 78258

☐ Residential Address

MODIFY ENTERED ADDRESS

CORRECTED ADDRESS:

Quadient

300 E SONTERRA BLVD

SAN ANTONIO TX 78258-3971

☐ Residential Address

USE CORRECTED ADDRESS



Service Level Optimization (Rate shop every package)

quadrant

Compare Rates ✕

Display Future Days

Guaranteed Delivery

☒ Any ☐ Cost Saver
FedEx Ground® ☐ Time Saver
UPS Next Day Air® Early

Wednesday July 01 2020

Carrier	Service	Delivery Time	Cost
FedEx	FedEx Standard Overnight®	3:00 PM	\$17.70
FedEx	FedEx Priority Overnight®	10:30 AM	\$19.20
USPS	Priority Mail Express 1-Day™	End Of Day	\$34.30
ups	UPS Next Day Air Saver®	End Of Day	\$69.09
ups	UPS Next Day Air®	10:30 AM	\$74.20
FedEx	FedEx First Overnight®	9:30 AM	\$104.50
ups	UPS Next Day Air® Early	9:00 AM	\$105.25

Thursday July 02 2020

Carrier	Service	Delivery Time	Cost
FedEx	FedEx Ground®	11:59 PM	\$7.87
ups	UPS® Ground	End Of Day	\$11.86
FedEx	FedEx 2Day®	4:30 PM	\$13.31
FedEx	FedEx 2Day® A.M.	10:30 AM	\$14.44



Tracking

quadi⁷ent

SMART[™] MailCenter Management Solution

\$19,325.97

Scott Watson

Transaction History

User ID

Select a field

All

DATE

All carriers

All carriers

USPS

FedEx

UPS

DHL

Select a service

Conditional value

Select an extra service

SAVED FILTERS

SAVE FILTER

CLEAR FILTER

APPLY

NEW TRANSACTION

ALL

SHIPPING

MAILING

RTS

MANUAL

ALL

IN PROGRESS

DELIVERED

CANCELED

ADJUSTED

Search shipments

	Created Date	Price	Accounts	Destination	Service	Tracking	Details	Doc	Actions/Status
☐	7/14/20, 1:58 PM	\$14.040		STARBUCKS GLOBAL CARDS-MAIL STOP S-AC5 2401 UTAH AVE S STE 800 SEATTLE WA 98134-1435	FEDEX FedEx Priority Overnight [®]	394821553904			
☐	7/14/20, 1:32 PM	\$13.470		Catherine Ferris 52 GENEST ST MERIDEN CT 06450-4538	FEDEX FedEx Home Delivery [®]	394820070046			
☐	7/14/20, 1:28 PM	\$7.150		STATEWIDE PAYEE REGISTRATION PO BOX 41450 OLYMPIA WA 98504-1450	USPS Priority Mail 2-Day [™] Flat Rate Envelope	420985049205890112203934655941			
☐	7/13/20, 3:32 PM	\$14.040		893682 HSBC Lockbox - Quodient Leasing USA, Inc. 1501 N PLANO RD STE 100 RICHARDSON TX 75081-2493	FEDEX FedEx Priority Overnight [®]	394783580579			

207680

Current Process

A handwritten “ship to” address label is applied to items such as Flat Rate Envelopes or Parcels (1).

A postage meter tape is printed using Retail postage rates and also applied to the item (2).

An tracking barcode label (USPS® 400/888) is also applied to the item (3).

The tracking number must be copied and saved for later use.

Tracking info is retrieved from the USPS® web site by manually entering the 22-digit tracking number.

3 labels. More postage. Manual tracking.



Proposed Process

Using Quadient shipping software, the “ship to” address is typed or selected from the address book. Addresses are auto-validated to ensure deliverability.

An “all-in-one” shipping label is generated that includes address information, proof of postage payment, and tracking barcode (1).

The item is automatically eligible for USPS® Merchant Rates, saving up to 56% on Ground Advantage™ and over 20% on Flat Rate envelopes/boxes.

Any employee can log in and quickly find a package’s delivery status, with or without the actual tracking number.

Plus, a tracking link can be automatically emailed to the recipient, the sender, and a third party.

1 label. Less postage. Automated tracking.



e-Certify Current Workflow (Steps 1-5)

STEP 1	Collect Blank Certified Mail® and Return Receipt Forms	
STEP 2	Complete Form 3800	
STEP 3	Complete Front of Form 3811	
STEP 4	Complete Back of Form 3811	
STEP 5	Peel Tracking # Strip Label Off Form 3800 and Apply to Form 3811	

e-Certify Current Workflow (Steps 6-10)

STEP 6	Fold Documents and Insert Into Envelope	
STEP 7	Tear Off Form 3800 Tracking Label, Peel Backing and Apply to Front of Envelope	
STEP 8	Peel Backing Off Perforated Sides of Form 3811 and Apply to Back of Envelope	
STEP 9	Meter the Envelope at \$10.98 and Mail	
OPTIONAL	Take Form 3800 Receipt to Post Office for Official Round Date Stamp	
STEP 10	File or Scan Form 3800 Receipt For Record-Keeping	

e-Certify Proposed Workflow

STEP 1	Enter recipient's address or select it from address book. Address validated for accuracy and proper formatting. Mail piece data uploaded to USPS®.	
STEP 2	Print Certified Mail® barcode. Option A: Print a barcoded cover page and place on top of documents. Option B: Print a barcoded tracking label using a thermal label printer.	
STEP 3	Prepare Certified Mail® piece. Option A: Insert folded cover page and documents into a double-window Certified Mail® envelope. Option B: Apply thermal tracking label onto any type of envelope.	
STEP 4	Meter the envelope for \$1.74 less than the “green card” paper-based method (reflects reduced amount for electronic Return Receipt service).	
STEP 5	Delivery status of all sent items is automatically tracked and displayed in a user-friendly online portal. Download electronic PDF signature files as needed (replaces “green card”). All activity and signature files are stored for the lifetime of your subscription. Run simple or advanced searches and print or export reports.	



- 1,639 Certified Letters

Certified Mail

Per item, in addition to postage and other fees	Fee
Certified Mail	\$5.55
Certified Mail Restricted Delivery	14.35
Certified Mail Adult Signature Required	14.35
Certified Mail Adult Signature Restricted Delivery	14.35

Collect on Delivery (COD)

Amount to be collected or insurance coverage desired, whichever is higher	Fee
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Services

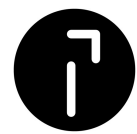
Insurance Restricted Delivery ²	\$8.80
1. Bulk Insurance discount \$0.80 per piece. 2. For articles insured for more than \$500.	

Return Receipt

(In conjunction with another extra service)		Fee
Requested at time of mailing	(Hard copy PS Form 3811)	\$4.65
	Electronic	2.91

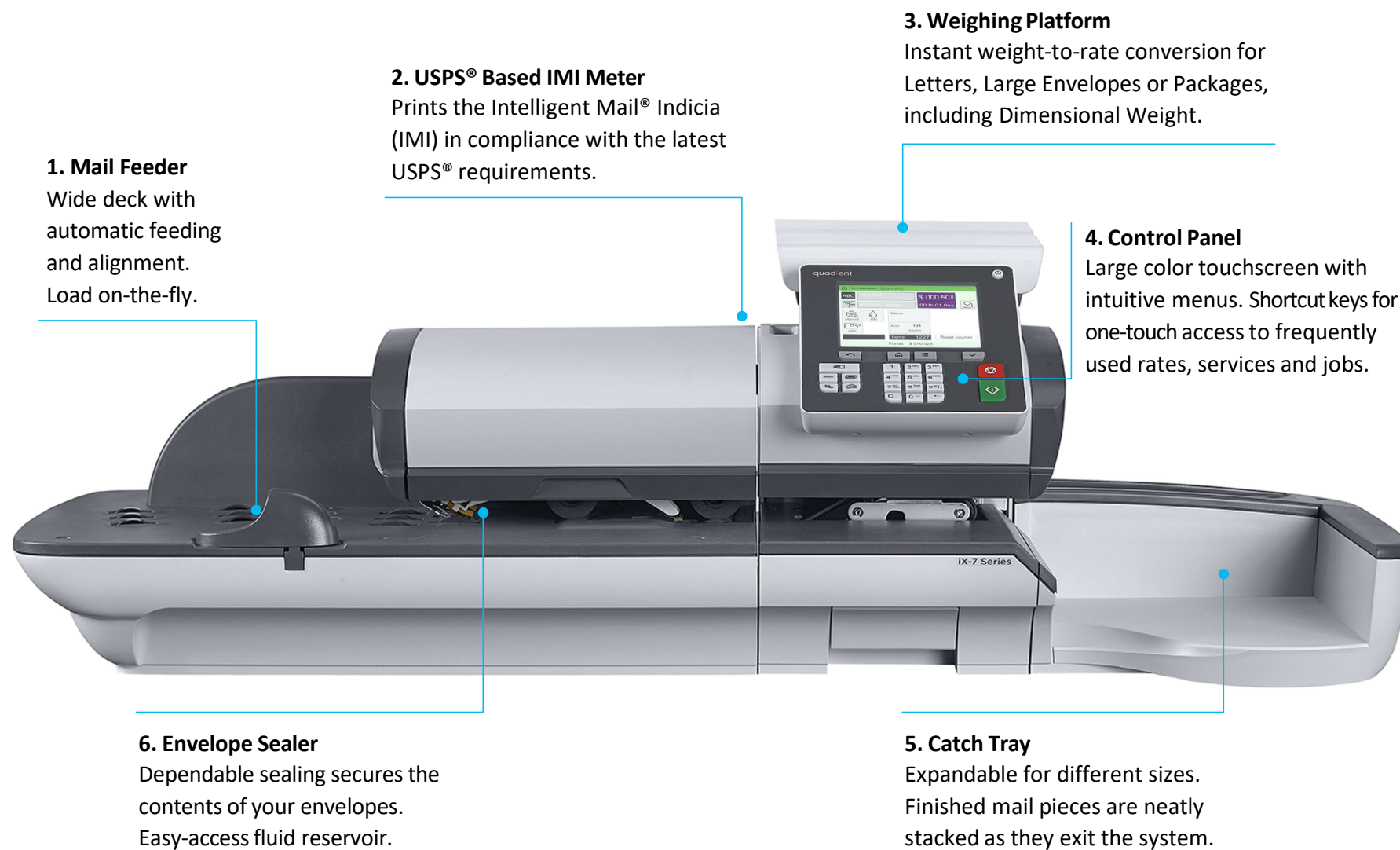
Signature Confirmation Service

Accountable Mail – Rolling Year	Pieces #	Postage \$
Certified Mail™ without Return Receipt	137	\$ 844.14
Certified Mail™ with Return Receipt	1639	\$ 19744.15
Electronic Return Receipt Savings Estimate*		\$ 2851.86



Product Overview

iX-7
SERIES



Key Specifications

Processing speed: Up to 140 lpm

Weighing platform capacity: 10, 30 or 70 lb.

Envelope thickness: Up to 5/8"

Accounts/departments: 100 standard, up to 500 optional

Online expense reporting (Neostats Basic): Standard

Connectivity: LAN standard, Wireless LAN optional

Postage labels: Self-adhesive with automatic dispenser

Security: 4-digit operator PIN codes

Job presets (imprint memories): Up to 9

Envelope printing: Graphics (10), Text messages (10)

Ink supply: Quick-change cartridge, up to 26,000 imprints

S.M.A.R.T. Online shipping software: Available



Financial Analysis

Expense Description	Current	Proposed
Equipment cost	\$252.06 per month	\$606.35 per month
Certified mail postage cost for 1,639 mail pieces (current rate \$4.65 return receipt and proposed rate \$2.91)	$\$7,621.35 / 12 = \635.11	$\$4,769.49 / 12 = \397.46
USPS packages retail \$7.90 (merchant rates \$5.58) save on average about \$2.32 per package	+++ \$255.00	--- \$255.00
Total Monthly Operational Costs	\$1,142.17	\$748.81





Financial Considerations

Product Summary

- IX7 Mail Machine with 10lb scale
- Shipping Platform with 10lb scale and label printer
- E-certify Platform with 2 label printers (2,000 annual transactions)
- Texas Buyboard Pricing

Cost Summary		Valid Until: 09/18/26
01	60-month option	\$606.35 per month
02	Freight, delivery & installation	Included
03	Equipment	Included
04	Equipment maintenance and meter rental	Included
05	Software subscription	Included
Total Monthly Cost		\$606.35 per month

Quadient At-a-Glance

quadient



\$1.06BN
REVENUE



~440K
CUSTOMERS
WORLDWIDE



~5,000
PASSIONATE
EMPLOYEES



LEADERS
A CENTURY OF
INNOVATION



96%
SATISFACTION
RATE

#1 GLOBAL
SUPPLIER OF
CUSTOMER
COMMUNICATIONS
SOLUTIONS

#2 GLOBAL
SUPPLIER OF
PARCEL LOCKER
SOLUTIONS

#2 GLOBAL
SUPPLIER
OF MAILING
EQUIPMENT AND
SOFTWARE

Driving Business Results That Matter



CUSTOMER & EMPLOYEE ENGAGEMENT

- ✓ Personalize the communications experience for each customer
- ✓ Remove workflow complexities that discourage employees



REVENUE GROWTH

- ✓ Speed up document delivery and increase on-time payments
- ✓ Turn more customer communications into marketing opportunities



RISK MITIGATION

- ✓ Eliminate mail assembly errors that compromise privacy or compliance
- ✓ Ensure inbound packages are delivered without loss or delay



EXPENSE CONTROL

- ✓ Reduce operational costs by automating physical mail processing
- ✓ Choose the optimal carrier and service for every package you ship