



Final Results from Scoring Grid for Copy/Printers and Maintenance Services

Date: 5/20/2026

Categories & Criteria	Final Results	Quote # 1- Quadient	Quote #2-Pitney Bowes	Quote # 3-Data-Pac
<p>1. Cost Efficiency (25 points) - Total cost of ownership, including machine price, supplies, maintenance, contract terms, and overall value for money.</p> <p>2. Service & Support Quality (25 Points) - Responsiveness, clarity of communication, technician availability, repair SLAs, uptime guarantees, and support reputation</p> <p>3. Product Capability & Reliability (25 Points) - Machine speed, automation features, capacity, integration with workflow, reliability, and scalability for future needs.</p> <p>4. Flexibility & Customization (25 Points)-Ability to tailor the solution, upgrade options, modular components, contract flexibility, and adaptability to changing mailing volumes.</p>	Evaluator #1	100	80	60
	Evaluator #2	90	95	25
	Evaluator #3	95	78	60
Total Scores		285	253	145

Postage Meter Comparison

Company	Quadient (63 Month Lease)	Pitney Bowes (63 Month Lease)	Data-Pac (60 Month Lease)
Cost:	\$142.99	\$191.00	\$362.76
Mail Machine Spec	Autofeed System, Color Screen, envelope sealer, Built in weight scale	Autofeed System, Color Screen, envelope sealer, Built in weight scale	Autofeed System, Color Screen, envelope sealer, weight scale optional
Troubleshooting and Support:	Included	Included	If rep needs to view the machine in person, price ranges from 12,000-14,000
Mail Limits:	Unlimited	Unlimited	Unlimited
Part Replacement:	Included – Voided if 3 rd party ink is used.	Included	Included
Ink Price:	\$269.00 – 10,000 Prints – 0.0269 ea	\$193.99 – 8,800 Prints – 0.022 ea	\$69.95 – 28,000 Prints – 0.0025 ea

Recommendation:

When considering the price and services rendered, the recommended vendor is Quadient due to vendor offering comparable equipment and the lowest monthly price.



Evaluation of Quotes Scoring Grid

Evaluator: 1

Date: _____

Criteria	What This Measures	Quadient (0-100)	Pitney Bowes (0-100)	Data-Pac (0-100)
Cost Efficiency	Total cost of ownership, including machine price, supplies, maintenance, contract terms, and overall value for money.	25	20	15
Service & Support Quality	Responsiveness, clarity of communication, technician availability, repair SLAs, uptime guarantees, and support reputation.	25	20	15
Product Capability & Reliability	Machine speed, automation features, capacity, integration with workflow, reliability, and scalability for future needs.	25	20	15
Flexibility & Customization	Ability to tailor the solution, upgrade options, modular components, contract flexibility, and adaptability to changing mailing volumes.	25	20	15
Total Score (100 Points)		100	80	60



Evaluation of Quotes Scoring Grid

Evaluator: 2

Date: 5.20.26

Criteria	What This Measures	Quadient (0-100)	Pitney Bowes (0-100)	Data-Pac (0-100)
Cost Efficiency	Total cost of ownership, including machine price, supplies, maintenance, contract terms, and overall value for money.	25	20	0
Service & Support Quality	Responsiveness, clarity of communication, technician availability, repair SLAs, uptime guarantees, and support reputation.	20	25	0
Product Capability & Reliability	Machine speed, automation features, capacity, integration with workflow, reliability, and scalability for future needs.	25	25	25
Flexibility & Customization	Ability to tailor the solution, upgrade options, modular components, contract flexibility, and adaptability to changing mailing volumes.	20	25	0
Total Score (100 Points)		90	95	25



Evaluation of Quotes Scoring Grid

Evaluator: 3

Date: 5-18-2

Criteria	What This Measures	Quadient (0-100)	Pitney Bowes (0-100)	Data-Pac (0-100)
Cost Efficiency	Total cost of ownership, including machine price, supplies, maintenance, contract terms, and overall value for money.	25	20	15
Service & Support Quality	Responsiveness, clarity of communication, technician availability, repair SLAs, uptime guarantees, and support reputation.	25	20	15
Product Capability & Reliability	Machine speed, automation features, capacity, integration with workflow, reliability, and scalability for future needs.	20	18	15
Flexibility & Customization	Ability to tailor the solution, upgrade options, modular components, contract flexibility, and adaptability to changing mailing volumes.	25	20	15
Total Score (100 Points)		95	78	60

Overview

Dear Annabel Ybarra,

This exclusive offer includes the **iX-5AF** postage meter with a 5lb scale, maintenance, and rate change protection for only **\$142.99** per month.

The new **iX-5 Auto-Feed Mailing System** features:

- User friendly navigation and a Rate Wizard that simplifies rate selection and ensures postage accuracy every time.
- Space saving, built-in weighing platform with Smart Start technology
- Convenient ATM-style postage downloads with High speed internet connection or iMeter™ PC Link
- Automatic sealing with easy access reservoir ensures a perfect envelope seal
- Integrated automatic label dispenser simplifies the processing of packages and large envelopes
- Up to 19,500 impressions per ink cartridge with Low Ink E-mail Alerts for efficient planning
- Convenient access to postal and department usage on Myquadiant for reporting at your fingertips
- Automated USPS ® Rate Change updates Automatic feeding speed up to 110 letters per minute

[Click here to learn more about the iX-5AF Mailing System today!](#)

We appreciate your business!

Sincerely,
Kim Drolet
k.drolet@quadiant.com
203-301-3474 Ext. 13474

***** Please Note: This meter connects through a high-speed digital connection for postage downloads and rate change and software updates.**

Any changes, addition, or modifications to the agreement must be accompanied by the signers initials.

If the address or company name on the form needs to be adjusted, please contact me before you sign and I will send you an updated copy. ***

Statement of Confidentiality

This proposal and supporting materials contain confidential and proprietary business information of Quadiant, Inc. These materials may be printed or photocopied for use in evaluating the proposed project, but are not to be shared with other parties.



Product: Quadient IX-5 Auto Feed

Offer Includes
Products: 5 lb Scale
Service Products: Maintenance , Rate Change Protection, Installation
EasyInk: <input checked="" type="checkbox"/> (Quadient Postage Funding and LAN required)
Billing Information
Billing CSN#: 60976139
Company Name: HIDALGO COUNTY COMM SERVICE AGENCY
DBA:
Address: 2524 N Closner Blvd EDINBURG, TX78541
Contact: Annabel Ybarra
Email: annabel.ybarra@co.hidalgo.tx.us
Phone: (956) 383-6240 Fax:
Office: 2290 - Austin Main Post Office / Mail Drop:
Post Office ZIP Code:
Agreement PO - Tax Exempt - ACH
Purchase Order #:
Tax Exempt: <input type="checkbox"/>
ACH Payments (Lease Payment Only): <input type="checkbox"/>
Previous Lease #:N20032166
Replaces Meter S/N: 11465348

Lease Payment Information and Schedule
Billing Frequency: Quarterly
Monthly Payment: \$142.99 (Plus applicable taxes)
Number of Months: 63
Installation Address
Company Name: HIDALGO COUNTY COMM SERVICE AGENCY
Address: 2524 N Closner Blvd EDINBURG, TX78541
Contact: Annabel Ybarra
Email: annabel.ybarra@co.hidalgo.tx.us
Phone: (956) 383-6240 Fax:
Office#: 2290 - Austin Main Post Office / Mail Drop Off:
Post Office ZIP Code:
Postage Meter Funding
Postage Funding Option: Quadient Postage Funding
Use my POC/TMS Account #: <input checked="" type="checkbox"/>
My POC/TMS Account#: 8076066
Date Sent: 4/20/2026
Offer Valid Until:

Existing customers who currently fund the Postage account by ACH Debit will not be converted to a Postage Funding Account unless initialed here:

Approval & Terms

Guided by Quadient, Inc.'s Sustainable Design and Responsible Manufacturing Policy, our Products may contain reused components. For more Information visit <https://www.quadient.com/about-us/sustainable-design-and-manufacturing>.

This document consists of a Product Lease Agreement with Quadient Leasing USA, Inc.; and a Postage Meter Rental Agreement, Maintenance Agreement and an Online Services and Software Agreement with Quadient, Inc.; and a Postage Funding Account Agreement with Quadient Finance USA, Inc. Your signature constitutes an offer to enter into such agreements, and acknowledges that you have received, read, and agree to all applicable terms and conditions (version Commercial-Equipment-Lease-Terms-USPS-Direct-V11-2023), which are also available at <https://quadientterms.com/Commercial-Equipment-Lease-Terms-USPS-Direct-V11-2023>, and that you are authorized to sign the agreements on behalf of the customer identified above. The agreements will become binding on the companies identified above only after an authorized individual accepts your offer by signing below, or when the equipment is shipped to you.

Name:
Title:
Date:

Authorized Signature:

Kim Drolet k.drolet@quadient.com PH: 203-301-3474 Ext. 13474 FAX: 203-301-2608
Quadient Leasing USA Inc. 478 Wheelers Farms Road, Milford, CT 06461

PROPOSED PITNEY BOWES MAILING SYSTEM
SENDPRO C AUTO MAILING MACHINE & 5 LB. SCALE

- **Compliant with USPS regulations including the latest in Indicia technology, IBI-Information Based Indicia**
- **Ergonomically designed with whisper-quiet operation**
- **You have the flexibility of getting postage now and pay for it at the end of the month**
- **Get dual functionality with the Date & Time Stamp feature for incoming mail**
- **Automatic USPS rate downloads**
- **Color touchscreen**
- **Low postage warnings to prevent running out of postage**
- **Auto-feed mail processing: feed, seal and meter letters at 120 LPM**
- **Departmental accounting for up to 100 departments**
- **Programmable jobs using up to 10 memory keys**
- **Large, easy to read LCD display**
- **Automatic label dispenser**
- **Prints up to 5/16" thick mail**
- **The removable brush-and-wick sealing system ensures tip-to-tip sealing to protect the contents of your mail**
- **5 lb. integrated weight platform**
- **Pre-loaded Mail Class Dies and ad slogans**
- **Auto Default can reset the latest postage to the current first class rate, so there are no accidental overpayments**

MONTHLY INVESTMENT - 63 MONTHS @ \$191/MO

PRICING INCLUDES METER RENTAL, RATE CHANGE PROTECTION, SOFTWARE UPDATES AND MAINTENANCE (PARTS AND LABOR)



Pricing Information

Quantity	Model	Unit Price	Total Price
1	DP155A Mailing System	\$8,495.00	\$8,495.00
1	WP25 Scale	\$595.00	\$595.00
1	1050 label printer	\$995.00	\$995.00
Total Purchase			\$10,085.00

Annual Mandatory Software Maintenance

Quantity	Model	Unit Price	Total Price
1	ESM-1	\$495.00	\$ 495.00 per yr
Total Annual Software Maintenance			\$495.00 per yr

Meter Rental

Quantity	Model	Unit Rental	Total Rental
1	PSDMC	\$75.00/mo.	\$75.00/mo.
Includes unlimited resets per month			

60 month lease payment includes Equipment Meter and SMA
\$362.76 per month

Customer Volume

Number of Pieces Month Savings Per Piece Savings

Priority Mail Commerical Rate Dis	250	0.95	\$237.50
Express Mail, Commerical Rate Di	5	1.2	\$6.00
International Mail, Commerical Rat	22	2.05	\$45.10
eCertified	100	1.2	\$120.00

Total Savings

\$408.60

**Pricing
Provided by**

**Data-Pac Mailing Systems Corp.
1217 Bay Road
Webster New York 14580
Toll Free Voice: 1-800-355-1775
Alternate Voice: 1-585-787-7072
Fax: 1-585-671-1409**