

Press Release

Pitney Bowes wins Gold at prestigious Stevie Awards for Sales and Customer Service

Global technology company wins Gold Sales Operations Team of the Year award

HATFIELD, UK, March 9th, 2016 - Pitney Bowes Inc. (NYSE:PBI), a global technology company that provides innovative products and solutions to power commerce, has won Gold in the Sales Operations Team of the Year category at the 10th annual Stevie® Awards for Sales and Customer Service. The awards recognise outstanding performances in the workplace, worldwide. More than 2,100 nominations from organisations of all sizes and in virtually every industry were evaluated in this year's competition.

The Pitney Bowes Sales Operations team is critical in its support and enabling of Pitney Bowes' dynamic European sales function. The award entry highlighted this, with particular reference to the team's collective creative talents and innovation in developing a digital Predictive Analytics tool. The software tool has transformed the sales team's approach to client relationships, and supports Pitney Bowes' strategy of reinventing mail, through the convergence of physical mail and digital experiences and the rapid growth of shipping.

The Predictive Analytics tool generates precise, accurate digital analytics which not only reveal accurate customer usage data, but also predict and highlight cost-saving strategies based on historic purchasing behaviour. With trustworthy data at their fingertips, client managers can now easily view and relay the savings a customer can gain from upgrading their equipment and software, and changing their usage habits. For these client managers, driving informed, insightful conversations with clients at exactly the right time in their sales cycle means they can add real value to their clients' business.

Mark Shearer, Executive Vice President and President Global SMB Solutions, Pitney Bowes, said, "We're incredibly proud of our what our outstanding Sales Operations Team has achieved in its delivery of a predictive analytics tool which has created huge value. It's transforming our relationships with clients and helping our sales teams generate strong

results in a highly competitive market.” He continued, “For this achievement to be recognised by the prestigious Stevie Awards is a fantastic endorsement to the team, to Pitney Bowes as a whole, and to our strategy of reinventing mail. On behalf of everyone at Pitney Bowes, I’d like to extend my congratulations to all the finalists of the Stevie Awards. It’s an exciting time to be in the technology industry.”

The Stevie Awards for Sales and Customer Service are the world’s top sales awards, business development awards, contact center awards, and customer service awards. The Stevie Awards organises several of the world’s leading business awards shows including the prestigious American Business AwardsSM and International Business AwardsSM.

Details about the Stevie Awards for Sales and Customer Service and the list of Stevie winners in all categories are available at www.StevieAwards.com/sales.

About Pitney Bowes

Pitney Bowes (NYSE:PBI) is a global technology company offering innovative products and solutions that enable commerce in the areas of customer information management, location intelligence, customer engagement, shipping and mailing, and global ecommerce. More than 1.5 million clients in approximately 100 countries around the world rely on products, solutions and services from Pitney Bowes. For additional information, visit Pitney Bowes at www.pitneybowes.com.

About The Stevie Awards

The Stevie Awards are conferred in six programs: The American Business Awards, the German Stevie Awards, The International Business Awards, the Stevie Awards for Women in Business, the Stevie Awards for Sales and Customer Service, and the Asia-Pacific Stevie Awards. Honoring organizations of all types and sizes and the people behind them, the Stevies recognize outstanding performances in the workplace worldwide. Learn more about the Stevie Awards at <http://www.StevieAwards.com>, and follow the Stevie Awards on Twitter @TheStevieAwards.

Sponsors of the 10th annual Stevie Awards for Sales and Customer Service include ValueSelling Associates.

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