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## **Pitney Bowes Expands IntelliJet™ Line of Color Production Print Systems**

*New IntelliJet™ 20 Printing System Offers Seamless, Cost-Effective  
Production Print Solution for Improved Customer Communications*

BIRMINGHAM, United Kingdom, May 18, 2010 -- [Pitney Bowes Inc.](#) (NYSE: PBI) today announced it is expanding its line of high-speed digital color printing systems. The new offering, the Pitney Bowes® IntelliJet™ 20 Printing System, will help more companies transition their printed communications from monochrome to color simply and cost-effectively, and communicate more effectively with their audiences.

The new system complements the [IntelliJet™ 30 Printing System](#), which Pitney Bowes launched in 2009.

The system is on display at the [IPEX 2010](#) industry show, taking place May 18-25 at the [National Exhibition Centre](#) in Birmingham, UK.

Like the IntelliJet™ 30 Printing System, the new system is the result of a strategic alliance with HP, a global leader in information and print technology. Offering the same high-quality, 1200 x 600 dpi addressable resolution print engine and built-in Pitney Bowes Production Intelligence™ software, the IntelliJet™ 20 Printing System produces complex transactional statements without compromising speed or quality. Its 20.5-inch-wide format is sized to replace existing toner-based monochrome devices. Scaled for high-volume transactional print and mail customers, the system fits right within their existing environment to deliver 2-up monochrome as well as the full color variable print they need to expand services.

“For years, enterprise customers and service bureaus have turned to Pitney Bowes for industry-leading customer communications solutions,” said [Leslie Abi-Karam](#), executive vice president and president, mailing solutions management. “The IntelliJet™ 20 now allows us to take the ability to integrate variable color print and

mail down market, delivering this same value to a much broader array of customers, both domestically and internationally.”

The company is accepting orders now for both systems for delivery to European Union countries, in addition to the United States.

Both the IntelliJet™ 20 and the IntelliJet™ 30 Printing Systems include new features and system enhancements for greater performance and capability. These include:

- Pitney Bowes® IntelliJet™ Print Process Manager, a powerful hardware and software solution that maximizes the productivity and operational control of IntelliJet™ Printing Systems
- Fully integrated MICR (Magnetic Ink Character Recognition) to allow financial institutions to print checks with integrity and security
- Expanded range of integrated post print accessories that can be configured to support specific mail finishing needs

Industry-leading Pitney Bowes Production Intelligence™ software allows mailers to integrate print and mail with one streamlined platform for unprecedented process integration. Independent of page complexity, the IntelliJet™ 20 Printing System can consistently deliver maximum throughput with a print speed of up to 400 feet (122 m) per minute for monochrome; 200 feet (61 m) per minute for color, with high quality output that is specifically tuned for high-speed mail finishing. Moreover, the IntelliJet™ 20 Printing System can also help turn routine bills and statements into powerful marketing and sales tools.

That Pitney Bowes is offering this integrated system makes sense, according to a leading analyst from [InfoTrends](#). “The IntelliJet system is much more than a print-and-mail hardware offering,” said [Jim Hamilton](#), group director, InfoTrends’ Production Hardware Consulting Services. “It leverages Pitney Bowes’s powerful capabilities in software, workflow, and global service and support.”

Like the larger system, the IntelliJet™ 20 Printing System offers high reliability and performance and is backed by a specially trained customer service organization. This team helps the system run at its optimal efficiency, enabling customers to provide aggressive Service Level Agreements to internal and external print and mail clients.

“The IntelliJet™ 20 Printing System provides the powerful technology of the IntelliJet™ 30 Printing System, but is physically and financially sized for a much broader range of customers,” said Abi-Karam. “It truly delivers the quality, integrity and flexibility of world-class production print and mail technology to answer customers’ needs.”

For organizations interested in exploring the possibilities of full-color production mail, Pitney Bowes recently opened a Customer Innovation Center in Shelton, Connecticut, equipped with the IntelliJet™ 30 Printing System and all the software required to design and run complex print and mail jobs. To learn more about integrating print and mail go to [www.pb.com/transactionprintandmail](http://www.pb.com/transactionprintandmail)

**About Pitney Bowes:**

Celebrating its 90th year of innovation, Pitney Bowes provides software, hardware and services that integrate physical and digital communications channels. Long known for making its customers more productive, Pitney Bowes is increasingly helping other companies grow their business. Pitney Bowes is a \$5.6 billion company and employs 33,000 worldwide. Pitney Bowes: Every connection is a new opportunity™. [www.pb.com](http://www.pb.com)

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