



Leslie R. Swan
Supervisor of Elections
Indian River County

December 22, 2016

Honorable Joseph Flescher
Chairman, Board of County Commissioners
Indian River County
1801 27th Street, Building A
Vero Beach FL 32960

Dear Chairman Flescher:

The Supervisor of Elections office currently utilizes a Pitney Bowes postage machine and the current 4-year lease expires 6/30/2017. After extensive research, we have decided not to renew our lease agreement with Pitney Bowes and switch to the Neopost IN 700 Mail Machine. The Neopost system provides a substantial monthly savings. Our current lease payment with Pitney Bowes is \$556 per month. The Neopost mail machine lease payment is \$299 per month if we commence the lease agreement prior to February 2017. This is a savings of \$3,084 per year.

The current Neopost state contract pricing and structure expires in February 2017 and at that time the pricing for the mail machine will increase. In order to take advantage of the lowest pricing before the new state contract pricing takes effect, Neopost has offered to reimburse the Supervisor of Elections \$3,336 (in the form of a check) to satisfy the remaining 6 Pitney Bowes monthly lease payments at \$556 per month. I am asking to have the reimbursement check from Neopost be rolled into our 2016/2017 budget to satisfy our remaining Pitney Bowes lease payments. As outlined above, the acquisition of the Neopost mail machine will provide a significant cost savings.

Should you have any questions regarding the appropriation of these funds please do not hesitate to contact me.

Most sincerely,

Leslie R. Swan
Supervisor of Elections

