Pitney Bowes Spectrum™

Business Services

SPECIALTY APPLICATIONS TO SOLVE COMPLEX BUSINESS PROBLEMS

Summary

Take dramatic steps to improve critical business processes with a suite of software solutions designed for today's challenges.

Key Applications

- Enterprise Tax Management
- Enterprise Routing
- Global Sentry
- Data Quality Connectors for mySAP and Siebel

OVERVIEW

Most data quality initiatives provide the foundation to strengthen customer relationships, grow revenues and reduce costs across your entire enterprise.

There are situations in every industry, however, where the opportunities are so clear, the cost of non-compliance so steep and the complexity so exacting that more specialized data quality applications are necessary. Pitney Bowes Spectrum Business Services provides you the means to confront and overcome some of the most pressing challenges in business today, including reducing the risk of conducting business with individuals and businesses on global watchlists, tax liabilities, runaway logistic costs and wavering customer loyalty.

What's unique about the Pitney Bowes solutions, however, is that they work in tandem with your core data quality platform – ensuring you benefit from the same consistency, integrity and efficiency you've worked so hard to achieve. A sampling of our leading-edge business services include:

Enterprise Tax Management

Assign Accurate Tax Jurisdictions to Avoid Overpayment and Penalties

In Kentucky, 13 insurance companies were recently named in a class action lawsuit for charging incorrect premium taxes.

With over 10,000 state and local tax jurisdictions in the United States – jurisdictions that frequently change with no correlation to traditional geographic boundaries or ZIP Codes – it's no wonder that many businesses will overpay their taxes by 5 to 20 percent this year. Even worse, some businesses will underpay, leading to financial risk and regulatory liability.

Enterprise Tax Management provides you with the precise data and analytic tools to centralize all of your corporate tax jurisdiction processing and compliance needs. Whether its sales and use tax, payroll tax, personal property tax or insurance premium tax, you can eliminate guesswork by assigning precise, accurate tax jurisdictions – and save considerable money on research, tax management and compliance penalties.

Enterprise Routing

Eliminate Trips, Satisfy Customers and Deliver Goods Faster – For Less

Fleet and logistics managers are facing extraordinary times. Rising costs, less predictable volumes and corporate-wide budget pressures have raised the stakes on decisions that are anything less than perfect. Industry leaders, however, have identified pockets of opportunity where more precise data can improve performance in dramatic ways – and deliver an impressive ROI at a time when every dollar counts.

Pitney Bowes Spectrum™ Business Services

THE PITNEY BOWES SOLUTIONS WORK IN TANDEM WITH YOUR CORE DATA QUALITY PLATFORM ENSURING YOU BENEFIT FROM THE SAME CONSISTENCY, INTEGRITY AND EFFICIENCY.

Driven by a common engine, Enterprise Routing can help you leverage precise customer, location and process data across all of the functions that are critical to a successful shipping operation. Address validation, customer communication management, geocoding tools and powerful predictive analytics work together to help increase satisfaction and lower costs from the initial order through final delivery.

This solution empowers you to set and meet customer expectations, identify optimal distribution centers, plan manifests to increase efficiencies and map out optimal routes—right down to putting your trucks on the right side of the street. Together, this combination of customer, location and operational intelligence has helped some fleet and logistics managers to save millions of dollars.

Global Sentry

Protect Your Company – and Your Customers

In the new world environment, corporations are called upon to identify illegal activities and safeguard customer interests. New government mandates – as well as a host of international initiatives against fraud, identity theft, terrorism and money laundering – have increased the burden on corporations.

For executives in charge of regulatory compliance, the need to centralize and maintain high data quality standards has never been so important. Poor or inconsistent data can lead to million dollar fines, costly lawsuits and a damaged reputation in the marketplace. Global Sentry combines data and technology to protect your company. This automated solution works in conjunction with existing applications to monitor incoming transactions and identify hits to domestic and international watch-lists.

New and existing customers can be identified, compared to designated lists and approved for activity before any transactions are initiated. Robust matching and scoring algorithms handle variations in data supplied, while a knowledgebase provides an in-depth understanding of names across 143 region specific cultures and multiple languages. By consolidating various agency and company lists, Global Sentry can help safeguard your company reputation, mitigate risk and avoid costly penalties.

Data Quality Connectors

Maximize the Value of Your SAP and Siebel Platforms

In the past decade, organizations have invested billions implementing broad-based CRM and ERP platforms. In most cases, the customer and prospect data that drive these systems contain inaccuracies, missing fields and duplicate records—diminishing both returns and expectations.

The quality of information assets directly affects an organization's ability to retain customers, mitigate risk, identify opportunities and eliminate waste. That's why Pitney Bowes has developed solutions and services designed specifically to improve customer data quality for your mission-critical SAP and Siebel platforms.

Data Quality Connectors for SAP and Siebel, part of the Pitney Bowes Spectrum TM Business Services, can help you maximize the value of your most strategic competitive asset – your customer data. These fully certified data quality services give businesses a single, accurate, integrated view of customers, as well as the products and services they utilize, so you can streamline processes, boost loyalty and improve bottom-line results.

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PITNEY BOWES BUSINESS INSIGHT

With the industry's most comprehensive set of solutions for maximizing the value of customer data, Pitney Bowes Business Insight helps organizations more effectively locate, connect with and communicate to their customers in today's global markets.

Pitney Bowes
Business Insight

An Essential Component of the Pitney Bowes Spectrum Technology Platform

The true value data brings to your organization is reflected in the many ways it can advance your overall goals and objectives: increased profits; more efficient operations; and stronger customer relationships. That's why Pitney Bowes provides you with a broad spectrum of mission-critical components and applications – all on a single platform.

THE PITNEY BOWES SPECTRUM™ TECHNOLOGY PLATFORM				
Pitney Bowes Spectrum Enterprise Data Quality Solution	Pitney Bowes Spectrum Enterprise Data Governance Solution	Pitney Bowes Spectrum Enterprise Location Intelligence Solution	Pitney Bowes Spectrum Enterprise Data Integration Solution	Pitney Bowes Spectrum Business Services
Universal Address Module • Address Now Module • Data Normalization Module • Universal Name Module • Advanced Matching Module	Profiler Plus • Monitor Plus	Enterprise Geocoding Module • Location Intelligence Module • Enterprise Routing Module	Data Services for Oracle • Data Services for Siebel • Data Services for SFDC • Data Services for mySAP • Sagent Data Flow	Enterprise Tax Management • Enterprise Routing • Data Quality Connector for mySAP • Data Quality Connector for Siebel • Global Sentry

Get to know your customers better. Learn more about the Pitney Bowes Spectrum Business Services and gain the insight you need to make better decisions – enterprise-wide.

Call us today at 800-327-8627 or visit www.pbinsight.com.