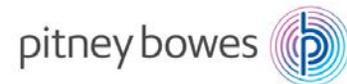


# VELL

## Representative Vell Placement



### **VINCENT DE PALMA EVP & PRESIDENT PITNEY BOWES MANAGEMENT SERVICE**

As President of PBMS, Vince is responsible for developing and implementing a strategy for the organization that will deliver profitable, sustainable, leading edge solutions for its customers and improve revenue and earning results. He also works closely with the other business units to identify opportunities to pull through their portfolio of products, services and solutions to PBMS customers.

Vince joined Pitney Bowes in June 2005 from Automatic Data Processing (ADP) where he was most recently President of ADP Benefit Services, which includes ADP's Retirement Services, Health and Welfare Services, and Screening and Selection Services divisions. In this position, he led the turnaround of several underperforming businesses, increased annual revenue and client retention, improved net processing income margins, integrated several strategic acquisitions, and improved employee retention.

His previous role at ADP was Senior Vice President-Group Marketing and Business Development where he was responsible for identifying new business opportunities and developing marketing plans for mission critical payroll and HR products. Prior to joining ADP, Vince was Vice President and General Manager of Petroleum Heat and Power Company headquartered in Stamford, Ct. He was responsible for the successful financial turnaround of this business. Vince also spent twelve years at McKinsey & Company in New York and Stamford where he led consulting projects for Fortune 500 companies in the industrial sector. He worked with clients in a wide variety of businesses such as UPS, Mobil, Champion International, PSE&G, AT&T, and Texaco. Vince was also the worldwide co-leader of McKinsey's Innovation Center of Competence where he codified the organizational skills and capabilities that improve a company's ability to generate and commercialize a continuous stream of new products, services and/or process improvements on an ongoing basis. Vince began his professional career as a Refining Engineer with Exxon.

Vince received his Bachelor of Science degree in Chemical Engineering from Lafayette College and his Masters of Business Administration in Finance from The Wharton School of Business at the University of Pennsylvania.

### **About Pitney Bowes**

Pitney Bowes (NYSE: PBI) is a global technology company powering billions of transactions – physical and digital – in the connected and borderless world of commerce. Clients around the world, including 90 percent of the Fortune 500, rely on products, solutions and services from Pitney Bowes in the areas of customer information management, location intelligence, customer engagement, shipping, mailing, and global ecommerce. And with the innovative Pitney Bowes Commerce Cloud, clients can access the broad range of Pitney Bowes solutions, analytics, and APIs to drive commerce. For additional information visit Pitney Bowes, the Craftsmen of Commerce, at [www.pitneybowes.com](http://www.pitneybowes.com).