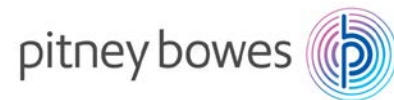


VELL

Representative Vell Placement



HEATHER NAIRN-RAND VP, STRATEGY & PRODUCT MANAGEMENT

Heather Nairn-Rand joins Pitney Bowes as VP of Strategy and Product Management where she will be responsible for strategic analysis in identified markets, determining priorities for investment strategies, and for identifying new business opportunities.

Most recently, Nairn-Rand served as VP of Marketing and Product Management at ADP, where she led the product and services strategy for payroll and HR solutions for the leading provider in Canada. She was also responsible for setting the product investment strategy and defining the product roadmap to address client and market demand. She also held the task of overseeing the company's national communication strategies including advertising, PR, and brand.

Prior to ADP, Nairn-Rand held several senior Marketing positions at American Express. As Director of Marketing, Establishment Services Canada, she delivered a premium value proposition to merchants and structured a portfolio of sales tools and resources to support acquisition and retention rates. Prior to that, as Director of Marketing, Leisure Travel Franchise Division, she designed and led business development plans that supported over 100 proprietary and franchise travel locations, while at the same time identifying new revenue opportunities to improve margins and profitability of retail operations.

Heather Nairn-Rand graduated from Wilfrid Laurier University with an Honors Bachelor of Business Administration.

About Pitney Bowes, Inc.

Pitney Bowes Inc. is an American provider of global eCommerce solutions, shipping and mailing products, location intelligence, customer engagement and customer information management solutions. Based in Stamford, Connecticut, the company has approximately 16,100 employees worldwide. It was one of 86 existing firms that had been members of the S&P 500 since its creation in 1957.