



Mailers Hub

*Bringing Commercial Mailing,
Resources, and Solutions Together*



Services and Pricing

Mailers Hub Consulting Services



The saying is, if you put frog in a pot of water and heat it slowly, the poor frog won't realize it's boiling until it's too late.

Are postal issues turning the heat up on you?

For example ... are you

- Overlooking worksharing discounts?
- Not understanding data management best practices?
- Failing to use the optimal address hygiene methods?
- Paying too much for transportation services?
- Paying too much for presort services for residual mail?
- Making easily preventable errors in mail preparation?
- Facing penalties for crossing USPS quality thresholds?
- Operating an inefficient production flow?
- Not understanding how to deal with the Postal Service?



Don't wait until you're in hot water!

When you engage **Mailers Hub Consulting Services**, our experts will give your organization the time and attention it needs to find the undetected or unresolved issues, find solutions, and meet your goals, all in a timely manner.

The cost of waiting? Lost cost-savings, overspending, costly inefficiencies and mistakes, expensive postage assessments, and upset customers. If any of these are happening, it's not too late. Learn more today.

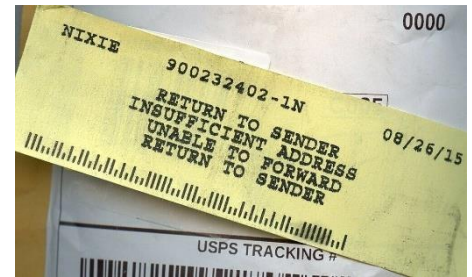


Mailers Hub Consulting Services

Our expertise doesn't just *include* mail – **it is mail.**

From design through production, including related functions like list management, address hygiene, and postal compliance.

We can examine every part of your operation, and recommend improvements, so it can run as efficiently as possible.



We'll look at processes including ...

- ✓ **Data management.** We examine not only your address files, but how the contents are managed, from collection through correction to placement on the outgoing mailpiece.
- ✓ **Production.** We review all steps of mail production to optimize workflow, eliminate extra steps, and establish best practices for you and your staff, streamlining your process start to finish.
- ✓ **Scorecard monitoring.** Our experts can dig deep into the data and find the root cause of errors, and have the knowledge necessary to establish the processes that will prevent future issues.
- ✓ **Returns.** We review your practices for handling returned mail and address list maintenance to ensure that mailings go to the right address, and that every postage dollar is spent wisely.



www.mailershubs.com/consulting-services



Mailers Hub Hotline

**DO POSTAL ISSUES TURN
YOUR DAY UPSIDE DOWN?**

When they do,
and you need help fast ...

You need...



The Mailers Hub Hotline Simple, Dependable, Affordable

The **Mailers Hub Hotline** service provides you and your organization with quick access to Mailers Hub experts for FAST answers.

No unreturned calls to your BMEU.

No digging through page after page of the DMM.

No endless Google searches.

No going it alone.



Mailers Hub experts provide knowledgeable, confidential answers when you need them.



<https://mailershub.com/mailers-hub-hotline/>



Mailers Hub Scorecard Advisor

If you are a Full Service or Seamless Acceptance mailer, the Postal Service is grading you. If your mail preparation quality or performance falls below specific thresholds, expensive penalties can result.



The USPS produces the Mailer Scorecard, with data about your mail quality and performance, updated daily, but do you ...

- Know how to access and interpret the data?
- Know what to do when errors are detected?
- Have someone dedicated to checking your scorecard every day, analyzing the information, and recommending corrective action?
- Have someone to work with the Postal Service to refute assessments?

You can't afford a dedicated employee for this, but ... how can you not?!

Seamless Verifications			
% Undocumented Pieces	1.26%	0.01%	1.64%
% Nesting/ Sortation Piece Errors (MPE)	0.00%	0.02%	0.00%
% Delivery Point Piece Errors	0.00%	0.00%	0.00%
Automated Verifications			
% Nesting/ Sortation Piece Errors (MPE)	0.00%	0.02%	0.00%
% Delivery Point Piece Errors	0.00%	0.00%	0.00%
Sampling Verifications			
# Containers Sampled	33	28	5
# Handling Units Sampled	51	39	12
# Pieces Sampled	508	388	120
General PAF	N/A	1.0048	--
% Weight Piece Errors	--	--	--
% Postage Piece Errors	36.81%	48.20%	--

Here's the alternative – the Mailers Hub Scorecard Advisor.
More economical than dedicated staff, but just as effective.
Monitoring service includes:

- Daily data fetch by advisor or mailer
- Daily monitoring of data for scores and errors
- Weekly and monthly analysis of trends
- Alerts to potential problems
- Analysis of issues, followed by advice on corrective actions

YOU CAN AFFORD TO MONITOR YOUR MAILER SCORECARD ... WITH MAILERS HUB.



mailershub.com/mailers-scorecard-services/



Mailers Hub Training

If you prioritize training and professional development, you're already ahead of the game.

You already understand that ...

- *Training is not an expense, it's an investment.*
- *Trained employees are a valuable resource.*
- *Educated and empowered staff can better serve customers.*
- *Training can minimize costly mistakes, expensive turnover, and downtime.*

But if you don't, ask yourself:

- *How much does failure cost? Or losing a client? Or reworking a job?*
- *Could any of those consequences have been prevented?*
- *Could better training have helped to avoid these situations?*



Mailers Hub Training can be tailored to your needs, from general courses to deep dives into technical topics, delivered on-site or remotely.

Our instructors are industry veterans with years of experience on the subjects they teach.

Trained staff, in all roles and at all levels, is a critical resource, and what they know makes an important difference every day. Invest in educating, instead of fixing mistakes.



Mailers Hub Training

Mailers Hub On-Demand Certificate Training Courses

- Basic USPS Mailing Standards
- Advanced USPS Mailing Standards
- Address Hygiene
- The Mailers Scorecard
- Mail.dat and Mail.xml
- Informed Delivery
- International Mail



Mailers Hub Live Certificate Training Courses (Online or On-site)

- Postal Bootcamp
- Certified Quality Mail Production Specialist (CQMPS)

See the **Mailers Hub Training Courses and Pricing** brochure for more details or click on the link below.



<https://www.mailershubs.com/training/>



Mailers Hub Equipment Exchange

Mailers Hub



The Mailers Hub Equipment Exchange is ...

- Offered free of charge and available to both subscribers and non-subscribers.
- Designed to help facilitate the sale, barter, or trade of equipment and supplies among members of the commercial mailing community.
- Easily accessible at mailershub.com.
- Open to users to post equipment or supplies that they either have for sale or are looking to buy.
- Customizable contact and notification settings.
- Not for commercial sales or advertisement – users have a no-pressure environment to help support and facilitate private sales, exchanges, and barter among the mailing community.



mailershub.com/equipment-exchange

Mailers Hub Job Board

The **Mailers Hub Job Board** is a resource for potential employers and employees to find each other easily on a site dedicated to the commercial mailing community.

This isn't like other job boards that broadcast to people or companies you're not trying to reach – this one reaches *only to those in your industry*.

This service is available to the industry, including both current and future Mailers Hub subscribers.



- Job seekers can search for opportunities, as well as upload and update their resumes.
- Employers will be able to post open positions and search the resumes of future employees.

mailershub.com/job-board/





When it comes to postal news and information, you can *try* to find what you need. If you do, you still have to understand it and apply it to your business.

Mailers Hub does the research for you, gathering the latest postal and industry news, putting it all in context, and distilling into concise information you can understand and use.

Mailers Hub News is **THE** newsletter for important, relevant, and timely content for commercial mail producers.

Mailers Hub News is *exclusively* a subscriber benefit, delivered to your inbox every other Monday.

Mailers Hub Webinars

Mailers Hub Webinars deliver education and information right to your screen, with topics and speakers selected to cover a wide range of topics critical to commercial mail producers.

Webinars are scheduled each month except December; special webinars are offered as needed.

All are recorded and available to subscribers on the Mailer Hub website. Currently, monthly Mailers Hub webinars are free to subscribers. Prices for special webinars are as posted at registration.



mailershubwebinars.com

2023

January	February	March	April
Su Mo Tu We Th Fr Sa 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	Su Mo Tu We Th Fr Sa 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28	Su Mo Tu We Th Fr Sa 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	Su Mo Tu We Th Fr Sa 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30
May	June	July	August
Su Mo Tu We Th Fr Sa 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	Su Mo Tu We Th Fr Sa 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	Su Mo Tu We Th Fr Sa 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	Su Mo Tu We Th Fr Sa 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31
September	October	November	December
Su Mo Tu We Th Fr Sa 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	Su Mo Tu We Th Fr Sa 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	Su Mo Tu We Th Fr Sa 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	Su Mo Tu We Th Fr Sa 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31



Service	Subscriber Price	Non-subscriber Price
Annual Subscription		
Regular *	--	\$1190
Customers of other services **	--	\$1010
Consulting Services		
Basic (remote)	30 min/mo included in subscription	--
Engagement (remote)	\$149/hour	\$249/hour
Engagement (on-site)	\$1499 + \$1199 ea add'l day + expenses	\$2499 + \$1999 ea add'l day + expenses
Hotline		
Regular	Included in subscription	\$479/yr
Customers of other services *	Included in subscription	\$419/yr
Scorecard Advisor		
Basic review	\$149	\$199
Service Level 1 (see brochure)	\$869/year	\$1149/year
Service Level 2 (see brochure)	\$569/year	\$749/year
SL 2 (Basic scorecard rev customers)	\$499/year	\$679/year
Scorecard Course	\$149 (first), \$109 ea add'l registrant	\$189 (first), \$149 ea add'l registrant
Consultation (remote)	\$149/hr	\$199/hr
Training		
On-demand (Certificate)		
Basic USPS Standards	\$159 (first), \$119 ea add'l registrant	\$199 (first), \$159 ea add'l registrant
Advanced USPS Standards	\$149 (first), \$109 ea add'l registrant	\$189 (first), \$149 ea add'l registrant
<i>Combined Basic/Advanced</i>	<i>\$259 (first), \$179 ea add'l registrant</i>	<i>\$329 (first), \$249 ea add'l registrant</i>
Address Hygiene ^	\$149 (first), \$109 ea add'l registrant	\$189 (first), \$149 ea add'l registrant
The Mailer Scorecard ^	\$149 (first), \$109 ea add'l registrant	\$189 (first), \$149 ea add'l registrant
Informed Delivery ^	\$149 (first), \$109 ea add'l registrant	\$189 (first), \$149 ea add'l registrant
Mail.dat/Mail.xml ^	\$149 (first), \$109 ea add'l registrant	\$189 (first), \$149 ea add'l registrant
Basics of International Mail ^	\$149 (first), \$109 ea add'l registrant	\$189 (first), \$149 ea add'l registrant
Postal bootcamp (8 hours) (Certificate)		
Live remote	\$399 (first), \$199 ea add'l registrant	\$699 (first), \$299 ea add'l registrant
Each replay of recording	\$159	\$199
In-person on-site §	\$1799 + \$899 ea add'l day + expenses	\$2499 + \$1249 ea add'l day + expenses
CQMPS (16 hours) (Certificate)		
Live remote	\$699 (first), \$249 ea add'l registrant	\$1299 (first), \$449 ea add'l registrant
Each replay of recording	\$259	\$299
In-person on-site §	\$2999 + \$1499 ea add'l day + expenses	\$3999 + \$1999 ea add'l day + expenses
Customer-defined training	Contact Mailers Hub	Contact Mailers Hub
Other Services		
Community Forum (listserv)	Included in subscription	--
Equipment Exchange	Included in subscription	No charge
Job Board	Included in subscription	No charge
Legal Advisor consultation	Included in subscription	--
Mailers Hub News	Included in subscription	--
Monthly webinars	Included in subscription	As shown at registration

* Reduced rates are also available during promotions, or to members of affiliated organizations.

** Reduced rate for customer of consulting engagement, Scorecard Advisor, or training services.

^ In production; check for availability.

§ If training is divided into multiple sessions, add 50% per additional day required.



The fine print

Annual subscriptions. Subscriptions are for twelve months from the date of subscription; payment may be made annually, quarterly, or monthly, subject to specific conditions. A reduced rate is available to customers who have engaged Mailers Hub consulting, Scorecard Advisor, or training services. Reduced rates also are offered to specific groups, for specific periods of time, or under other criteria.

Community Forum. Access to and use of the Mailers Hub Community Forum is limited to Mailers Hub subscribers and other authorized parties. Content may not be posted to the Community Forum for commercial or promotional purposes and may be deleted at the discretion of Mailers Hub.

Consulting Services. Provision of service may require execution of an engagement agreement, which will include a statement of work, timeline, prices, and other terms as appropriate. One hour minimum for hourly rate; one-day minimum for daily rate. Additional hour/day rates apply for any period over the respective minimums.

Equipment Exchange. Access to and use of the Equipment Exchange is open to Mailers Hub subscribers and approved guest account holders. Content may not be posted to the Equipment Exchange for commercial or promotional purposes and may be deleted at the discretion of Mailers Hub.

Hotline. Service is intended to require no more than 30 minutes per month. Engagement of Mailers Hub consultant services may be required to resolve more complex situations.

Job Board. Access to and use of the Job Board is open to Mailers Hub subscribers, approved guest account holders, and other authorized parties. Content may not be posted to the Job Board for commercial or promotional purposes and may be deleted at the discretion of Mailers Hub.

Legal Advisor consultation. Available *exclusively* to Mailers Hub subscribers, by special arrangement with Brann & Isaacson, subscribers get an annual consultation (up to one hour) and a reduced rate for additional legal assistance. Contact information is listed in *Mailers Hub News*.

Scorecard Advisor. Basic service, which includes the review and analysis of scorecard documents, limited discussion with the client, and development of basic recommendations, is provided for 90 minutes for subscribers, 60 minutes for non-subscribers. Engagement of Mailers Hub consultant services may be required to resolve more complex situations (e.g., extended investigation or outreach to other parties). Service Level 1 includes daily download of scorecard data; daily, weekly, and monthly analysis; regular feedback that all's well or that something needs attention; and recommendations for corrective action. Service Level 2 is similar except the mailer downloads and provides the data on its schedule.

Training. On-site training fees include registration and expenses; scheduling is subject to travel restrictions and instructor availability. Expenses for on-site training are the reasonable and customary costs for airfare, lodging, transportation, and meals. Additional fees may be applied for on-site groups of over 25 students. Additional information about on-demand training is available at MailersHub.com.



It's not just a subscription.

It's a resource. It's answers and solutions. It's training and information. It's a community and your colleagues. It's your advocate in postal matters. It's the postal experts you need on staff, at the ready, at a fraction of the cost.

Can your business afford not to subscribe?

About Mailers Hub

Mailers Hub was established in 2016 following the demise of the last traditional mailing industry trade association. Mailers Hub currently is the only national organization exclusively serving the commercial mail producer community, including printers who mail and mailers who print, as well as in-house mail producers and advisors to the trade. Our sole purpose is to provide support for mailing, postal, and related issues to all companies and organizations, regardless of the class or category of hard copy mail they produce.

Subscriptions are company-based – up to 25 individuals on a subscriber's staff can have access to the many benefits of Mailers Hub.

Contact us directly – 703-831-3151

General information, subscriber benefits, and postal/mailing issues:
Leo Raymond – lraymond@mailershub.com

Website, technical, membership, training, and webinar registration issues:
Michelle Raymond – mraymond@mailershub.com



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