

Growing parcel market: all-round carefree package for B2B bulk mailers

- Growing parcel market needs intelligent parcel shipping systems
- Preference for holistic solutions
- Co-operation with Intralogistics-Experts Isitec International

DARMSTADT, 25. April 2023 - Pitney Bowes Inc. (NYSE: PBI), a global shipping and mailing company that provides technology, logistics and financial services, today announced the exclusive partnership with the intralogistics specialist Isitec International. The unlimited cooperation applies to the entire German territory. In addition to the distribution of Isitec International products, Pitney Bowes offers a comprehensive service that includes repair work, installation and on-site maintenance.

Parcel volumes in Germany grew by over [10 percent in 2020 and 2021](#). This has increased the need for efficient solutions - especially in the B2B sector. Against this backdrop, Pitney Bowes wants to offer its customers holistic solutions for parcel shipping and is expanding its partner network to this end.

„First and foremost, a Pitney Bowes partner should hold the same standards as us in terms of quality, reliability and understanding of customer challenges“, says Burkhard Heihoff, Managing Director of Pitney Bowes Germany. „This is exactly what Isitec International fulfills. Together, we offer our customers outstanding solutions for designing their intralogistics processes - and at the highest technological level. At the same time, our expert advice guarantees that the solutions are perfectly adapted to the needs of our customers.“

„The cooperation is beneficial for all sides: First and foremost for our customers. They benefit from an extended product range and additionally from highly qualified and experienced service technicians," adds Giles Poderos, Managing Director of Isitec International. „At the same time, we know that the support of existing customers is really in the best hands. In the ideal case, we gain additional customers. Pitney Bowes, in turn, perfectly complements its product range with our offering.“

Many companies want holistic solutions for incoming and outgoing shipments. By bundling the competencies of both companies, customers now obtain everything from a single source: Starting from the order to product and parcel handling up to parcel lockers or hybrid mail – clients get support from planning through launch to execution.

Pitney Bowes offers, by way of example, the parcel shipping software (VPWIN). This solution simplifies complex e-commerce shipping processes when using different courier, express, parcel services for parcel shipping at the same time. Various tracking software modules and intelligent parcel lockers are further parts of the collaboration.

Isitec International contributes e.g., the Warehouse Control System WCS Isipick® to the cooperation. This is a networkable solution for optimizing logistics processes from order picking to distribution and assembly stations to warehousing, inventory and re-stocking. This is complemented by the robust and modular Isisort® sorting machine.

About Isitec International

[Isitec International](#) is a French group headquartered in Lyon, France. The company was founded in 2002 by two engineers: Claude Durrwell and Serge Grange. It expanded by acquiring a company in the Benelux countries in 2017 and by establishing two subsidiaries in Turkey and Romania. Isitec helps companies to optimize their logistics processes such as order picking, parcel tracking, recommended processing, sorting of mail and parcels.

About Pitney Bowes

Pitney Bowes (NYSE: PBI) is a global shipping and mailing company that provides technology, logistics, and financial services to more than 90 percent of the Fortune 500. Small business, retail, enterprise, and government clients around the world rely on Pitney Bowes to remove the complexity of sending mail and parcels. For the latest news, corporate announcements and financial results visit www.pitneybowes.com/us/newsroom.html. For additional information, visit Pitney Bowes at <https://www.pitneybowes.com/de>.

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