

NEWS RELEASE

For Immediate Release

Neopost Multiplies Customers' Document Management and Delivery Options by Reselling BTA PrintMachine™ Software

Reseller Agreement Provides Electronic Document Sortation, Mail Optimization and Delivery Options to Neopost Customers

HAYWARD, Calif., January 17, 2002 – Neopost Inc., (www.neopostinc.com), a worldwide leader in mailing, addressing, document handling and logistics systems, today announces it will provide electronic document management and delivery options to its customers by reselling BTA PrintMachine software from BTA Digital Works Inc., a leader in output management software.

With the addition of BTA's PrintMachine software to Neopost's traditional product line of mailing and document handling systems, Neopost customers will now benefit from the widest array of hard copy and electronic document sortation, mail optimization and delivery options available from a single vendor. These options include electronically collecting multiple documents printed for the same customer at different times, sorting and storing the documents in various ways, printing them on electronic forms, and delivering them to the customer via fax, e-mail or the Web, or folding and inserting the collected documents into a single envelope for metering and mail delivery.

This North American reseller agreement extends a successful four-year collaboration between the two companies in Europe, where joint customers are already benefiting from the companies' complementary output management and document delivery solutions.

"This agreement continues Neopost's 70-year tradition of providing the latest document management and delivery options to its customers, from traditional mailing to electronic sortation, storage and delivery," said Anthony Adkins, president of Neopost Inc. "Neopost is very excited to offer this new range of capabilities to its customers, in partnership with BTA, the leader in output management software."

"BTA Digital Works is pleased to extend its successful partnership with Neopost from Europe to North America," said Stefan Baumgartner, president of BTA Digital Works. "Our joint customers in Europe appreciate our combined, customized document handling and delivery solutions, and we look forward to working with Neopost to implement similar solutions and to expand our customer base in North America."

Other important benefits of BTA PrintMachine include:

- Postage cost savings by verifying addresses against the USPS database, pre-sorting envelopes and generating barcodes that qualify for USPS discounts.
- Postage cost savings by collecting and printing multiple documents for the same addressee for insertion into a single envelope.
- Improved customer service, communication and 1:1 marketing campaigns by delivering documents according to customer preference: fax, e-mail, Web or traditional mail. Communication, such as the inclusion of inserts, can be tailored to each customer.
- Printing of optical marks that instruct a folder inserter to insert single or multiple pages, possibly combined with a check, business reply envelope, brochure or other insert, for the same addressee in the same envelope, on an individual basis.
- Postage cost savings through electronic document delivery.
- Software that behaves exactly like a printer to each application. There's no need to modify applications to accommodate BTA PrintMachine.
- Cost savings and improved document appearance by replacing pre-printed forms with electronic forms.
- An archiving/Web output interface that creates and stores files identical to sent documents.

BTA PrintMachine is available through Neopost's network of more than 150 branch offices and dealer locations throughout North America. For sales information, call Neopost's customer hotline at 888-636-7678, or visit Neopost on the Web at www.neopostinc.com.

About Neopost

Neopost Inc. is a subsidiary of the Neopost Group, the second largest provider of mailing, addressing, document handling and logistics systems worldwide. Neopost's products are sold in 70 countries, with primary operations in the world's top mailing markets including the United States, Canada, France, and the United Kingdom.

Neopost Inc. is headquartered in Hayward, CA, where the North American corporate offices, customer service, and product development departments are located. Local sales and support are available throughout North America.

Neopost's innovations include the first electronic postage meter, the first postage meter and scale system providing automatic meter setting from the scale, and the first compact desktop folder inserter. Other innovations include Neopost's No Deposit Postage-On-Call®, the first remote meter resetting system not requiring prepayments; and the Neopost Price Protection Program®, which guarantees a fixed cost for the life of the contract and provides one monthly or quarterly payment. Neopost's unique Load 'N Go mode, featured in its SI68 and SI72 folder inserters, automatically detects which feeders

have paper, then adjusts settings such as fold type, fold length, envelope size, paper length and paper thickness. Load 'N Go virtually eliminates operator adjustments and the need to program every job. Most recently, Neopost introduced the IJ25, the first stand-alone digital postage meter to comply with the United States Postal Service's Information-Based Indicia Program (IBIP) for simultaneous metering and barcode generation.

Neopost's history dates back to the 1920s when the organization's founders introduced the first postage meters in Europe. Over the years, the company has continued to serve as a leader in the design and manufacture of modular mailing systems, addressing systems, postage meters, electronic postage scales, and e-postage products.

Neopost is located online at www.neopostinc.com.

About BTA Digital Works Inc.

BTA Digital Works has developed a state of the art software solution for output management of business critical documents. The main product, BTA PrintMachine, allows companies such as Banks, Insurance, Trade, Government, Manufacturers, Service Providers and any other industry with a higher volume of documents to create, print and distribute their documents more cost effectively. BTA PrintMachine automatically draws up and produces complete business documents using the application raw data. It distributes the documents conventionally (through paper and mail) or electronically via fax, e-mail or the internet. The software automatically creates a copy for an electronic archiving system with all the necessary information needed for retrieval. BTA PrintMachine runs on NT, 2000, and XP platforms and processes data from a variety of different system environments (i.e. Unix, AS/400). BTA PrintMachine is SAP/R3 certified. BTA Digital Works, a Swiss based company, was founded in 1986 and has an international distribution network with its own subsidiaries in the U.S. and Germany. Some of the more than 700 customers of BTA include: Canon, Shell, Swatch, Novartis, UBS, Hilti and Ford Motor.

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