



a postal services provider, built on:

trust, integrity, security and understanding

Presentation Agenda



- Brief Overview
- Structure
- Assurances
- Client Base
- Operation
- Service Offering
- What makes Secured Mail different?
- Summary

Who are Secured Mail? - A brief Overview



- Licensed Postal Operator via Postcomm – 1st April 2006
- Down Stream Access National and Zonal Contracts
- Agency Agreement 2007
- Own logistical platform, our vehicles and drivers
- Impressive and ever growing list of high profile Clients
- Secure financial footing- almost £2m VC investment, August 2008
- Strengthened Management Team enabling strategic and continuous growth

Our Structure



- Executive Board
- Steve Sealey, Chairman of Secured Mail and founder and chairman of Aquarius Equity & AM Paper Group
- Mark Bigley, Group Managing Director
- James Wilkins, Operations and Sales Director
- Tom Kilroy, Business Development Director
- Collette Owens, Account Director

Assurances



Secured Mail is a postal business – nothing else!

- Regulated by Royal Mail and POSTCOMM, who support our operations
- Operational Code of Practice through Royal Mail's DSA agreement
- Mail Integrity embedded into service
- Nationwide network of own Drivers and vehicles
- Dedicated Central Control to liaise with Royal Mail Wholesale DSACC and our Customers operations

Financial & Transactional Portfolio



Operation



- Capacity for 10m items per night and growing rapidly
- Zonal and National licences (Consolidated and Pre-sorted)
- Agency Status available to mitigate VAT as appropriate
- Owned Fleet with Satellite tracking
- Focused Hub network only carrying mail
- Pitney Bowes Olympus MT II consolidator
- Flexibility for collections and mail release

Service Offering



- Pre-sorted post – 2/3 Day
- Unsorted Post – 2/3 Day using PB Olympus MT II consolidator
- Day definite or staggered delivery solutions
- All RM sorts / formats – 120; 700; 1400; WS; OCR/CBC
- All RM formats from letter to packet
- Leading edge Management Information and bespoke reporting
- Ancillary services Data management and cleansing, missort analysis, ad hoc collections/deliveries etc

What differentiates us from the Competition?



Scalability

We have a nationwide scale delivering into every mail centre daily, yet have the speed of responsiveness of a smaller leaner organisation allowing us to work with our partners in a far more proactive and flexible way.

True Partnership

Unlike others, we don't believe in surcharging or penalising our partners, rather we work with you to find a solution to any given problem.

What differentiates us from the Competition?



The Personal Touch

Highly experienced, dedicated and empowered Account Management facilitate the development of close working relationships with clients and a One Team ethos.

No more being just a number!

Our philosophy is to treat each Client as an individual and our number 1 priority. Your business is our business and we have ownership and passion to help you succeed.

What differentiates us from the Competition?



Mail focus

No parcels network to support or justify, allowing us to maximise efficiency and concentrate on core mail business only.

Independently Owned

Our people are our shareholders and as such have ownership and a vested interest in ensuring our continued growth and success. This permeates through to our daily interaction with our customers and suppliers.

What differentiates us from the Competition?



Focused Operational Hubs

Allowing greater control, security and management of mail, this prevents consignment and trunk errors as can be experienced in hub / spoke and parcel networks

Quality of Service

Amongst the highest in the market place with an average of 98% delivered by next day nationwide (auditable)

What differentiates us from the Competition?



Relationship

Work with direct clients and partner major fulfilment organisations to work in true tripartite arrangements to give the client the best relationship and pricing in the marketplace

Summary

www.securedmail.co.uk



- Secured Mail is no ordinary DSA Postal Provider.

We pride ourselves in being different. Our whole ethos and approach is geared to working in a 'genuine partnership' with our customers and suppliers. To offer a tailored, bespoke service with unrivalled account management and a commitment to continually strive to add value at every point with our clients.

- Next Step – work with you to drive postal savings

- Contact James Wilkins / Tom Kilroy / Collette Owens on 0870 41 41 600 or email: sales@securedmail.co.uk