

SM COMMUNICATION

USPS Honors Suppliers For Outstanding Performance

10 Companies Recognized for Delivering Excellence



Back row (left to right)

Robbie Tawil, General Manager, **Marriott Hotel Services, Inc.**, Supplier Performance Award;
Andrew Crone, Vice President of Operations, **Concert Technologies**, Supplier Excellence Award;
Meldon Wolfgang, Senior Partner and Managing Director, **The Boston Consulting Group**, Supplier Excellence Award;
Susan M. Brownell, Vice President, Supply Management, **U.S. Postal Service**;
Joseph Corbett, Chief Financial Officer and Executive VP, **U.S. Postal Service**;
Barry Morris, Vice President, Federal Division, **EMC Corporation**, Supplier Performance Award;
John A. Dodd, Vice President, **Dodd Unlimited, Inc.**, Supplier Sustainability Excellence Award;
Brenda Etzel, National Account Manager, **Eaton**, Supplier Diversity Award.

Front row (left to right)

Stan Ratcliffe, President, **NCR Government Systems**, Supplier Performance Award;
Jon Goodrich, Vice President, **Victory Packaging**, Supplier Performance Award;
Byron Scott, Manager, Client Solutions, **C&W Services**, Supplier Excellence Award;
Juliann Larimore, Vice President and General Manager, **Zebra Technologies Corporation**, Supplier Innovation Award;
Scott Merriman, Senior USPS Account Executive, **Zebra Technologies Corporation**, Supplier Innovation Award;
Sandra K. Dodd, President and Owner, **Dodd Unlimited, Inc.**, Supplier Sustainability Excellence Award.

The U.S. Postal Service has honored 10 companies for superior supply chain performance and delivering optimum solutions that reduce costs, enhance performance, maintain high levels of service, and provide innovative and sustainable solutions.

At the Supplier Performance Awards ceremony at Postal Service headquarters in Washington, DC on June 29, 2016, the companies recognized for performance during 2015 received awards in the following categories: Supplier Performance, Supplier Excellence, Supplier Innovation, Supplier Diversity, and Supplier Sustainability Excellence. Suppliers are nominated by postal stakeholders for providing services or innovative solutions that exceed expectations and provide a notable contribution. This is the 26th year of the awards.

Postmaster General and Chief Executive Officer Megan J. Brennan gave the keynote remarks, highlighting the suppliers' role in enhancing postal operations.

Vice President, Supply Management, Susan M. Brownell hosted the ceremony and also thanked the suppliers for the positive impact their commitment to excellence provides the Postal Service, "As an organization we are challenged every day to become faster, smarter, and more efficient. Our suppliers help us to increase our competitive edge and this year's winners have demonstrated just this. They are agile, innovative, and committed to achieving results."

The winners for 2015 performance are:

Supplier Performance Award: Eligibility is reserved for the suppliers designated by the Postal Service during 2015 as a "Key Supplier." A supplier is designated as "key" based on business impact, market complexity, spend, and other business considerations. The nomination criteria for this category is patterned after the Supplier Excellence Awards category (described below), but additional factors are used in these selections, such as active involvement in the Postal Supplier Council, active diversity outreach or mentor-protégé programs, and documented progress against supplier development plans. Other factors include significant contributions to Postal Service cost reduction, service improvement, and revenue generation efforts.

- **EMC Corporation**, Hopkinton, MA



EMC Corporation, a large business, designed, built, and installed comprehensive data storage and data management solutions comprised of hardware, software, and professional services to meet the exponentially growing data storage needs of the Postal Service.

"Today more than ever, customers are faced with a complex set of priorities as they transform to a modern data center while driving the most value from their traditional infrastructures," said Chief Executive Officer, EMC Information Infrastructure, David Goulden. "EMC is committed to helping them innovate to achieve these strategic business objectives. We are honored to receive this award, which recognizes EMC's customer focus and our delivery of trusted products, solutions, and services."

- **Marriott Hotel Services, Inc.**, Bethesda, MD



Marriott Hotel Services, Inc. (MHS), a large business, provides hospitality services to the Postal Service at the National Center for Employee Development in Norman, OK. MHS provides living, learning, and conferencing in an educational campus setting.

“We are honored and thrilled to receive the Supplier Performance Award. Marriott has always valued the relationship with the Postal Service and will continue to look for innovative ways to meet the values and performance of the Postal Service of tomorrow,” said Vice President Terri Dolan.

- **NCR Government Systems**, Germantown, MD



NCR Government Systems, a large business, provides hardware and services to maintain the USPS Point of Sales (POS) network, one of the largest POS networks in the world. The network consists of more than 45,800 retail terminals located in 17,900 Post Offices.

“NCR is truly honored to receive the Supplier Performance Award from the U.S. Postal Service. This award reflects NCR's dedication to the USPS mission by delivering superior customer service, solutions, and software that operate and support their Post Offices nationwide,” stated Bill Nuti, Chairman and CEO, NCR Corporation. "NCR takes great pride in its partnership with USPS and we look forward to building on our partnership for many years."

- **Victory Packaging**, Houston, TX



**Victory
Packaging**

Victory Packaging, a large business, provides full-service packaging solutions, logistics, asset management, and call center operations for ReadyPost and Expedited Packaging Supplies programs.

“On behalf of the entire Victory team, I would like to thank the U.S. Postal Service for this prestigious honor,” said President Robert Egan. “We are thrilled to be selected for this award for two consecutive years. This significant milestone is only made possible due to the incredible partnership between Victory and the Postal Service. We are committed to being the ‘architects of packaging solutions’ in order to deliver exceptional value for the Postal Service for years to come.”

Supplier Excellence Award: This award recognizes Postal Service suppliers that have demonstrated exemplary contract performance, innovation, and supply chain integration, or played a significant role in helping the Postal Service reduce costs or achieve other strategic objectives.

- **The Boston Consulting Group**, Boston, MA



The Boston Consulting Group (BCG), a large business, has provided support to the Postal Service in transforming the package delivery business. They developed a holistic approach to modeling the competitiveness of our package business and identified a number of infrastructure-related and market-specific improvements to lower the USPS cost structure and increase revenue.

“The Boston Consulting Group is honored to receive the Supplier Excellence Award from the United States Postal Service,” said President and Chief Executive Officer Rich Lesser. “BCG has been deeply committed to the success of the USPS, and we have been focused on both supporting its mission to provide exceptional service to the American people, and enabling the USPS to remain a self-sufficient, vibrant, and diverse organization that can respond to the economic challenges of the ever-changing delivery landscape. Our teams working with the USPS are passionate, engaged, and delivering the best of what BCG can offer. We deeply value the strong and trusting partnership we have built with the USPS.”

- **Concert Technologies**, Dulles, VA



Concert Technologies, a small business, provides IT equipment, installation, and fulfillment including wiring services to establish voice and data connectivity at Postal Service locations throughout the country.

“Concert Technologies is deeply honored to receive this prestigious award from the United States Postal Service,” said Vice President of Operations Andrew Crone. “It stands as an important recognition of the customer-service values that Concert Technologies is built upon. I am immensely proud of our entire Concert team and their dedication to the relentless pursuit of excellence on behalf of our customers.”

- **C&W Services**, Auburndale, MA



C&W Services (formerly DTZ Inc.), a large business, provides facility services including cleaning, landscaping, snow removal, and general facility maintenance. Its integrated service model includes recycling and the use of green cleaning products providing services to more than 1,000 USPS sites.

“C&W Services is extremely proud to serve USPS and have the organization as a client,” said President Paul Bedborough. “We’re honored to receive this award for the second time for our service to the USPS, and to be part of the team that helps the USPS deliver.”

Supplier Innovation Award: This award recognizes Postal Service suppliers for innovative efforts that benefit the Postal Service in a special way.

- **Zebra Technologies Corporation**, Lincolnshire, IL



Zebra Technologies, a large business, provides mobility solutions and professional services to support Postal Service operations.

“Zebra Technologies is honored to accept the U.S. Postal Service Supplier Innovation Award as it demonstrates the long-standing, innovation-based relationship we have with one of the world’s premier package and mail delivery companies. The trust and commitment between USPS and Zebra is something we strive for with all of our customers,” said Chief Executive Officer Anders Gustafsson. “With solutions that increase real-time visibility for postal professionals throughout their eco-system, Zebra looks forward to continuing our

work together with technology that best meets the needs of USPS in achieving its mission every day.”

Supplier Diversity Award: This award recognizes suppliers for their efforts to increase the use, exposure, and development of a diverse supplier base, including efforts to improve access and opportunities for small, minority-owned, and women-owned businesses.

- **Eaton, Cleveland, OH**



Eaton, a large business, provides electrical switchgear repairs and maintenance services to approximately 383 Postal Service locations. Eaton has a robust program and long track record of including small, minority-owned and women-owned businesses (SMWOBs) as part of the business strategy within their organization. Using the USPS Supply Chain Relationship Management System, they reported working with over 131 SMWOB suppliers.

“Eaton proudly accepts the U.S. Postal Service Supplier Diversity Award, which highlights our commitment to establishing and maintaining a strong and competitive supplier base,” said Electrical Sector Americas Region President Jim McGill. “Our goal is not only to embrace diversity in the communities we support, but also to be a model of how diversity fuels growth and success. We’re honored to be recognized by postal professionals for our efforts.”

Supplier Sustainability Excellence Award: This award recognizes excellence in implementing environmentally preferred business practices that help the Postal Service achieve its sustainability goals and reduce its carbon footprint.

- **Dodd Unlimited, Inc., Eustis, FL**



DODD UNLIMITED INC

Dodd Unlimited, Inc., a small, woman-owned, Contract Delivery Service (CDS) provider, set a high standard by adopting more efficient, alternative, and flex fuel vehicles. Dodd Unlimited’s investment to standardize their fleet of vehicles with vans increased its capacity to expedite package delivery service for the Postal Service.

“This award acknowledges and certifies the efforts and hard work that our team has put forth in order to provide the best service possible. We are honored and very proud to have won this award and we will continue to strive to be the best,” said President Sandra K. Dodd.

