



**STATE GOVERNMENT CUTS POSTAGE COSTS  
WITH NEW MAIL SERVICE CONTRACT**  
*Governor Ehrlich Cites Smart Contracting*

**ANNAPOLIS, MD (May 24, 2006)** -- Savings on postal costs for Maryland State agencies are projected to top \$2.68 million, thanks to a new presort mail, courier/delivery and messenger services contract.

"This is smart contracting and a major money-saver for the State," said Governor Robert L. Ehrlich, Jr. "It is a great example of how we can make government more efficient, while also contributing to the State's economy by selecting a minority business."

Administered by the Maryland Department of General Services (DGS), the new competitively-bid contract, with Dozier Technologies, Inc., of Lanham, a woman-owned, minority business covers Maryland State agencies with mail volume of more than 5.54 million pieces annually. The Board of Public Works approved a \$1,506,624 two-year contract with three one-year renewal options. With the new contract, the State's cost for postage using five digit bar-coded zip codes is .293 cents per piece of mail compared to 39 cents for regular postage. If the renewals are exercised, the State will save more than \$2.68 million over five years on 27.7 million pieces of mail.

"The DGS mission is to support other State agencies effectively enabling them to meet their operational needs in a cost-effective manner," said DGS Secretary Boyd K. Rutherford. "With this new contract, participating agencies will realize significant postal expense savings."

DGS has administered a Statewide Mail Service Contract for the past 23 years.

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