

What challenges are facing mailers and mail operators?

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ONEPOST

- Established in 2005
- Wealth of industry expertise
- Not a mailing house or carrier
- Independently owned
- Software holds up-to-date information of operator prices and services
- Currently handling 10 million+ items per month
- One size doesn't fit all
- Members of DMA, IDM, BPIF, Catalogue Exchange
- ISO: 9001-2000 accredited



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Achievements in a de-regulated market

- Some choice
- Cost savings
- Service improvements
- Predictability and reliability



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Challenges for mailers and mail operators

- Reducing budgets
- Reliance on Royal Mail – no competitor for ‘last mile’
- Complexity of services
- Availability of service for smaller user
- Operators maintaining ‘cutting edge’
- Outside influences (BERR Review)
- Other media
- Environmental





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Wish list – key requirements

- Choice
- Cost savings
- Predictability, reliability and trackability
- Accessibility for smaller posters
- Innovation
- Access Royal Mail network at other points in pipeline

