



THE ING ADVANTAGE =

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When you join **The Imaging Network Group (ING)**, you join an established networking association created exclusively for the print and electronic service provider industry. You can take your business to the next level by taking advantage of valuable networking opportunities combined with quality programs and a host of resources. ING is your direct connection to further success.

ING's member companies are made up of some of the most visible and successful mid-sized, high volume print and electronic service providers and direct mail companies. Our association offers the rare opportunity to interface with top industry peers across the nation. You'll tap into a vibrant network of industry creativity, experience and information where members discuss key business and technical issues facing their companies and share best practices on running and growing their businesses.

Developing connections with other successful service providers offers a distinct business advantage when it comes to making business decisions for your own company. Our members find their relationships with other ING members to be invaluable for this reason.

We also have some of the largest name vendor partners in ING, affording you one-on-one contact with senior-level supplier executives. Getting up close and personal with these vendors is a distinct competitive advantage for building relationships that can translate into real savings for your company.

In fact, over two-thirds of our members report that ING has helped them in their vendor negotiations. Connecting with industry vendor partners gives you vital information about future technological developments so you're better able to direct your company's future plans. Additionally, ING's vendor partners look to our members for feedback on existing and new products, giving you a true voice and influence in the improvement of the services and tools you use most.

Our current member companies represent:

- **Over 775 total years in business**
- **Over 4,600 employees**
- **Across 3 countries**
- **Print over 8 billion images per year**
- **Mail over 3.6 billion pieces each year**
- **Electronically deliver over 400 million documents each year**



Gain fresh ideas and viable solutions for your business

When you join ING you immediately gain the advantage of being a part of a confidential, select group of business owners and senior executives that come together to share ideas. ING holds a yearly conference that keeps members up to speed on the latest news, trends and tools in the industries we serve. With attendance exclusively for owners and their senior executives, you'll engage in a dynamic, open forum-style format that promotes a constructive exchange of ideas of industry developments, strategic planning and current issues affecting your business. ING also hosts an annual one-day workshop with popular industry speakers sharing everything from current trends to new product reviews to how to garner more sales in this highly competitive environment.

Some recent topics from our annual meetings have included:

- **Transitioning to e-services and technology**
- **Mobile billing solutions and services**
- **Peer to Peer Open Forum Discussions**
- **Moving to and success with—digital full color**
- **The latest data & document security certifications compliance and regulations**
- **Upcoming vendor improvements in image quality, tools and workflows**
- **Postal optimization in a changing world**
- **Sales strategies to achieve revenue and profitability goals**
- **Social media**
- **Multi-channel client communication**

After each meeting, you'll walk away with indispensable knowledge, fresh ideas and viable solutions that pave a pathway to greater (and easier!) success. When surveyed, a full 100% of our members said that ING meetings address the key challenges they face in their businesses.



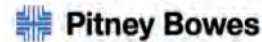
“Someone mentioned to us that we would definitely get our money’s worth from an ING conference, and that was absolutely true! Every aspect was done extremely well—ING chooses some excellent venues, and the presentations are valuable in terms of learning new information, but also in confirming that we’re heading in the right direction strategically.”

—Jon Dietz, CEO
Financial Statement Services, Inc.

“I found the format, information and presenters to be pertinent and informative, thus creating an enjoyable as well as valuable learning environment. The interaction with both the vendors and member companies was likewise enjoyable. The issues highlighted and discussed by the member companies in the opening sessions were aligned with those faced by APS on a daily basis and the follow up discussions surrounding them offered us great insight.”

—J.P. Thomas, President and CEO
Allison Payment Systems

Vendor Partners

The logo for Bell & Howell, featuring the word "bell" in blue, a blue circle with a white dot inside, and the word "howell" in blue.The logo for docuLynx, featuring a stylized red and black swirl on the left and the word "docuLynx" in a black serif font on the right.The logo for GMC Software Technology, featuring the letters "GMC" in a large, bold, blue font above the words "SOFTWARE TECHNOLOGY" in a smaller, blue font on a dark blue rectangular background.The logo for Océ, featuring the word "océ" in a red, lowercase, sans-serif font inside a red circle.The logo for Pitney Bowes, featuring a blue grid icon on the left and the words "Pitney Bowes" in a bold, black, sans-serif font on the right.The logo for Ricoh, featuring the word "RICOH" in a bold, red, sans-serif font.The logo for RISO, featuring the word "RISO" in a purple, stylized, sans-serif font.The logo for Solimar Systems, Inc., featuring a green square with a white sun and waves inside, and the words "SOLIMAR SYSTEMS, INC." in a green, sans-serif font below it.The logo for Xerox, featuring the word "xerox" in a red, lowercase, sans-serif font next to a red and white circular icon.The logo for Satori Software, featuring the word "Satori" in a blue, italicized, sans-serif font and "Software" in a smaller, blue, sans-serif font, with the tagline "Simply Powerful Address Management Tools" in a small, blue font below.The logo for Ultra, featuring the word "ultra" in a blue, lowercase, sans-serif font with a stylized orange and blue graphic element.



A snapshot of member benefits

Membership in ING delivers a powerful competitive advantage for an exceptional value. You'll enjoy a list of immediate benefits—from direct connections with the industry's leading service providers and vendors, to a sharing atmosphere and an environment where members agree to maintain confidential information through open discussions that provide real-time guidance for a host of business issues.

Membership Services include:

MEETING SCHEDULE

- **Annual Executive Forum**
- **Informative Workshop**

PUBLICATIONS

- **ING publishes two exclusive publications for its members:**
- **The LeadINg Edge: Full-color newsletters**
- **Annual membership directory: Confidential profile of each member company**

ONLINE BROADCAST QUERY SERVICE

- **Get immediate feedback from fellow members on questions they have concerning technology issues or the operations of their businesses**

SUPPORT STAFF

- **Our staff is available throughout the year to respond to members' special requests and needs**

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