



23 March 2018

Royal Mail Wholesale

4th Floor
185 Farringdon Road
London
EC1A 1AA

Incentives update and testing use of Digital Stamps

Dear customer,

From 4 June 2018, we are introducing a postage credit rate specifically for testing digital stamps under the Testing and Innovation Incentive. The new rate offers eligible customers c. 5% postage credits off the access price during the test period. Many mailing houses now have the requisite printing accreditation from us to print the variety of digital stamp designs currently available. We consider the risk of testing digital stamps to be low, and this is reflective in the digital stamp incentive rate.

For a full list of eligible services and postage credits rates, and to apply to test digital stamps please visit www.royalmailwholesale.com/tis/.

Online Applications

To make it easier for customers to use incentives, we have recently launched online forms for the First Time User Incentive and the Publishing Volume Commitment Incentive. Customers can apply for incentives online using the following links:

- Advertising Growth Incentive – www.royalmail.com/SFG-Advertising-Mail-application;
- Business Mail Testing & Innovation – www.royalmail.com/TIS-Business-Mail-application;
- Advertising Mail Testing & Innovation – www.royalmail.com/TIS-Advertising-Mail-application;
- First Time User Incentive – www.royalmail.com/first-time-user-application-form;
- Publishing Incentive – www.royalmail.com/publishing-volume-commitment-application-form.

You can find out more about all our incentives at www.royalmailwholesale.com/promotions/.

Yours sincerely,

Luisa Fulci
Regulated Products Director
Consumer and Network Access