The OCS On-Line Print, Mail & Fundraising Ordering System™ --- TUTORIAL ---

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Actual ability to plot location of address area wanted on a map. Even the ability to interject Market Segments & Demographic Criteria (i.e. Age, Gender, Family Income, etc.) in the address selections made. The same in both Mail and the Fundraising sections.

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TUTORIAL ...

1. To Begin: Like with everything, the process starts by logging onto the OCS website (www.ocsmail.com). The On-Line Print Ordering system is shown at the bottom of screen.

Please note that this Ordering process is very intuitive, but this Tutorial review will provide details that can help one to be more aware of options available.

- 2. Clicking on the large blue bar will bring up the On-Line Ordering system.
 - 3. Clicking on "Catalog" will bring up the **Printing**, **Mailing or the Direct Mail Fundraising** options.



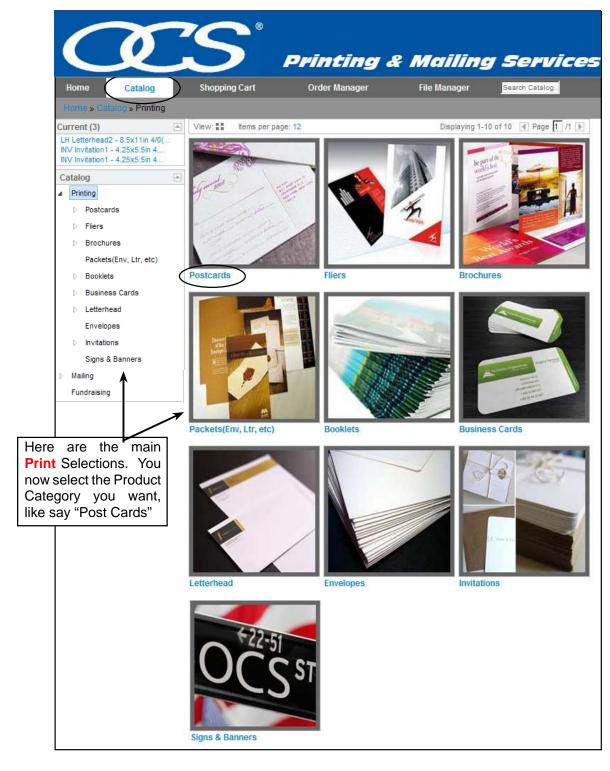


Stone Tutorial

Facebook

4. Now you can click on anyone of the three main tasks. For our tutorial we will start by clicking on the "PRINTING" section. This section will reveal a number of Print Product categories from which you can choose an item you wish to create and then order.

The system is a series of a few simple steps. 1. Once you click on one of the three options (in this example "Printing" was selected) the specific product selection of items available appears, as shown below. 2. All you need to do now is select a particular product item (e.g. Postcard). 3. When that is done the system asks if you want to either Pick a Design -or- Create Your Own Design. (Picking a Design is a fast approach to doing an item - basically you get what you see, you just add copy. Create a Design adds flexibility, you can change art and color and there is more variety in fonts.) Note - this choice ONLY appears in the "Printing" option. It is not needed in our Mailing or Fundraising options. 4. Once Design approach selected the system will open up to several specific formats you can chose for that category (i.e. the size of the piece, 1 or 2-sided, full color, 2-color, etc.). You would then be prompted to enter the design and copy you want on that item. 5. You're finished, you get to preview your job and then go to check-out. (Details on each of these steps follows...)

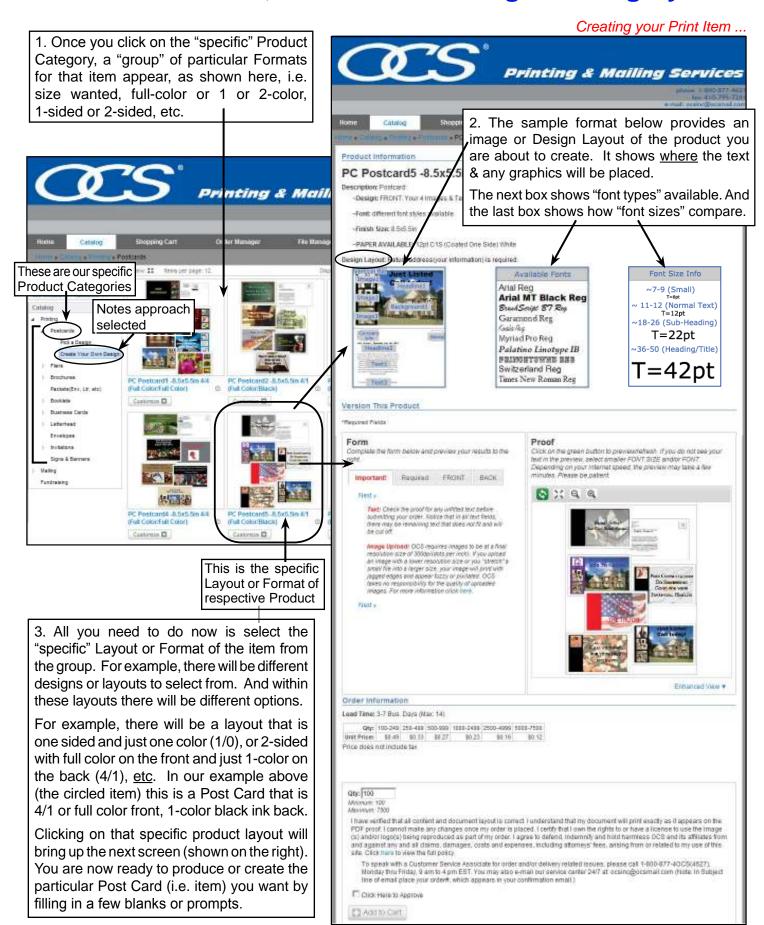


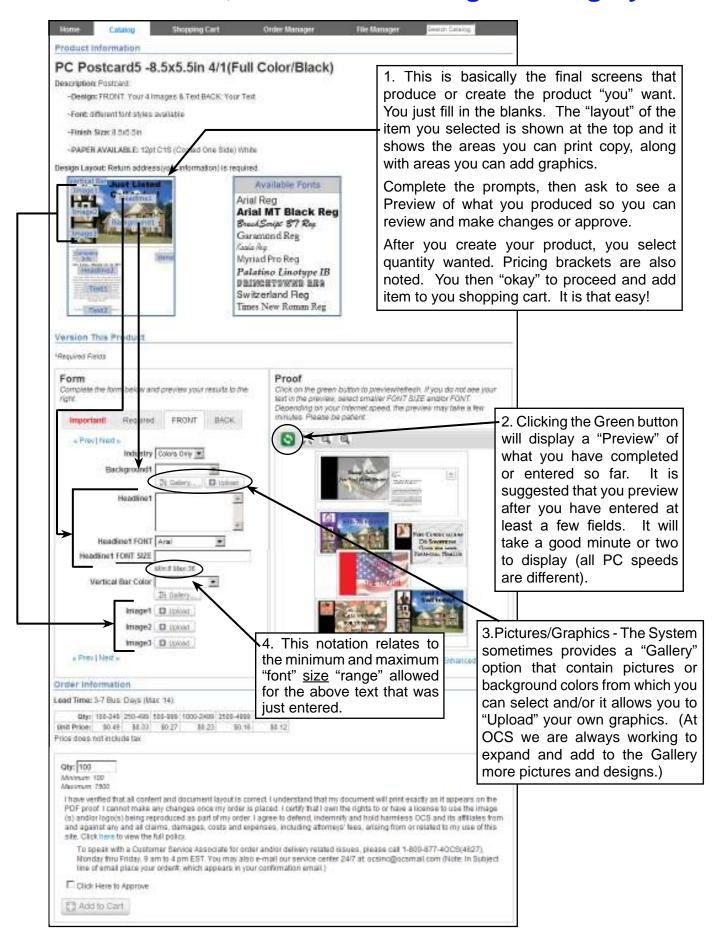
You have the ability to select to do Printing, Mailing or Direct Mail Fundraising ... in this example we selected the **Printing option**. After that the system lists a number of choices for the respective option chosen. One could have chosen Postcards, Fliers, Brochures, Envelopes, etc., etc. Postcards was the selection made.

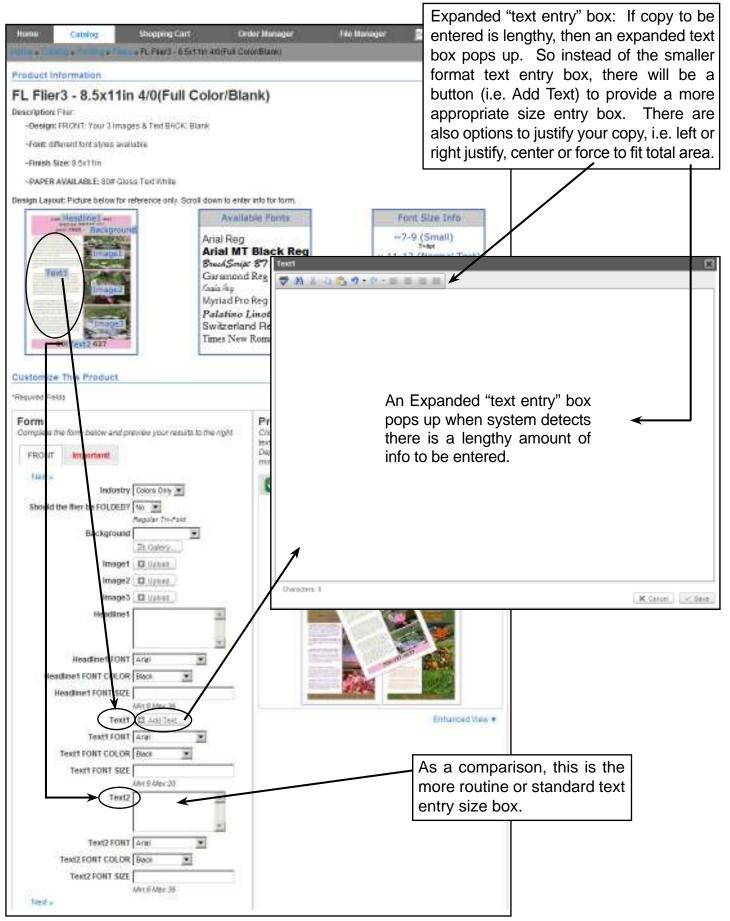
Now the system gives the user a unique choice. They can go the direction of doing something that is very easy and quick - such as Pick-A-Design. Here you have various concepts from which to choose. You pick it and then just enter your copy. It you want to add a little more of your own flair you can choose - Create-Your-Own-Design. In this approach you are picking a format or general design, BUT you can add options, change colors, vary your fonts, etc. This approach may add a couple extra prompts, but you obviously have more choices. In our example we are going to go with - Create-Your-Own-Design.

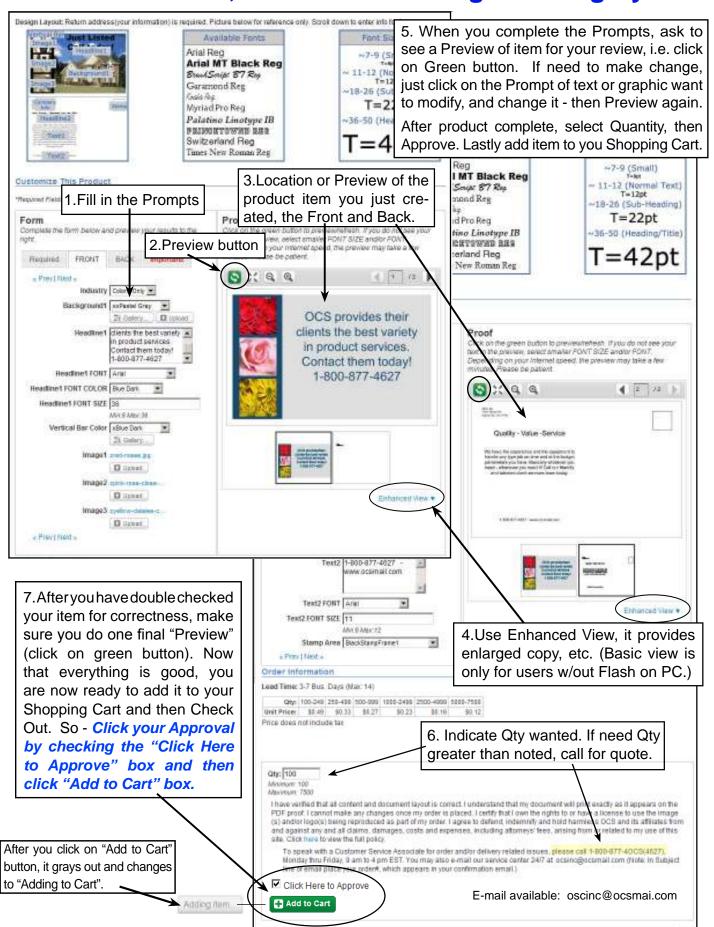
(Again note that this unique choice of: Pick-A-Design or Create-Your-Own-Design is only in the "Printing" option section. It is not needed in the "Mailing" or "Fundraising" sections.)



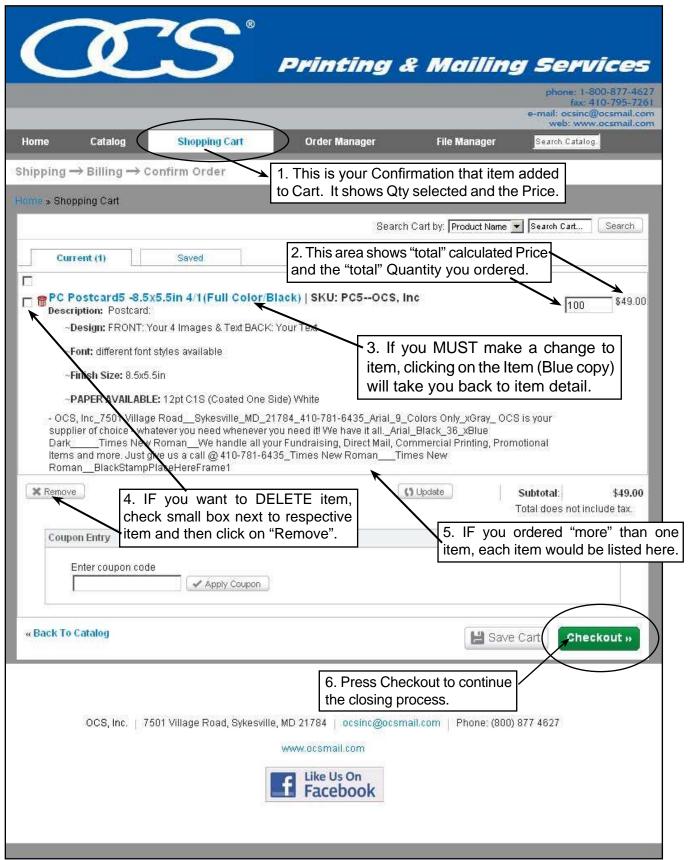




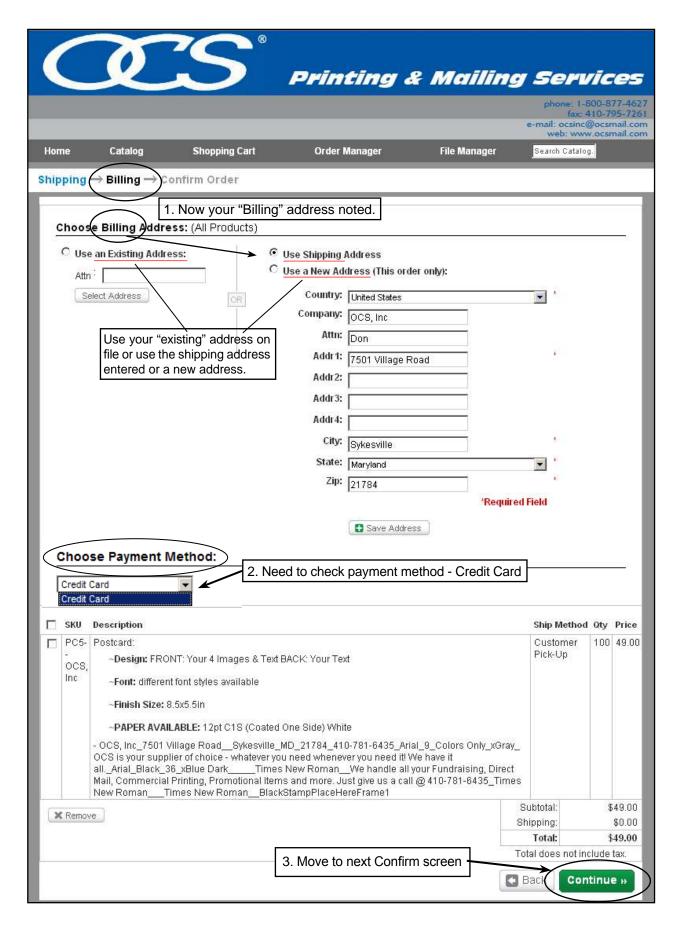


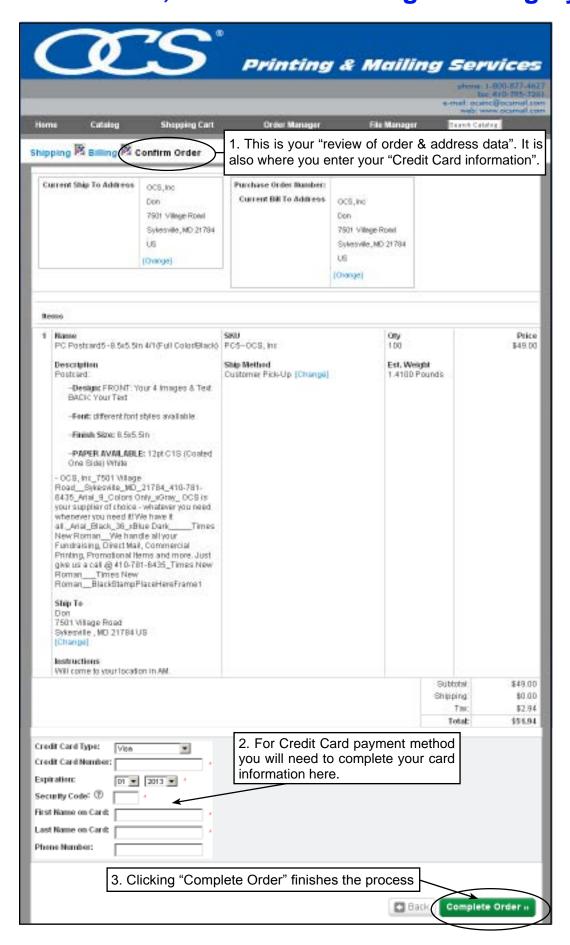


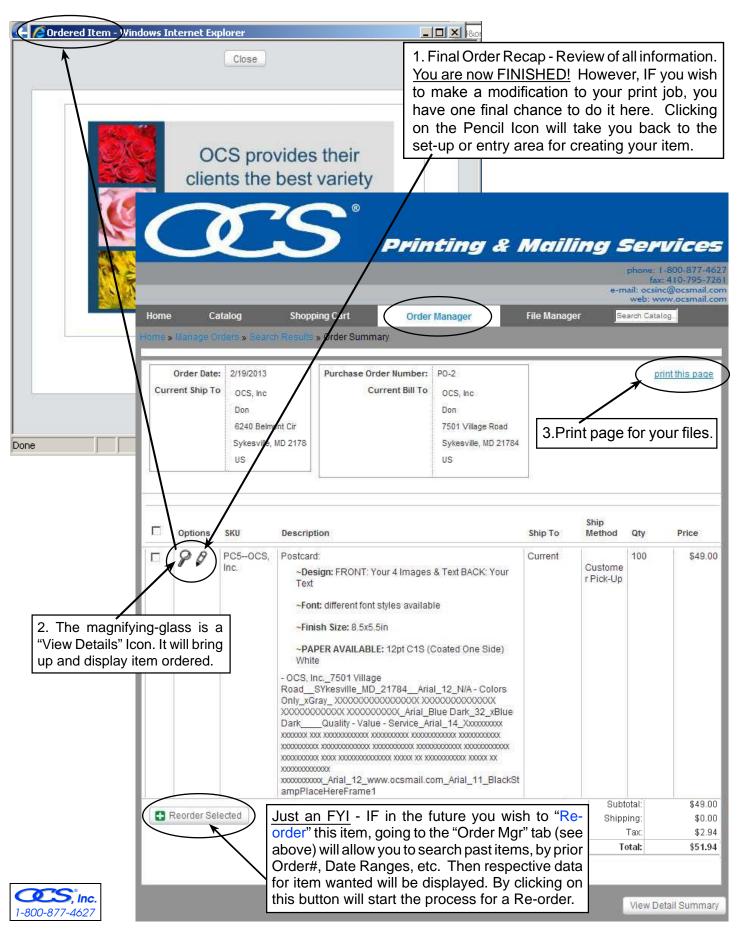
Order Confirmation Info ...



The Checkout process ... **Printing & Mailing Services** phone: 1-800-877-4627 Order Manager Home **Shopping Cart** File Manager Search Catalog. Billing → Confirm Order Shipping 1. Add your "Ship To" location. Choose Shipping Address: (All Products) O Use an Existing Address: • Use a New Advicess (This order only): Attn: Country: United States Select Address Company: OCS, Inc OR Attn: Don Use your "existing" address on file Addr 1: 7501 Village Road or enter a "new" shipping address. Addr2: Addr3: Addr4: City: Sykesville State: Maryland Zip: 21784 *Required Field ■ Save Address Choose Shipping Method: (All Products) 2. Here you will indicate "shipping choices", like "Customer Pick-Up" or "UPS Ground", etc. UPS Ground UPS Next Day Air Saver UPS 2nd Day Air Ship Customer Pick-Up Ship To Method Instructions Qty 100 Customer Current Will come to your Pick-Up cation in AM. Postcard5 ~Design: FRONT: Your 4 Images & Text BACK: -8.5x5.5in Your Text 4/1(Full Color/Black) ~Font: different font styles available PC5--0C8 Your "selected" payment choice Inc ~Finish Size: 8.5x5.5in will then be shown here. ~PAPER AVAILABLE: 12pt C1S (Coated One Side) White - OCS, Inc_7501 Village Road_Sykesville_MD_21784_410-781-6435_Arial_9_Colors Only_xGray_ OCS is your supplier of choice - whatever you need whenever you need it! We have it all._Arial_Black_36_xBlue Times New Roman We handle all your Fundraising, Direct Mail, Commercial Printing, Promotional Items and more. Just give us a call @ 410-781-6435_Times New Roman___Times New Roman__BlackStampPlaceHereFrame1 Subtotal: \$49.00 × Remove (5) Recalculate Shipping: \$0.00 Total does not include tax Click on "Continue" to move on to Billing info. Continue »





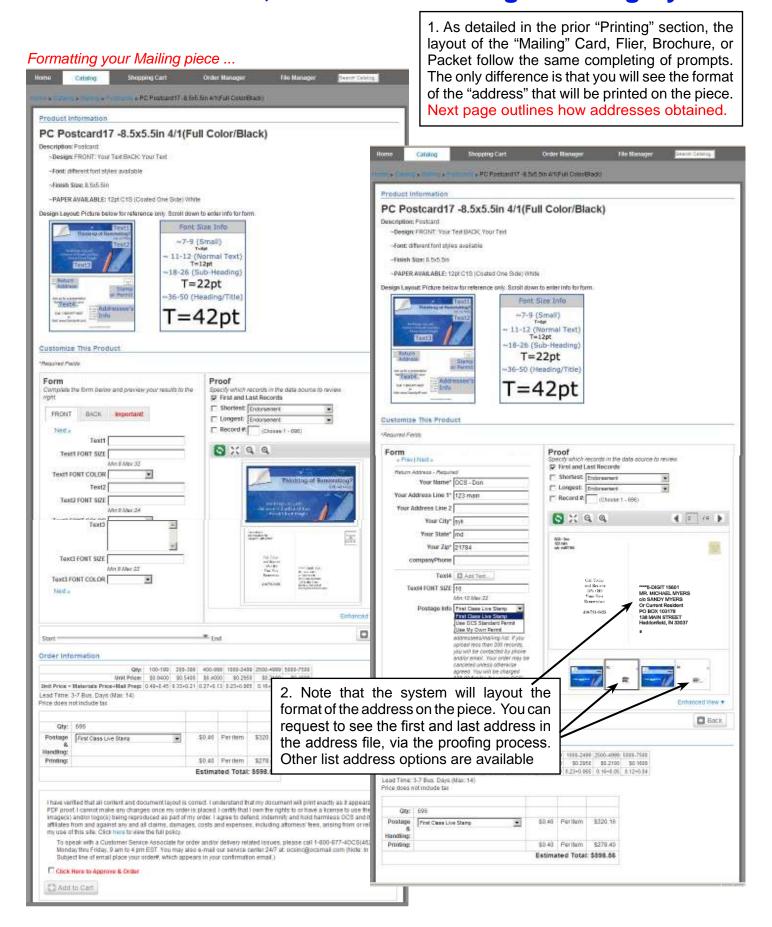


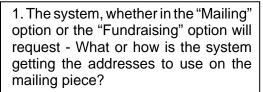
The MAILING and DIRECT MAIL FUNDRAISING Sections

Of the "three" main Ordering options provided, i.e. Printing, Mailing & Direct Mail Fundraising, this Tutorial has just detailed the "Printing" option. These last several pages provide a review of the functions in the other two, i.e. Mailing and Fundraising. Since there are a lot of tasks that are similar to the Printing option we basically outline the differences. We will start with the MAILING section.

There is also a special function that is not part of the Printing area and that relates to "Address Lists" that are necessary to mail out your piece. Our system allows you to either download your specific list or select & develope a list relative to location parameters, market segments or demographic criteria.







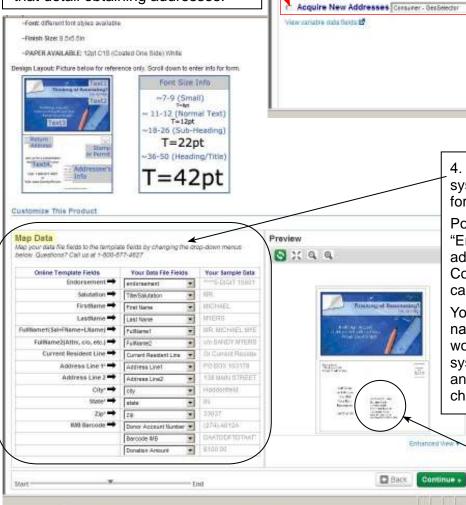
It will get these addresses from an "Existing File" that you will need to upload -OR- You can request "Acquiring" of New Addresses.

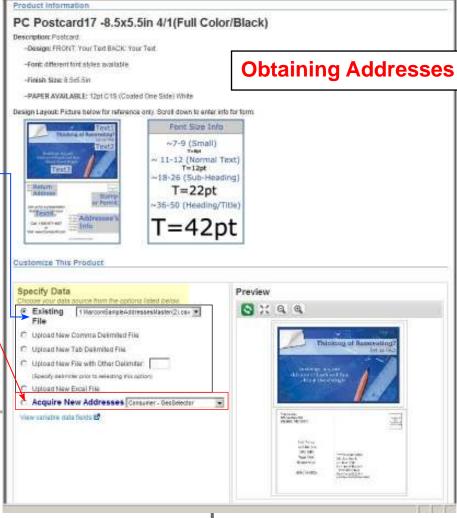
2. Uploading Existing Addresses -

If you have never uploaded any addresses then the drop down will state: "No existing file". It will then prompt you to "Browse" for file wanted. You then indicate the type of file it is, i.e. Comma Delimited, Excel, etc. and the system will upload.

3. Acquiring New Addresses -

You click on the "Acquire" section and a special Geo-Selector address system will appear. Reference next few pages that detail obtaining addresses.





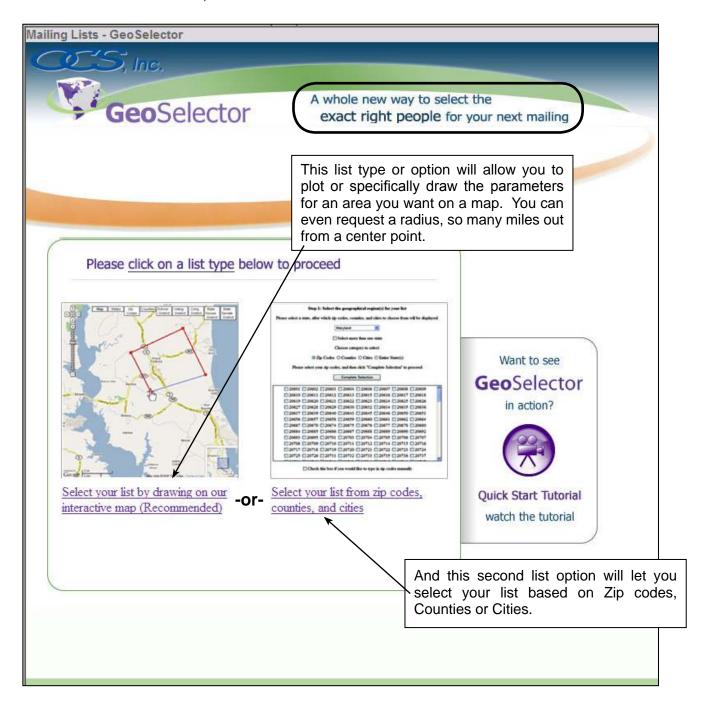
4. Once file determined and loaded, the system needs to know how it is to be formatted or laid out on the mailing piece.

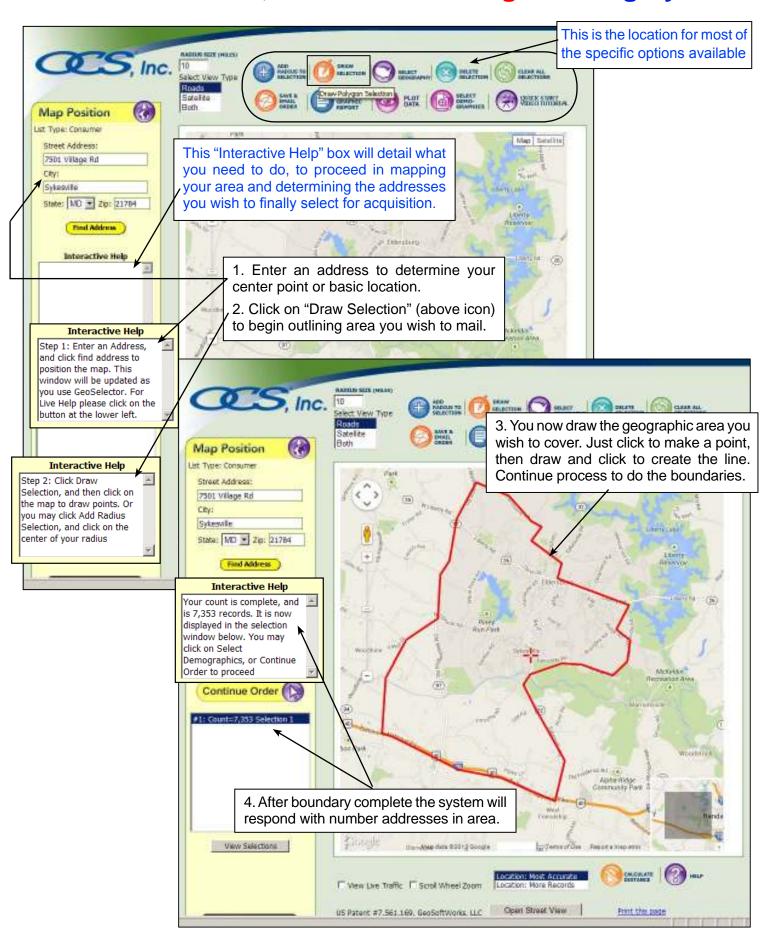
Postal requirements dictate that the "Endorsement" line is at the top of the address and we will be placing the Bar Code at the bottom. These items are calculated and created by the system.

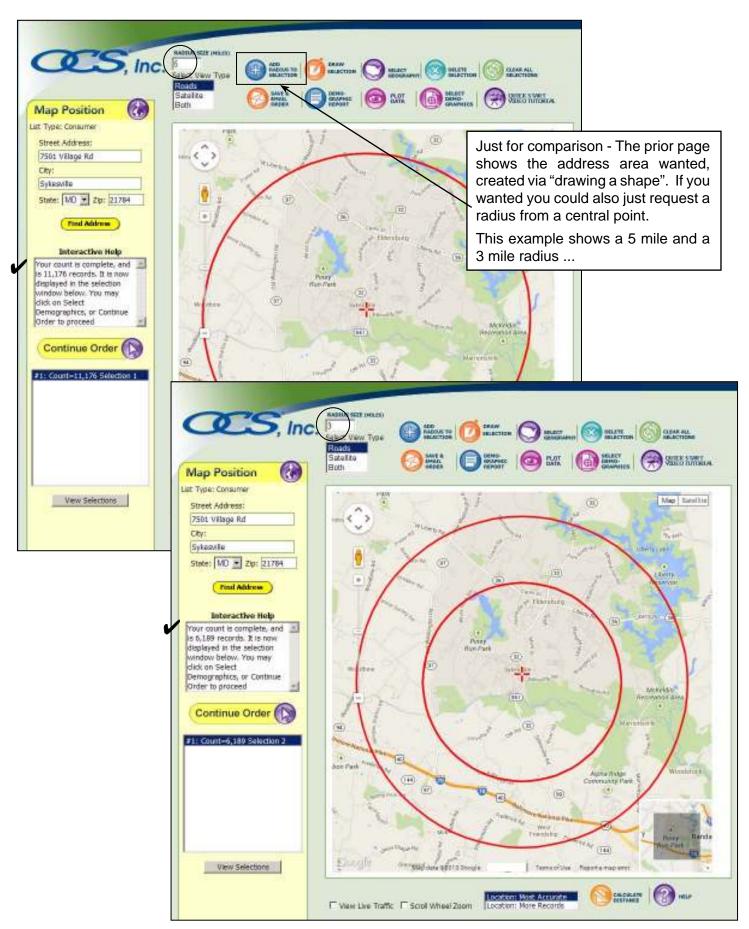
You just layout the address. Like first name - first, then last name, last. Next, would be the street address, etc. The system shows the general format of how an address is set-up, but it does let you change it if you would like.

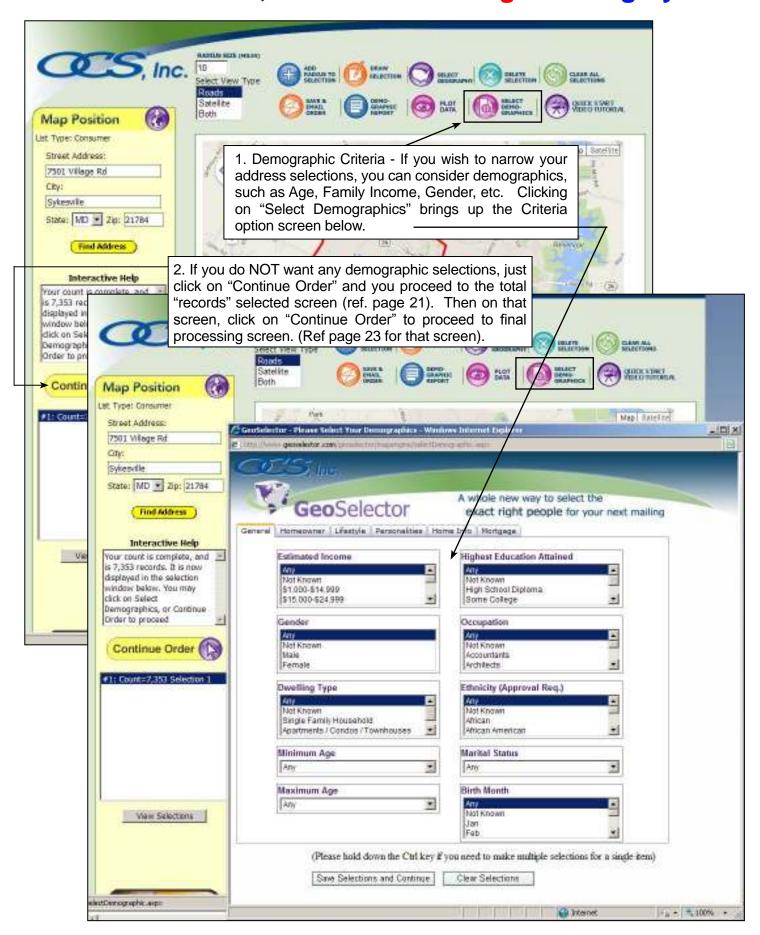
5. Shows location of formatted or mapped address on mailing piece.

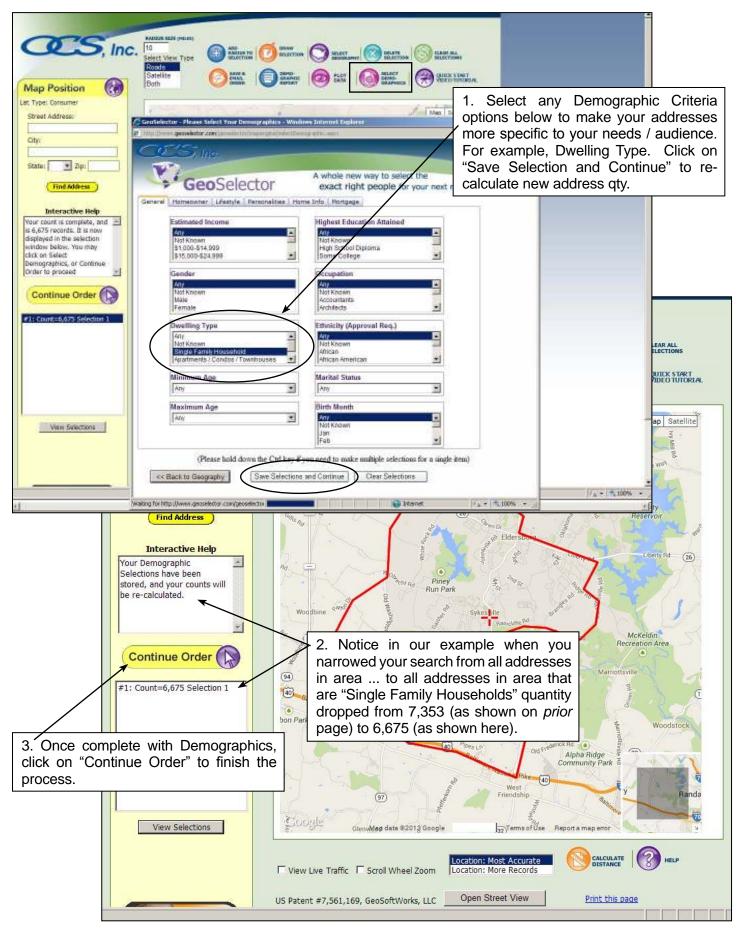
OCS Address part of System for Locating, Selecting & Acquiring Address List Data - The system will allow user to acquire addresses for a defined location. The system moves to the GeoSelector application so the user can define how they want addresses to be selected. (This selection occurs in both the Mail & Fundraising sections.) There are "two" main options. You can plot out / draw a specific area on a map --or-- you can select your list via zips, cities or counties - you can even select parameters such as all address in a 2, 3, 4, etc. mile radius from a center point. This is the initial question that needs to be answered before you can move into more particular options, where the system will provide you selections such as, geographic locations, market segments (i.e. single homes, apartment, businesses, etc) or demographic criteria, such as age, family income, gender, number children in household, etc.

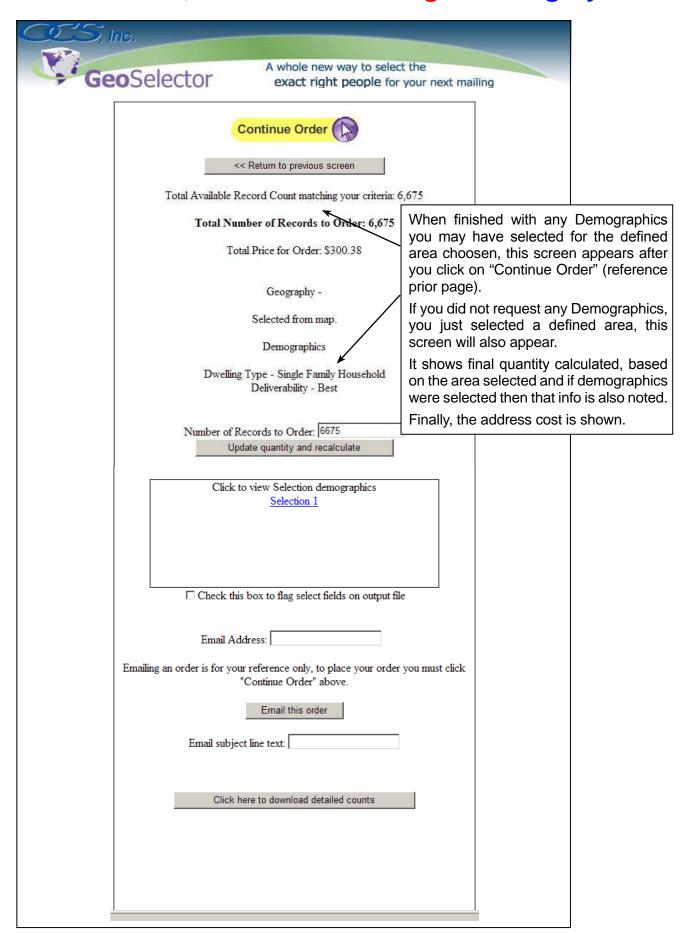


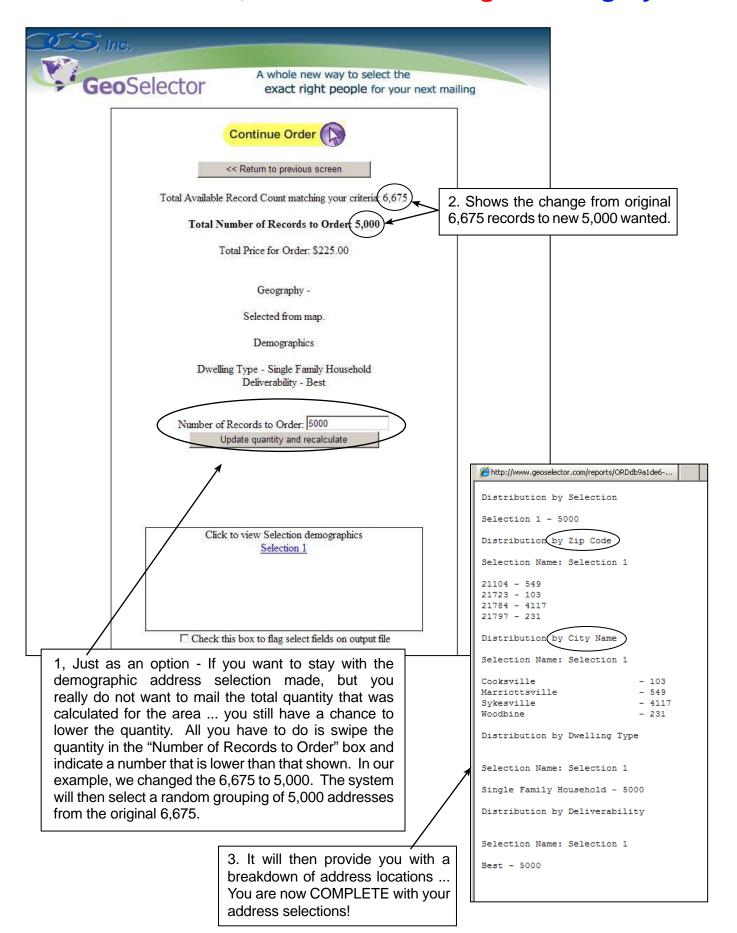


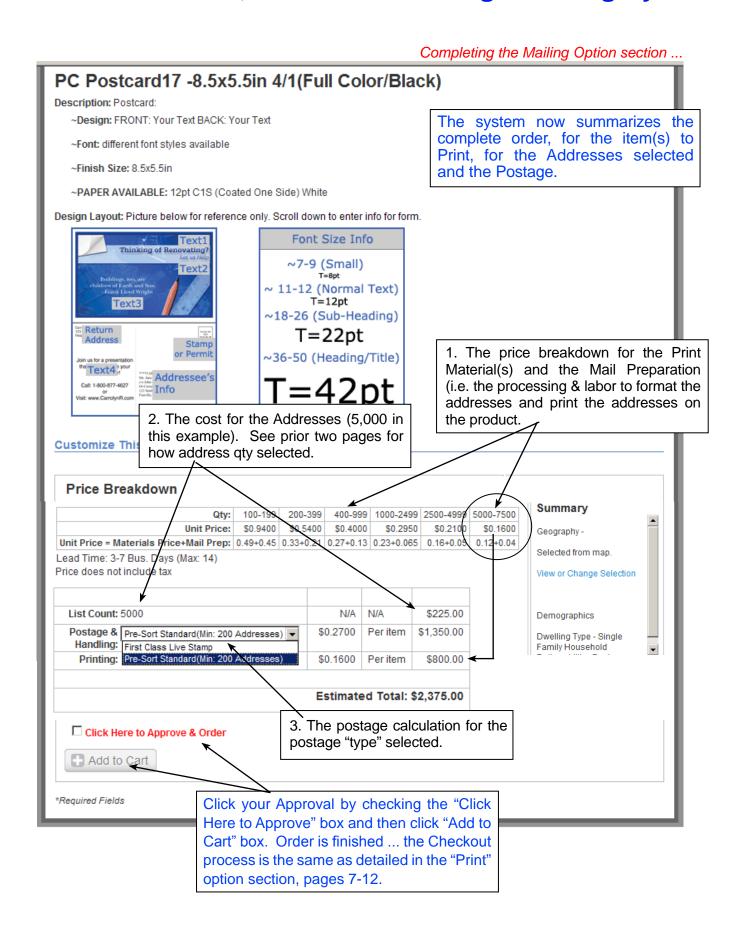














DIRECT MAIL FUNDRAISING Section

- 1. Clicking on the large blue bar will bring up the On-Line Ordering system.
 - 2. Clicking on "Catalog" will bring up the **Printing**, **Mailing or the Direct Mail Fundraising** options.



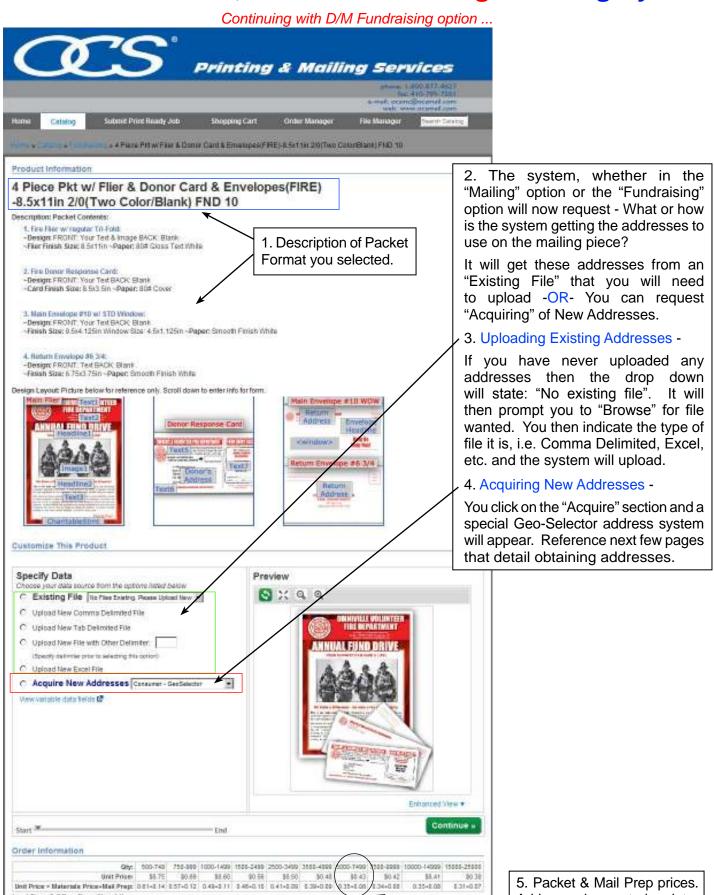


3. Now you can click on anyone of the three main tasks. For this part of the tutorial we will click on "Direct Mail Fundraising".

Direct Mail Fundraising - "This" part of our system is directed at authorized Non-Profits. Many of the formats are volunteer Emergency Service Industry oriented, but any organizational non-profit can apply the examples. There are various solicitation Packet formats. The solicitation packets are different sizes, i.e. 3-piece, 4-piece and 5-piece, meaning a Flier, main Mailing Envelope, Return Envelope, and maybe a separate Donor Response Card and/or a Promotional Insert. There are special flier designs that allow you to provide your own copy, but we also offer suggestions. There are generic graphics from which to choose, but you can upload your on photos. In addition to the solicitation packets, there are Letters, and Thank You post cards and 2-piece packet Thank You letters.

State Charitable Compliance Info - Prior to doing a solicitation for charitable donations, most *states* require some form of charitable registration from most non-profit organizations. In addition to one-



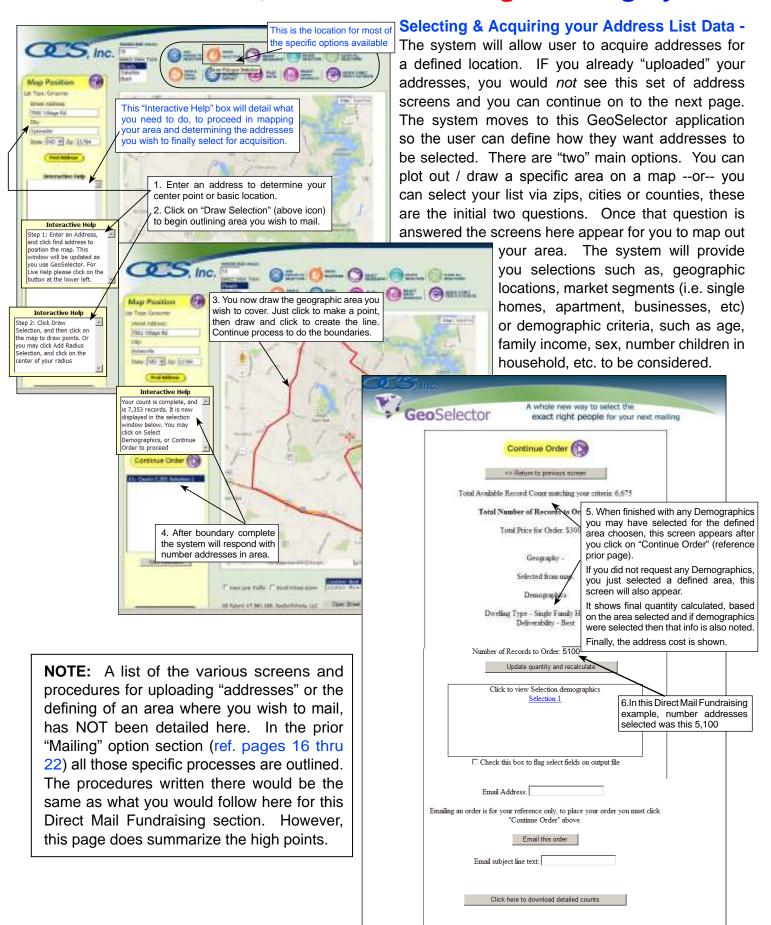


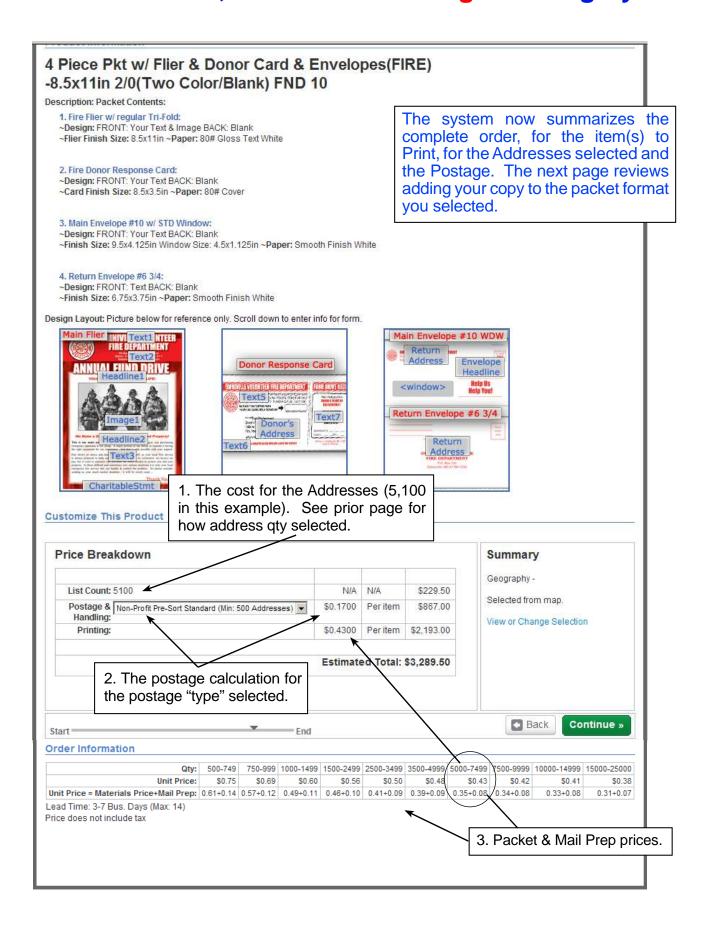
Lead Time: 3-7 Bus. Days (Max. 14)

Price does not include tax

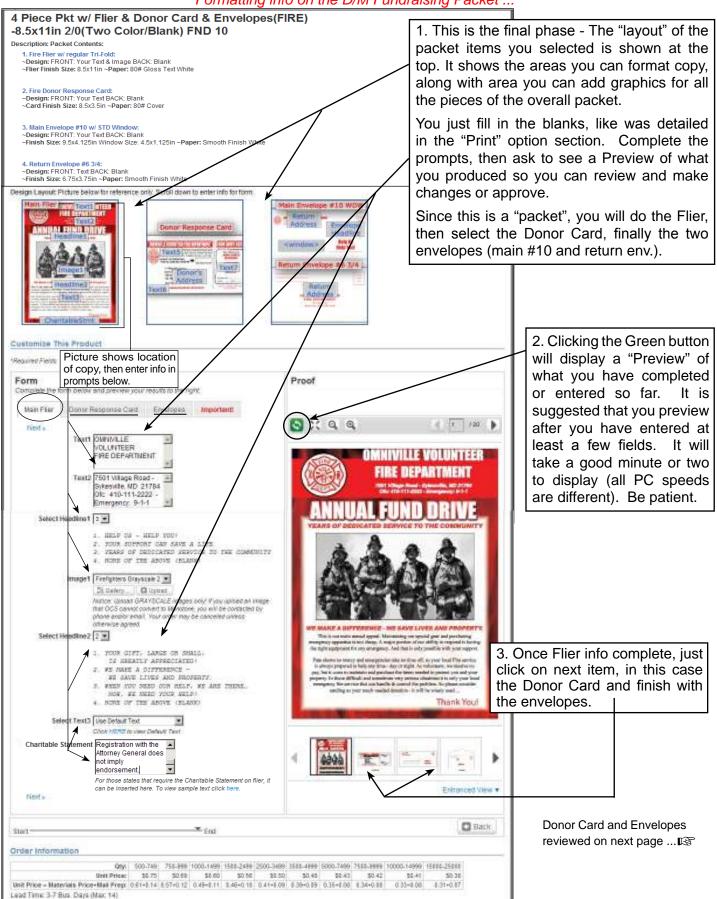
Address prices noted on later

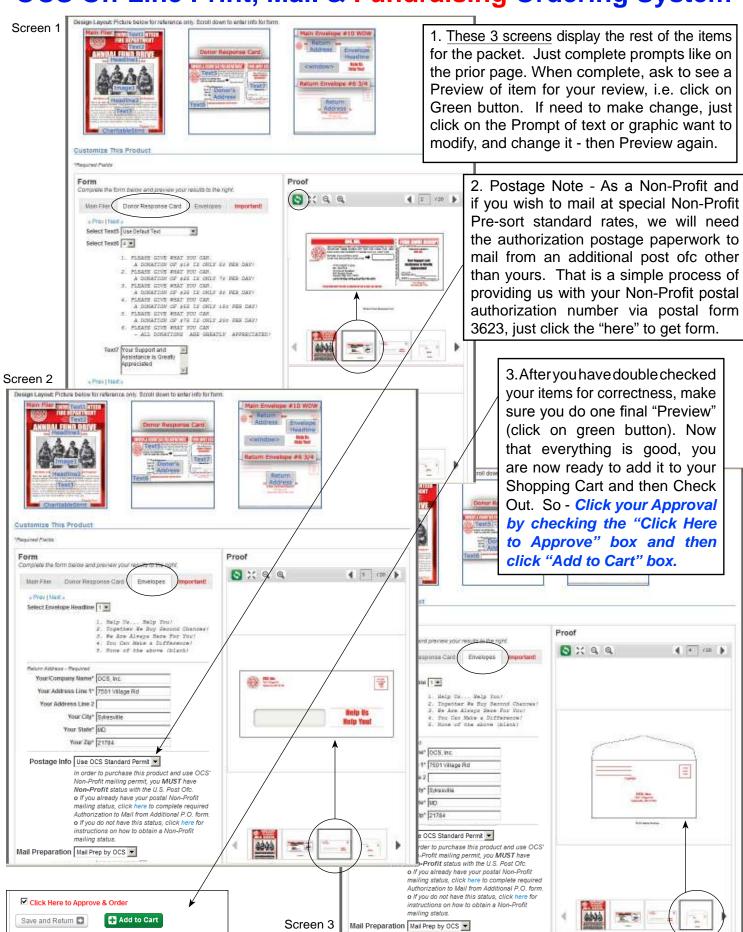
screen.



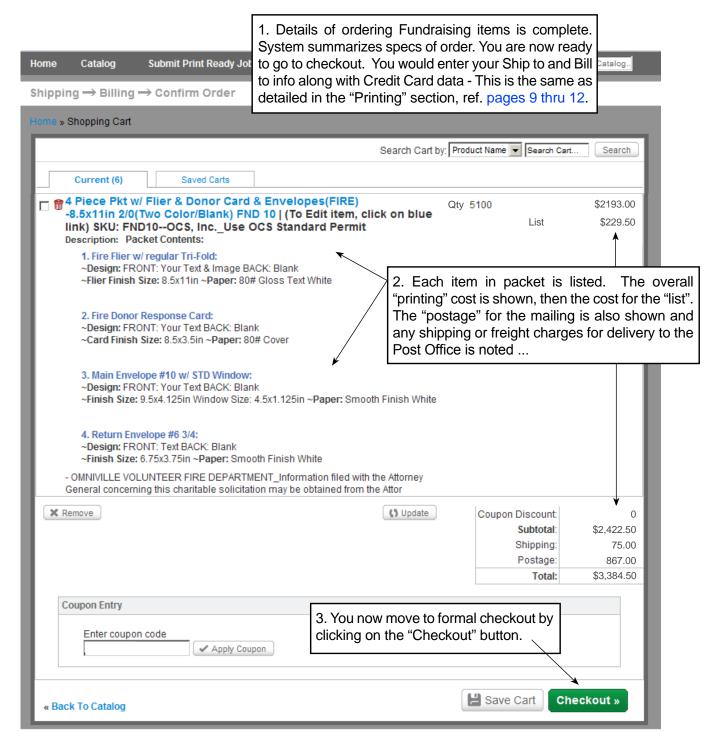


Formatting info on the D/M Fundraising Packet ...





		rs when you click the "click	
Return Address - Required	link, which relates to required	•	
Your/Company Name* OCS, Inc	(i.e. OCS, Inc.) as your mailing		
Your Address Line 1* 7501 Village Rd		The Authorization to Mail from an	
Your Address Line 2		Additional	Post Office
Your City* Sykesville			
Your State* MD			
Your Zip* 21784		Tourte	Obtata
10th Zip 21704		How to Obtain a Non-Profit Mailing Status	
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o If you already have your postal Non-Profit		right). But it is more likely you already have a	
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	from Additional P.Q. form.	7.2	·
o If you do not have this status click here for		to handle your mailing and process through our	
instructions on how to obtain a Non-Profit		postal facility we need a very simple authorization	
mailing status.		form completed, which allows us to mail from	
Mail Preparation Mail Prep by OCS		"our" post office facility. This authorization (form	
Mail Preparation Mail Prep b	y 005 <u>*</u>	3623 shown at bottom	· ·
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	Request for Confirmation of Authorization	the first option and follow	the brief couple steps.
UNITED STATES POSTAL SERVICE ®	(or Pending Application) to Mail at Nonprofit Standard Mail Prices	UNITED STATES	Application to Mail at
Part 1 (For completion by applicant)	·	POSTAL SERVICE «	
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This ends the Direct Mail Fundraising section

This also concludes the overall on-line Printing - Mailing - D/M Fundraising Tutorial

