



**Sue McKinney**  
**Vice President of Worldwide Engineering**  
**Pitney Bowes**

Ms. McKinney joined Pitney Bowes in April, 2010 as the Vice President, Worldwide Mailing Solutions Management (MSM) and Document Messaging Technology (DMT) Engineering. She is responsible for Pitney Bowes' world class engineering team which is focused on design and development of mailing products and software solutions within PBI. She is located at the Pitney Bowes campus in Shelton, CT.

In February 2011 Ms. McKinney assumed executive responsibilities for PBBI engineering and has been selected to participate in the Chairman's Council. The new Pitney Bowes engineering team will focus on the improving time to market and will give PBI more scale in technical expertise and experience to meet dynamic marketplace requirements with concentration on application architecture, component reuse, production support and agile/lean best practices and methodologies. This new structure also will lead to increased collaboration, which in turn will spark innovation, a key to our success in delivering our CCM strategy.

Prior to joining Pitney Bowes, Sue was Vice President of Development Transformation where she led an effort to effect significant development transformation across the IBM Software Group development teams, influencing over 25,000 engineers, 43,000 employees in 120 global locations. Key focus areas included the definition of enterprise architecture and governance and fostering agile development methodologies and improve overall software engineering effectiveness. She also held various development executive positions with IBM Lotus where she was responsible for the development of the Sametime Instant Messaging, currently serving 20 million users, WebSphere Portal and Lotus Domino, IBM's flagship email messaging system.

Sue is a graduate of Ohio State University, with a BS in Business Administration and Computer Science.