



**Central Print
County Purchase**

Fresno County

FRS-2025-02

Electronic Return Mail Notification

May 29, 2025

DATE	DOCUMENT VERSION	REVISION DESCRIPTION	AUTHOR
5/29/2025	1.0	Created Document	Julie Holmes
11/6/2025	1.1	Revised cost and Option to opt out of monthly charges	Julie Holmes
12/15/2025	1.2	Updates and corrections per meeting on 12/9/25.	Geoff Cosner
12/24/2025	1.3	Updates applied based on County requested	Geoff Cosner

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REQUESTED SERVICES

Overview

Pursuant to Amendment 2 of the CalSAWS Central Print Services Agreement by and between CalSAWS Consortium and Gainwell Technologies LLC, in support of County-specific correspondence needs, Counties may request, and Gainwell may perform, Services agreed upon through the CalSAWS County Purchase process. Fresno County has requested Electronic Return Mail Notification services.

The CalSAWS Electronic Return Mail Notification service provides faster information related to CalSAWS correspondence mailed from Central Print that will result in return mail. Information on which mail pieces will be returned and why can be provided electronically via a report or a task within CalSAWS. Optionally, physical mail pieces determined to be return mail through the electronic return mail service can be prevented from being returned to the County.

This County Purchase is for Fresno specific costs based upon the options chosen by Fresno associated with use of the CalSAWS electronic return mail notification service.

Scope of Work

USPS determines whether a mail piece is deliverable or not deliverable. Mail that is not deliverable is returned with a USPS return label. The USPS determines the information that goes on the USPS return label (typically a yellow sticker) from one of two USPS services:

- **Coding Accuracy Support System (CASS)** – USPS service that returns a properly formatted address
- **National Change of Address (NCOA)** – USPS service that returns the data for a name/address that has a change of address on file prior to mailing (intended to replace ACS)

As part of the Electronic Return Mail Notification service, Central Print processes both CASS and NCOA for all mail. Based on results of CASS and NCOA inquiries, mail is identified as either deliverable or return mail at the time of mailing.

Per policy, all correspondence whether it will be delivered or returned is mailed.

For those mail pieces that are going to be returned, the information that it will be returned and why is provided to the County by the next business day rather than several weeks later when the physical mail piece is returned. This faster identification can help Counties prevent additional undeliverable mail going out – providing better service to clients while saving on postage for additional mail pieces.

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For Counties using the Electronic Return Mail Notification service, Central Print sends a transaction for each mail piece to USPS' CASS and NCOA services. USPS returns an official USPS notification of what will happen with that particular mail piece.

RECEIVE RESULT INFORMATION

Addresses determined to be incorrect or non-deliverable are flagged. This information is then returned to the county. The information can be returned in the form of a report or as a task within CalSAWS based on the County's preference. A Journal entry is automatically created in the CalSAWS system for all "Return Mail" (Errors) and "Update Recommended" (Warnings). There is no option to suppress Journal entries. This CalSAWS Journal entry should appear on the Journal Search page within 24 hours of the completion of the Central Print processing.

1: Receive Result Information - Report Option

For addresses determined to be undeliverable, an entry is included on the Electronic Return Mail Notification report. This report is available the next business day following mailing of the correspondence and is provided through a secure method due to the Personally Identifiable Information included.

The combination of Case Number, NOA/Form Number and Recipient Name point the County staff member to which correspondence generated the undeliverable or forwarding address return information from USPS. Error Description provides the information on what the problem is such as Invalid city and ZIP code.

When a County staff member resolves the address issue listed on the report, future correspondence will be corrected. However, the correspondence that caused the item to be on the report will still be returned with a return label applied by the USPS. Please refer to the subsection titled, "*Physical Returned Mail Piece Handling*" for information on processing the physical mail piece.

2: Receive Result Information - Task Option

For addresses determined to be undeliverable, a task is generated in the CalSAWS system. This task should appear within 24 hours of the completion of the Central Print processing on the Task Dashboard shown below.

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Task Search

Results 1 - 1 of 1

Due Date	Case	Case Name	Program(s)	Category	Type/Sub-Type	Status	Worker ID	Bank ID
09/15/2023	[REDACTED]	[REDACTED]	CW	Case Update	Change Address	Assigned	37LS013T02	

This Type 1 page took 0.44 seconds to load.

Tasks will be automatically added to correct mailing addresses

When the task is selected, the Task Detail window appears. An example of the Task Detail window where the task can be accessed is shown below.

Task Detail

Result 1 of 1 - 1

* - Indicates required fields

Start Watching Print Close

Case Number: 1BPN [REDACTED] Case Name: St [REDACTED] Program(s): * CalWORKs - St [REDACTED] Status: * Reference Number: Assigned

Category: * Case Update Type: * Change Address Sub-Type: Priority: Expedited: Medium No

Due Date: * 09/15/2023 Date Created: 09/01/2023 Worker Assigned Date: 09/01/2023 Start Date:

Assign to Program Worker: No Worker ID: 37LS013T02 Bank ID: Automated Action: No

Long Description:

Message: Undeliverable based on current address

Recipient Name: S [REDACTED]
NOA/Form Number: AR 2
CASS Error Description/Code: Secondary street number does not exist. 912

**Current CalSAWS Address Fields:
17 [REDACTED]
AN [REDACTED] 005

**Corrected CalSAWS Address Fields:
Not available

County Instructions: Contact the recipient for the correct address, then update CalSAWS.

Instructions

The Long Description area of the Task Detail window contains the information that would have been available on the envelope. An example of the type of information that would be included in the Long Description on the Task Detail window is shown below.

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Message: Undeliverable based on current address

Recipient Name: John Doe

NOA/Form Number: CW 7

CASS Error Description/Code: Street name invalid (412)

**Current CalSAWS Address Fields:

950 W El Camino, Apt 401

San Diego, CA 94040

**Corrected CalSAWS Address Fields:

Not available

County Instructions: Contact the recipient for the correct address, then update CalSAWS.

Completion of the task by the County staff member should resolve the address issue on future correspondence, but the correspondence that caused the initiation of the task will still be returned with a return label applied by the USPS. Please refer to the subsection titled, "*Physical Returned Mail Piece Handling*" for information on processing the physical mail piece.

PHYSICAL RETURNED MAIL PIECE HANDLING

Completing the task or resolving the item on the report as noted in the previous subsection corrects the mailing address for the future correspondence. The recently mailed physical mail piece will be returned by USPS, typically within 2 to 6 weeks following mailing. There are two options for the returned mail piece – return to the County return address or return to Central Print.

1: Returned Mail Piece - County Return Address Option

The County may receive return mail that was mailed by Central Print or mail pieces that were mailed by the County. Processing of return mail pieces that are mailed by the County should continue per the existing County process.

For correspondence that is mailed by Central Print, the majority of the envelopes can be securely destroyed upon receipt because the information on the envelope was provided through the Electronic Return Mail Notification service.

All outgoing CalSAWS correspondence use envelopes that have the following indicia printed on the upper right corner:

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Mail which includes this indicia in the upper right corner was mailed by Central Print and therefore has gone through the Electronic Return Mail Notification service for Counties that participate in Electronic Return Mail Notification.

Also, the envelope will include the endorsement of "Return Service Requested" below the indicia.

Envelopes without the indicia shown above, were not mailed by Central Print and the return mail should continue to be processed using existing County procedures.

Additionally, any envelope mailed by Central Print **without** a USPS return label (typically a yellow sticker) should also be processed using existing County procedures for return mail as it is possible that this mail piece was refused upon delivery rather than due to an address error or forwarding information.

2: Returned Mail Piece – Central Print Return Address Option

By using an envelope with Central Print's return mail address when mailing from Central Print, return mail will be routed back to Central Print for handling. **In this option, Central Print will only receive return mail that was mailed by Central Print.** Undeliverable correspondence that was mailed locally by the County staff will return to the County.

There are some return mail items that may still have to be returned to the County for processing because they were determined to be undeliverable at the time of delivery by the USPS. These include returned envelopes with the following USPS return reasons:

- "Attempted – Not Known" (Delivery attempted, addressee not known at place of address)
- "Deceased" – (Addressee is deceased and mail is not properly deliverable to another person)
- "Refused" (Addressee refused to accept mail)
- "Unclaimed" (Addressee abandoned or failed to call for mail)

When the returned mail reason is one of the above, the return mail piece will be imaged, then the physical mail piece will be securely shredded. The image will be transferred to the CalSAWS Imaging Repository. Using the CalSAWS Imaging API, the envelope image will follow the county's document routing rules for Returned Mail. A Journal entry will be automatically created indicating a return mail image was uploaded.

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When the returned mail is not one of the above reasons, Central Print will securely destroy the mail piece.

One-Time Setup Charges

Setup charges are one-time charges to be invoiced upon completion of the first month of services.

Description	Rate	Quantity	Cost
Setup Charge	\$7,500	1	\$7,500.00
Total Setup Cost			\$7,500.00

Ongoing Monthly Charges

Ongoing monthly charges are volume specific and are being provided for information purposes only, as these charges are currently funded by the CalSAWS Consortium. The first item listed under "Required for All Options" is not optional and is required to use the Electronic Return Mail Notification service.

With the exception of the Report Option, all options may be added or removed by following the CalSAWS ServiceNow (SNOW) County Operational Request (COR) process.

Receive Result Information

There are two options available for receiving the result of processing the address with USPS (Note that one or both of the options for "Receive Result Information" may be chosen:

- **1: Receive Result Information – Report Option** - A report containing an entry for each undeliverable mail piece is delivered in a secure electronic manner
- **2: Receive Result Information – Task Option** - A task for each undeliverable mail piece is created within CalSAWS

Choosing one of the options above related to receiving the result information provides the information that would be available from the return envelope in advance of receiving it.

Physical Return Mail Piece Handling

The mail piece will be returned. There are two options available for handling the physical returned mail piece as follows:

- **1: Returned Mail Piece - County Return Address Option** – Mail pieces sent locally or from Central Print will have the County address and will be processed by the County

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- 2: Returned Mail Piece – Central Print Return Address Option** – Mail pieces sent locally from the County will have the County address and will be processed by the County; mail pieces sent by Central Print will have the Central Print address and will be processed by Central Print as described in this County Purchase document

Unit prices for the required service and each of the options are shown on the table below.

Description	Unit Type	Unit Price
Required for All Options		
Address Record Processing	Each outgoing address	\$0.009
1: Receive Result Information - Report		
Link to report emailed after each batch cycle		\$0.00
2: Receive Result Information - Task Option		
Task created in CalSAWS for each undeliverable address and, if desired, each address with significant issue	Each month	\$250.00
1: Returned Mail Piece - County Return Address Option		
Return to the County Return Address	Not applicable	\$0.00
2: Returned Mail Piece – Central Print Return Address Option		
Return to Central Print Return Address	Each envelope returned from USPS	\$0.155
Envelope Images Returned to the County	Each Envelope Image	\$0.34

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Pricing Example

Ongoing monthly charges shown below are estimates based on the volume information available as of the date of submission of this County Purchase document. The table below presents an example only.

Monthly invoiced amounts will be based on the actual usage volume each month and are expected to vary from the estimate shown in the table.

This example assumes that the following options are chosen and as such the County will receive both the report and the task and that Central Print will receive the return mail:

- **1: Receive Result Information – Report Option**
- **2: Receive Result Information – Task Option**
- **2: Returned Mail Piece – Central Print Return Address Option**

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Description	Unit Price	Volume	Price
Required for All Options			
Address Record Processing	\$0.009	245,000	\$2,205.00
1: Receive Result Information - Report Option			
Link to report emailed after each batch cycle	\$0	-	\$0
2: Receive Result Information - Task Option			
Task created in CalSAWS for each undeliverable address and, if desired, each address with significant issue	\$250.00	1	\$250.00
1: Returned Mail Piece - County Return Address Option			
Return to the County Return Address	N/A	N/A	N/A
2: Returned Mail Piece – Central Print Return Address Option			
Return to Central Print Return Address	\$0.155	12,250	\$1,898.75
Envelope Images Returned to the County	\$0.34	62	\$21.08
Total Estimated Monthly Cost			\$4,374.83

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Monthly Services Charges for Return Mail Services will be funded by the CalSAWS Consortium commencing July 1, 2025, contingent upon the availability of funds. If the CalSAWS Consortium were to run out of funds, Fresno County may choose to opt out of the services rather than revise the CPO to assume county-paid charges. To prevent service disruption, Central Print will communicate with Fresno County at dssfinance@fresnocountyca.gov no less than 90 days prior to the anticipated depletion of CalSAWS Consortium funds. This notification will allow Fresno County the opportunity to revise the CPO to cover monthly ongoing charges.

Fresno County will submit a request to amend the CPO or to opt out of all services by following the CalSAWS ServiceNow (SNOW) County Operational Request (COR) process. Request for complete opt out will become effective the 1st day of a future month, no sooner than 30 days after request is submitted.

If the State makes additional funds available that cover the One-Time Setup Charges (\$7,500) before the County is invoiced for such services, that invoice will not be submitted to the County.

Electronic Return Mail Notification services will continue unless funds run out and the County opts out of revising the CPO.

Total Estimated Cost – SFY 2025/2026	Rate	Total	Funding Organization
One-Time Setup	\$7,500.00	\$7,500.00	County
Monthly Cost	\$4,374.83	0	Consortium

Total Estimated Charges State Fiscal Year

Total estimated charges by fiscal year are shown below. These are estimates based on the volume information available as of the date of submission of this County Purchase document. This estimate includes 1: *Receive Result Information - Report Option* and 2: *Receive Result Information - Task Option* and 2: *Returned Mail Piece – Central Print Return Address Option*. Any other combination of options will result in changes to the estimate.

Description	SFY 2025/26 Total
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Total Print Services SFY Price	\$ 7,500
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Assumptions:

1. Includes one-time setup cost in first SFY.
2. Includes 1: Receive Result Information – Report Option and 2: Receive Result Information – Task Option and 2: Returned Mail Piece – Central Print Return Address Option .
3. 20% increase in initial volume for budgetary purposes.
4. March 1, 2026, Start date.
5. Monthly Services Charges for Return Mail Services will be funded by the CalSAWS Consortium commencing July 1, 2025, contingent upon the availability of funds. If the CalSAWS Consortium were to run out of funds, Fresno County may choose to opt out of the services rather than revise the CPO to assume county-paid charges.
6. If the State makes additional funds available that cover the One-Time Setup Charges (\$7,500) before the County is invoiced for such services, that invoice will not be submitted to the County.

ASSUMPTIONS

The following assumptions apply to this County Purchase.

1. No more than 5% of mail pieces are not deliverable.
2. No more than 0.5% of returned mail pieces must be delivered back to the County.

ATTACHMENTS

- None

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COUNTY SELECTIONS

The service options chosen by Fresno County are shown on the following table.

	Description	Beginning Month
	Required for All Options	
√	Address Record Processing	March 2026
	1: Receive Result Information - Report Option	
√	Link to report emailed after each batch cycle	March 2026
	2: Receive Result Information - Task Option	
√	Task created in CalSAWS for each undeliverable address and, if desired, each address with significant issue	March 2026
	1: Returned Mail Piece - County Return Address Option	
	Return to the County Return Address	N/A
	2: Returned Mail Piece – Central Print Return Address Option	
√	Return to Central Print Return Address	March 2026
√	Return Mail Envelope Images Returned to the County	March 2026

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COUNTY PURCHASE APPROVAL

Subject: County Purchase – FRS-2025-02

The subject document is accepted as allowing Gainwell Technologies to proceed with the subject County Purchase.

Fresno County

By: 

Printed Name: Garry Bredefeld

Title: Chairman of the Board of Supervisors of the County of Fresno

Date: 2-10-26

ATTEST:

BERNICE E. SEIDEL
Clerk of the Board of Supervisors
County of Fresno, State of California

By  Deputy

Notice Address:

Fresno County Department of Social Services
205 W. Pontiac Way, Building 2
Clovis, CA 93612
dssfinance@fresnocountyca.gov

For Accounting Use Only

Fund/Subclass: 0001/10000
Org: 56108550
Account: 7295

Gainwell Technologies

By: _____

Printed Name: _____

Title: _____

Date: _____

Notice Address:

Gainwell Technologies
11971 Foundation Place, 3rd Floor
Gold River, CA 95670

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CalSAWS Consortium

By: _____

Printed Name: _____

Title: _____

Date: _____

Notice Address:

CalSAWS Consortium
11971 Foundation Place, 3rd Floor
Gold River, CA 95670