

# Midlands Business Journal

SEPTEMBER 11, 2020

THE WEEKLY BUSINESS PAPER OF GREATER OMAHA, LINCOLN AND COUNCIL BLUFFS

VOL. 46 NO. 37

## CapStone Technologies offering solution for print-to-mail industry

by Gabby Christensen

For more than 20 years, CapStone Technologies has worked to provide automation services and business engineering to the print-to-mail industry with robotic technology, advanced innovation and process engineering to create efficiencies and save labor, according to Fritz Buglewicz, executive vice president of business development.

### CapStone Technologies

**Phone:** 402-465-5400

**Address:** 826 P Street, 3rd Floor, Lincoln 68508

**Founded:** 1999

**Service:** software for the print-to-mail industry across the nation

**Employees:** 27

**Goal:** Create efficient technology solutions for clients, grow company and remain on the leading edge of the tech industry.

**Website:** <https://www.captechno.com>



**Executive Vice President of Business Development Fritz Buglewicz ... Aiming to provide efficiency to print-to-mail industry following USPS Seamless Acceptance program.** (Photo courtesy of CapStone Technologies)

tion employees, management and leadership.”

This is especially timely, as the USPS required detached mail unit mailers and mailers that enter full-service mailings at a business mail entry unit to participate in Seamless Parallel by June 1, 2020 with the intent to require all mailers with an authorized detached mail unit to enroll in the Seamless Acceptance (SA) program by May 2021.

While many larger mail preparation services are already participating in SA, Buglewicz said small and medium-sized businesses have been slower to make the change, even though these are more vulnerable to the impact of a USPS penalty for exceeding mailer scorecard error thresholds.

“SA eliminates manual paperwork and reports, allowing businesses to work closely with the USPS to make sure mail pieces, trays and pallets are prepared according to the postage paid,” he said. “The result is a higher-quality mail stream for the USPS and valuable work-share discounts for participating companies.”

AutoViri, which can find and fix 17 mailer scorecard errors in real time before they leave the facility and automatically creates an audit trail to help challenge the incorrect USPS assessments, has been selected for recognition in the RED HOT Technology Vanguard Award program and earned the Vanguard Breakthrough Award.

Buglewicz, who has a back-

ground in sales and engineering, said it’s an exciting and rewarding time to be in the industry.

“There’s always a new challenge and we’re always trying to solve problems for our customers,” he said. “It’s extremely satisfying to build a solution and witness it working for our customers.”

Buglewicz said the business’ success is due to a dedicated team of professionals, as well as a valuable group of local investors.

During the pandemic, the business — which was deemed essential — worked with the Nebraska Innovation Studio at the University of Nebraska-Lincoln to provide personal protective equipment to front-line workers. In total, CapStone Technologies utilized its 3D printing capabilities to donate more than 10,000 face masks and shields.

As for the future, the business has a goal to continue to grow and expand on solutions to further benefit customers.

“We are very proud that more than 75% of our business growth is the result of repeat business and client referrals,” he said. “Our customers continue to have faith in us and grow right along with us.”

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