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BEFORE THE
POSTAL REGULATORY COMMISSION
WASHINGTON, D.C. 20268-0001

COMPETITIVE PRODUCT PRICES
GLOBAL PLUS 3 CONTRACTS (MC2016-152)
NEGOTIATED SERVICE AGREEMENTS

Docket No.
CP2017-249

NOTICE OF THE UNITED STATES POSTAL SERVICE OF FILING A FUNCTIONALLY EQUIVALENT GLOBAL PLUS 3 NEGOTIATED SERVICE AGREEMENT AND APPLICATION FOR NON-PUBLIC TREATMENT OF MATERIALS FILED UNDER SEAL
(August 3, 2017)

In accordance with 39 C.F.R. § 3015.5, the United States Postal Service (Postal Service) hereby gives notice that it is entering into a Global Plus 3 contract. Prices and classifications not of general applicability for similar contracts were established by the Decision of the Governors of the United States Postal Service on the Establishment of Prices and Classifications for Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates, issued March 22, 2011 (Governors' Decision No. 11-6).[1] Subsequently, Global Plus 3 was added to the competitive product list, and the contract filed in Docket No. CP2016-196 serves as the baseline agreement for comparison of functionally equivalent agreements under the Global Plus 3 grouping. The Postal Regulatory Commission (Commission) determined that individual Global Plus 3 contracts may be included as part of the Global Plus 3 product if they meet the requirements of 39 U.S.C. § 3633 and if they are functionally equivalent to the Global

[1] A redacted copy of Governors' Decision No. 11-6 is filed as Attachment 3 to this Notice, and an unredacted copy of the decision is filed under seal.

Plus 3 baseline agreement.[2] Thereafter, the Commission included a number of individual Global Plus 3 contracts within the Global Plus 3 (MC2016-152) product.[3]

The contract and supporting documents establishing compliance with 39 U.S.C. § 3633 and 39 C.F.R. § 3015.5 are being filed separately under seal with the Commission. A redacted copy of the contract, a redacted version of the certified statement required by 39 C.F.R. § 3015.5(c)(2) for the contract, and a redacted version of Governors' Decision No. 11-6 are filed as Attachments 1, 2, and 3, respectively. Attachment 4 to this Notice is the Postal Service's Application for Non-public Treatment of materials filed under seal in this docket. A full discussion of the required elements of the application appears in Attachment 4. Redacted versions of the supporting financial document for the contract are included with this filing as separate Excel files.

I. Background

The first Global Plus 3 contract was filed on June 10, 2016.[4] The Postal Service demonstrates below that the agreement that is included with this filing is functionally equivalent to the contract that is the subject of Docket Nos. MC2016-152 and CP2016-196. Accordingly, this contract should be included within the Global Plus 3 product.

II. Identification of the Additional Global Plus 3 Contract

The Postal Service believes that this additional Global Plus 3 contract fits within the Mail Classification Schedule (MCS) language for the Global Plus contract product,

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[2] PRC Order No. 3378, Order Adding Global Plus 3 to the Competitive Product List and Approval of Designation as Baseline Agreement, Docket Nos. MC2016-152 and CP2016-196, June 21, 2016.
[3] *See* PRC Order No. 3380, Order Approving Additional Global Plus 3 Negotiated Service Agreement, Docket No. CP2016-202, June 24, 2016; PRC Order No. 3394, Order Approving Additional Global Plus 3 Negotiated Service Agreement, Docket No. CP2016-221, June 29, 2016; PRC Order No. 3396, Order Approving Additional Global Plus 3 Negotiated Service Agreement, Docket No. CP2016-224, June 29, 2016.
[4] Request of the United States Postal Service to Add Global Plus 3 to the Competitive Product List and Notice of Filing a Global Plus 3 Contract Negotiated Service Agreement and Application for Non-Public Treatment of Materials Filed Under Seal, Docket Nos. MC2016-152 and CP2016-196, June 10, 2016.

which was included within the Postal Service's request to establish the Global Plus 3 product.[5]

This additional Global Plus 3 contract is intended to become effective on August 20, 2017. If the effective date of the agreement is the first of the month, the agreement that is the subject of this docket is set to expire one year after its effective date. If the effective date of the agreement is not the first of the month, the agreement is set to expire on the last day of the month in which the effective date falls in the year subsequent to the effective date, unless the agreement is terminated earlier. Thus, if the agreement is approved with the intended effective date of August 20, 2017, the agreement would be set to expire August 31, 2018, unless terminated sooner.

III. Functional Equivalence of Global Plus 3 Contracts

The Global Plus 3 contract under consideration is substantially similar to the Global Plus 3 baseline contract filed in Docket Nos. MC2016-152 and CP2016-196. The contracts share similar cost and market characteristics. The pricing formula relied on for these Global Plus 3 contracts is in Governors' Decision No. 11-6, which is included as Attachment 3 to this filing. Therefore, the costs of each Global Plus 3 contract conform to a common description. In addition, the Global Plus section of the MCS requires that each Global Plus 3 contract must comply with the requirements in 39 U.S.C. § 3633, and therefore, cover its attributable costs.[6] The contract at issue here meets the Governors' criteria and thus exhibits similar cost and market characteristics to the baseline Global Plus 3 contract filed in Docket Nos. MC2016-152 and CP2016-196.

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[5] *Id*. at Attachment 3.
[6] *See* PRC, Mail Classification Schedule, posted January 22, 2017 (with revisions through: June 23, 2016), section 2510.6, Global Plus Contracts, at 533.

The functional terms of the contract that is the subject of this filing are very similar to those of the contract that is the subject of Docket Nos. MC2016-152 and CP2016-196, which serves as the baseline agreement for the Global Plus 3 product grouping. The benefits of the contract to the Postal Service are comparable as well. Therefore, the Postal Service submits that the contract is functionally equivalent to the contract that is the subject of Docket Nos. MC2016-152 and CP2016-196, and should be added to the Global Plus 3 product grouping.

In a concrete sense as well, this Global Plus 3 contract shares the same cost and market characteristics as the Global Plus 3 baseline contract. Customers for Global Plus 3 contracts are Postal Qualified Wholesalers (PQWs) and other large businesses that offer mailing services to end users for shipping articles via International Priority Airmail, International Surface Air Lift, Priority Mail Express International, Priority Mail International, and/or Commercial ePacket service. Prices offered under the contracts may differ depending on the volume or postage commitments made by the customers. Prices also may differ depending upon when the agreement is signed, because of the incorporation of updated costing information. These differences, however, do not alter the contracts' functional equivalency. Because the agreement incorporates the same cost attributes and methodology, the relevant characteristics of this Global Plus 3 agreement is similar, if not the same, as the relevant characteristics of the baseline Global Plus 3 contract.

Like the contract that is the subject of Docket Nos. MC2016-152 and CP2016-196, this contract also fits within the parameters outlined by Governors' Decision No.

11-6. There are, however, differences between this contract and the contract that is the subject of MC2016-152 and CP2016-196, which include:

- In Article 3, revisions to paragraphs 3 and 4;
- In Article 4, revisions to paragraphs 3 and 6;
- In Article 4, additional paragraphs 7, 8, 9, 10, and 11 regarding certain product mailing specifications;
- In Article 7, revisions to paragraph 1 the negotiated minimum revenue commitment, revisions to paragraph 2 concerning tender, revisions to paragraph 3 concerning tender locations, revisions to paragraph 5 regarding payment of postage and applicable conditions, the removal of paragraph 9, as well as revisions to subsequent paragraphs concerning customs and export documentation;
- A revised Article 8 regarding postage prices;
- The removal of Article 9 concerning approval of prices, which caused the renumbering of subsequent articles;
- In Article 12 a few revisions to paragraph 4 concerning advance notification, and an additional paragraph 7(b) and 7(c);
- In Article 13, revisions concerning the negotiated minimum revenue commitment for the Mailer as Reseller;
- A revision to Article 18(4) concerning term of the agreement;
- The removal of the previous Article 20 regarding penalty and reimbursement, which also caused renumbering of subsequent articles;
- Revisions to new Article 19 concerning termination;

- Revisions to new Article 20 concerning postage updates;
- In new Article 30, revisions concerning the entire agreement and survival;
- In new Article 33 concerning notices an additional paragraph 2;
- A revised Article 34 concerning preservation after termination;
- Revisions to Article 35 paragraph 1 regarding Conditions Precedent;
- The addition of paragraphs 2 and 3 to Article 41 concerning Warranties and Representations;
- The addition of Article 42 regarding Sovereign Acts;
- Revised Annexes, including the addition of Annex 3 concerning International Priority Airmail Service and International Surface Air Lift Service, and the renumbering of two subsequent annexes.

The Postal Service does not consider that the specified differences affect either the fundamental service the Postal Service is offering or the fundamental structure of the contract. Nothing detracts from the conclusion that this agreement is "functionally equivalent in all pertinent aspects"[7] to the contract that is the subject of Docket Nos. MC2016-152 and CP2016-196.

IV. Conclusion

For the reasons discussed, and on the basis of the financial data filed under seal, the Postal Service has established that this Global Plus 3 contract is in compliance with the requirements of 39 U.S.C. § 3633. In addition, the contract is functionally equivalent to the baseline Global Plus 3 contract that is the subject of Docket Nos. MC2016-152

[7] PRC Order No. 85, Order Concerning Global Plus Negotiated Service Agreements, Docket No. CP2008-8, June 27, 2008, at 8.

and CP2016-196. Accordingly, the contract should be added to the Global Plus 3 product grouping.

Respectfully submitted,

UNITED STATES POSTAL SERVICE
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August 3, 2017

GLOBAL PLUS SERVICE AGREEMENT BETWEEN THE UNITED STATES POSTAL SERVICE AND [redacted]

This Agreement ("Agreement") is between [redacted] ("Contractholder"), with offices at [redacted], and the United States Postal Service ("USPS"), an independent establishment of the Executive Branch of the United States Government, with offices at 475 L'Enfant Plaza SW, Washington, DC 20260-9998. The Contractholder and the USPS may be referred to individually as a "Party" and together as the "Parties."

Introduction WHEREAS, the Parties desire to enter into a non-exclusive relationship whereby the USPS will provide certain products and/or services to the Contractholder pursuant to the terms and conditions contained herein; WHEREAS, the Parties acknowledge and understand that the commencement of performance under this Agreement is subject to the approval of various entities with oversight responsibilities, which may include but not be limited to the USPS management's Executive Committee, the USPS Governors, and/or the Postal Regulatory Commission. Accordingly, the Contractholder acknowledges and understands that the ability of the USPS to perform under this Agreement may not occur; WHEREAS, in light of the aforementioned acknowledgements, the Parties desire to be bound by the terms of this Agreement: NOW, THEREFORE, in consideration of the mutual promises set forth below, the Parties hereby agree as follows:

1. Purpose of the Agreement This Agreement shall govern the use: (1) The Contractholder as "Mailer" may make of (a) the discounted prices for Priority Mail Express International (PMEI) service and Priority Mail International (PMI) service set forth in Annex 1 of this Agreement, (b) the prices for Commercial ePacket (CeP) service set forth in Annex 2 of this Agreement, and (c) the discounts for International Priority Airmail service (IPA) and International Surface Air Lift service (ISAL) set forth in Annex 3 of this Agreement; and (2) the Contractholder as "Reseller" may make of certain discounted prices for PMEI service and PMI service set forth in Annexes 4 and 5 of this Agreement.

2. Definitions As used in this Agreement: (1) "IMM" means the *International Mail Manual* as found on the USPS website pe.usps.com on the date of mailing. (2) "DMM" means the *Domestic Mail Manual* as found on the USPS website pe.usps.com on the date of mailing. (3) "IPA" means International Priority Airmail service. (4) "ISAL" means International Surface Air Lift service. (5) "PMEI" means Priority Mail Express International service. (6) "PMI" means Priority Mail International service. (7) "M-bags" means special sacks for printed matter directed to a single addressee at a single address in another country. (8) "CeP" means Commercial ePacket service. Commercial ePacket service is a service available for International Priority Airmail (IPA) items. Each piece must have a label, applied by the Mailer, bearing a unique barcode allowing for delivery confirmation information to be transmitted when the barcode is scanned in the receiving country. (9) "United States" means the United States of America, its territories and possessions. (10) "Mailer" means Contractholder acting as Mailer. (11) "Reseller" means Contractholder acting as Reseller. (11) "Mailer Qualifying Mail" means any mail that meets the requirements set forth in Article 3 for Qualifying Mail when the Contractholder acts as Mailer. (12) "Reseller Qualifying Mail" means any mail that meets the requirements set forth in Article 9 when the Contractholder acts as Reseller. (13) "Effective Date" means the first date on which the USPS is willing to accept Qualifying Mail in accordance with this Agreement. (14) "Mailer's Permit" means [redacted] (15) "Non-Mailer Permit" means [redacted]. (16) [redacted] (17) "PC Postage Provider" means any of the USPS-authorized providers of software-based solutions for managing postage accounts listed in DMM 604.4.1.4. (18) "Reseller's Customers" means any third party to which the Reseller agrees to offer rates under the terms of this contract.

I. CONTRACTHOLDER AS "MAILER"

3. Qualifying Mail when Contractholder acts as Mailer Only mail tendered by the Mailer, which is paid for by the Mailer using the Mailer's Permit that meets the following requirements shall be considered as Mailer Qualifying Mail, except as those requirements conflict with the applicable specific preparation requirements set forth in Article 4:

(1) IPA. Every item must comply with the preparation requirements set forth in IMM 292 for International Priority Airmail service.

(2) ISAL. Every item must comply with the preparation requirements set forth in IMM 293 for International Surface Air Lift service.

(3) PMEI. Every item must comply with the preparation requirements set forth in IMM 220 for Priority Mail Express International. Priority Mail Express International Flat Rate items are not Qualifying Mail under this

Agreement. [redacted]

(4) PMI. Every item must comply with the preparation requirements set forth in IMM 230 for Priority Mail International. Priority Mail International Flat Rate items are not Qualifying Mail under this Agreement. [redacted]

(5) IPA and ISAL M-bags. Every item must comply with the preparation requirements set forth in IMM 260, 292, and 293 for direct sacks of printed matter to a single addressee at a single address.

(6) CeP. Every item must comply with the preparation requirements and payment requirements that the USPS shall provide the Mailer ("*CeP Mailer Preparation Requirements Document*");

with the exception of: (a) Any Flat Rate item; (b) Any item destined for any country included in Country Group E-1 under Supplement No. 1 to Title 15, Code of Federal Regulations, Part 740; (c) Any item addressed to persons or entities identified on the Office of Foreign Assets Control's (OFAC's) Specially Designated Nationals List, OFAC's Foreign Sanctions Evaders List, the Bureau of Industry and Security's (BIS's) Denied Persons List, or BIS's Entity List, or subject to active sanctions by the U.S. Department of State pursuant to Executive Order No. 13382; and (d) Any item tendered on behalf of third parties or entities identified on OFAC's Specially Designated Nationals List, OFAC's Foreign Sanctions Evaders List, BIS's Denied Persons List, or BIS's Entity List, or subject to active sanctions by the U.S. Department of State pursuant to Executive Order No. 13382.

4. Specific Preparation Requirements when Contractholder acts as Mailer (1) Mailings by Mailer of Mailer Qualifying Mail must be kept separate from any other type of mail the Mailer tenders. (2) International mailings must be separated from domestic mailings. (3) For Qualifying Mail under this Agreement, the Mailer must prepare the mailings in accordance with Article 3 of this Agreement and IMM 152.6 shall apply. (4) Mailings of PMEI and PMI by Mailer must be prepared in accordance with the Annexes to this Agreement and be accompanied by a postage manifest and postage statement. (5) Mailings of IPA, ISAL, and CeP may be tendered to the USPS without a country name in the delivery address provided the items are contained in properly labeled direct country receptacles. (6) Mailer may apply to the USPS in writing in the event the Mailer wishes an exception(s) to the requirements set forth in IMM 220, IMM 230, IMM 260, IMM 292, IMM 293, or the USPS mailer preparation requirement documents.

5. Non-Qualifying Mail when Contractholder acts as Mailer "Non-Qualifying Mail" when Contractholder acts as Mailer means any mail that does not meet the requirements set forth in Article 3 of this Agreement. The USPS, at its option and without forfeiting any of its rights under this Agreement, may either refuse to accept Non-Qualifying Mail or accept Non-Qualifying Mail at the applicable published rates.

6. Obligations of the USPS when Contractholder acts as Mailer The USPS hereby agrees: (1) Supplies. To furnish the Mailer or its agent(s) with the postal equipment and postal supplies required for the use of Qualifying Mail. (2) Training. To provide the Mailer or its agent(s) with the preparation requirements for Qualifying Mail and training to prepare mail in conformity with the requirements for Qualifying Mail. (3) Reporting. To provide the Mailer with a report regarding postage paid by the Mailer to the USPS, by month, for Qualifying IPA, ISAL, PMEI, PMI, and CeP. The USPS will provide this report on a quarterly basis and shall include the: (a) Customer name and permit number; (b) Date of the mailing statement; (c) Service / product; and (d) Postage paid. (4) Transportation. To arrange with carriers to transport Qualifying Mail to international destinations for delivery by the appropriate authority. (5) Undeliverable Items. To return: (a) IPA, ISAL, and CeP items refused by an addressee or that are undeliverable to the Mailer [redacted]. (b) PMEI items refused by an addressee or that are undeliverable to the Mailer via Priority Mail Express [redacted] (c) PMI items refused by an addressee or that are undeliverable to the Mailer according to the provisions of IMM 771. (6) Confidentiality. To seek non-public treatment of information it determines to be eligible for protection from public disclosure under applicable law and practice when it files the Agreement with the Postal Regulatory Commission, or when it files information (including data) in connection with the Agreement in accordance with other regulatory requirements. (7) Commercial ePacket Notices. To provide the Mailer, on a periodic basis to be determined by the USPS, with a list of the countries to which Commercial ePacket service is available.

7. Obligations of the Contractholder as Mailer The Mailer hereby agrees: (1) Tender Amount. To tender to the USPS mail intended for delivery outside the United States [redacted] (2) Tender Not to tender or attempt to tender: (a) any item under this Agreement that is destined for any country included in Country Group E-1 under Supplement No. 1 to Title 15, Code of Federal Regulations, Part 740; (b) any item addressed to persons or entities

identified on OFAC's Specially Designated Nationals List, OFAC's Foreign Sanctions Evaders List, BIS's Denied Persons List, or BIS's Entity List, or subject to active sanctions by the U.S. Department of State pursuant to Executive Order No. 13382; (c) any item on behalf of third parties or entities identified on OFAC's Specially Designated Nationals List, OFAC's Foreign Sanctions Evaders List, BIS's Denied Persons List, or BIS's Entity List, or subject to active sanctions by the U.S. Department of State pursuant to Executive Order No. 13382. (3) Tender Locations. To tender: (a) IPA Qualifying Mail including IPA M-bags in drop shipments to the appropriate locations specified in IMM 292.532. Mailings tendered at these locations are subject to Drop Ship prices. (b) IPA Qualifying Mail including IPA M-bags at USPS Business Mail Entry Units (BMEUs) approved by the USPS to receive Qualifying Mail. Mailings tendered at these locations are subject to Full Service prices. (c) ISAL Qualifying Mail including ISAL M-bags in drop shipments to the appropriate locations specified in IMM 293.532. Mailings tendered at these locations are subject to Drop Ship prices. (d) ISAL Qualifying Mail including ISAL M-bags at USPS Business Mail Entry Units (BMEUs) approved by the USPS to receive Qualifying Mail. Mailings tendered at these locations are subject to Full Service prices. (e) One hundred percent (100%) of PMEI Qualifying Mail that Mailer tenders in drop shipments at any USPS International Service Center location. (f) One hundred percent (100%) of PMI Qualifying Mail that Mailer tenders in drop shipments at any USPS International Service Center location. (g) CeP Qualifying Mail to locations specified in the *CeP Mailer Preparation Requirements Document*. (4) Advance Notification. To provide: (a) The Manager, Customized Mail, via e-mail to icmusps@usps.gov, with notification of Mailer's intent to drop ship mail at a specific location two weeks before the initial shipment to that location. (b) The Manager, Customized Mail, via e-mail to icmusps@usps.gov, with notification of new Mailer's Permit numbers used for Qualifying Mail, ten (10) days in advance of using the new numbers. The message should include the Mailer's Permit number, the city, state, and ZIP Code where the Mailer's Permit is held, and the name of the permit owner. [redacted] The message should also include a requested effective date. (c) [redacted] The Mailer shall make every effort to inform the appropriate USPS acceptance sites at least forty-eight (48) hours in advance of presenting the mail. (d) The Manager, Customized Mail, USPS, via e-mail to icmusps@usps.gov with notification of the Mailer's intent to tender Qualifying Mail under this Agreement that requires a license from OFAC, BIS, or the U.S. Department of State not less than ten (10) days prior to tender of such items. (5) Payment of Postage. To pay postage to the USPS directly for all Qualifying Mail that Mailer tenders by use of the Mailer's Permit Imprint subject to the conditions stated in IMM 152.6, DMM 604.5, and DMM 705.4, with the exception that DMM 604.5.1.1 shall not apply. (6) Monthly Reporting. (a) To provide the USPS with a report, at a frequency to be mutually determined, in a format to be specified by the USPS that states for IPA, ISAL, IPA and ISAL M-bags, PMEI, PMI, and CeP tendered by the Mailer, the total revenue, pieces, and weights for each product mailed in the preceding month separated by point of tender to the USPS, destination country, and country price group for each Mailer's Permit used by the Mailer under this Agreement; (b) This report requirement shall include the final month of the Agreement. (7) Receptacle Barcoding. To place on each receptacle containing IPA, ISAL, or CeP mailings, a barcode prepared in accordance with the specifications the USPS shall provide. (8) Information Link. To establish a secure data connection with the USPS in order to ensure that the USPS can receive the necessary information for Customs clearance as well as the data needed to monitor the proper prices and country destination of the Mailer's packages. The Mailer is responsible for all aspects of service quality of the information link, interconnectivity, and interoperability of network services of such data connection, which shall be available under commercially reasonable standards but shall be capable of ensuring that the data for all Qualifying Mail under this Agreement are available to USPS. (9) Confidentiality. To treat as confidential and not disclose to third parties, absent express written consent by the USPS, any information related to this Agreement that is treated as non-public by the Postal Regulatory Commission. (10) Customs and Export Documentation. (a) To comply with all USPS customs documentation guidelines found at: http://postalpro.usps.com/shipping/customs-forms. This Paragraph does not apply to or impact the payment method required for Qualifying Mail under Article 7 Paragraph 5 of this Agreement. (b) To provide any necessary documentation, including data provided in electronic format, in connection with each mailing, in the form and at the time specified by the USPS, Customs & Border Protection, Transportation Security Administration, the U.S. Census Bureau, a destination country foreign government, or other authority. The Mailer further understands that the failure to provide any such required documentation may result in refusal at acceptance, delay in processing, involuntary seizure by customs authorities, and/or return of mail to sender. (11) Customs and Export Requirements. (a) To comply with any regulation or order promulgated by the USPS, OFAC, the U.S. Department of the Treasury, the U.S. Census Bureau, BIS, the U.S. Department of Commerce, the U.S. Department of State, the U.S. Customs & Border Protection, the U.S. Fish and Wildlife Service, the Transportation Security Administration, a destination country foreign government, or other government unit,

according to any requirements specified by those authorities. See IMM 5 for additional information. (b) For all items destined for Cuba, the Mailer shall comply with and take all necessary measures to ensure that Mailer's Customers comply with all applicable BIS and OFAC provisions, and to ensure that electronic export information about shipments under this Agreement destined to Cuba are properly filed, if necessary, under regulations of the U.S. Census Bureau. (c) To notify USPS, via e-mail to globaltradecompliance@usps.gov and internationalmailsecurity@uspis.gov, of all criminal, civil, or administrative investigations, prosecutions, or proceedings relating to violations or potential violations of export control, customs, fraud, data, or mailability laws concerning transactions involving the Mailer, brought against the Mailer, any of its subsidiaries or affiliates, or any of its directors, officers, employees, or agents, in no case more than 5 business days after discovery. (12) Responsibility. The Mailer, having provided the USPS with Mailer's Permit number and notification of intent to mail under the terms of Article 7 Paragraph 4 of this Agreement, must follow the terms and conditions set forth in this Agreement as they pertain to the preparation of, tender of, and payment for mailings. [redacted] (13) CeP Labeling. To create and place on each piece of CeP Qualifying Mail a unique label allowing for delivery confirmation when scanned in the receiving country in accordance with the specifications provided in the CeP Preparation Requirements Document. (14) Penalties To pay any fines or penalties as well as any other expenses, damages, and/or charges, including any applicable duties, taxes, and/or fees that result from an action of any other governmental entity that regulates exports and/or imports in relation to any item tendered under this agreement, or that results from the Mailer's failure to comply with applicable laws and regulations of the origin country, destination country, or any country through which a mailing tendered under this Agreement passes (including failure to provide necessary documentation and/or failure to obtain any required license or permit).

8. Postage Prices when Contractholder acts as Mailer In consideration of Article 7 Paragraph 1: (1) For PMEI and PMI, the Mailer will pay postage according to the price charts in Annex 1. (2) For CeP, the Mailer will pay postage according to the price charts in Annex 2. (3) For IPA and ISAL, The Mailer will receive, in accordance with the discount chart in Annex 3, a percentage discount off of the non-discounted published IPA and ISAL prices in effect on the date of mailing.

II. CONTRACTHOLDER AS "RESELLER"

9. Qualifying Mail when Contractholder acts as Reseller With the exception of:

(1) Any item destined for any country included in Country Group E-1 under Supplement No. 1 to Title 15, Code of Federal Regulations, Part 740;

(2) any item addressed to persons or entities identified on the Office of Foreign Assets Control's (OFAC's) Specially Designated Nationals List, OFAC's Foreign Sanctions Evaders List, the Bureau of Industry and Security's (BIS's) Denied Persons List, or BIS's Entity List, or subject to active sanctions by the U.S. Department of State pursuant to Executive Order No. 13382; and

(3) any item tendered on behalf of third parties or entities identified on OFAC's Specially Designated Nationals List, OFAC's Foreign Sanctions Evaders List, BIS's Denied Persons List, or BIS's Entity List, or subject to active sanctions by the U.S. Department of State pursuant to Executive Order No. 13382;

"Qualifying Mail" when Contractholder acts as Reseller means mail that: (a) meets the requirements set forth in IMM 220 for Priority Mail Express International, excluding all Flat Rate items; or (b) meets the requirements set forth in IMM 230 for Priority Mail International, excluding all Flat Rate items and Priority Mail International Regional Rate Boxes; except as those requirements conflict with the applicable specific preparation requirements set forth in Article 12.

10. Non-Qualifying Mail when Contractholder acts as Reseller "Non-Qualifying Mail" when Contractholder acts as Reseller means any mail that does not meet the requirements set forth in Article 9 of this Agreement. In addition, Priority Mail Express International and Priority Mail International items tendered to the USPS at a Business Mail Entry Unit or a USPS retail window shall be considered Non-Qualifying Mail. The USPS, at its option and without forfeiting any of its rights under this Agreement, either may refuse to accept Non-Qualifying Mail or may accept Non-Qualifying Mail at the applicable published prices.

11. Obligations of the USPS when Contractholder acts as Reseller The USPS hereby agrees, when Contractholder acts as Reseller: (1) Postage. To provide discounted prices for Reseller Qualifying Mail paid for and tendered as required by this Agreement. (2) Notice of Postage Due. To provide the Reseller with a statement to support the calculation of postage due to the USPS as a result of discrepancies between the PC postage applied by Reseller's Customers sending Qualifying Mail and the actual postage due to the USPS under this Agreement. (3) Confidentiality. To seek non-public treatment of information it determines to be eligible for protection from public disclosure under applicable law and practice when it files this Agreement with

the Postal Regulatory Commission, or when it files information (including data) in connection with this Agreement in accordance with other regulatory requirements.

12. Obligations of the Contractholder when Acting as Reseller The Reseller hereby agrees: (1) Prices that Reseller is to Pay USPS: To pay postage to the USPS for Qualifying Mail in accordance with (a) prices for Priority Mail Express International and Priority Mail International Qualifying Mail, based on this Agreement in accordance with Annexes 4 and 5. (2) Prices Offered by Reseller to Reseller's Customers. Subject to the conditions of this Agreement, the Reseller has the right to offer the Reseller's Customers discounts for Qualifying Mail [redacted] (3) Payment Method. (a) To pay postage to the USPS through the intermediary of one or more PC Postage Providers of the Reseller's choosing provided that the PC Postage Provider(s) is listed as approved in DMM 604.4.1.4, and capable of both (i) programming rates based on this Agreement, and (ii) complying with USPS reporting requirements related to this Agreement. (4) Advance Notification. To provide the Manager, Customized Mail, USPS, via e-mail to icmusps@usps.gov, with (a) notification of the USPS-approved PC Postage Provider(s) the Reseller intends to use at least fifteen (15) days in advance of the first use of that PC Postage Provider(s) in connection with this Agreement; (b) notification of the Reseller's intent to add an additional PC Postage Provider(s), or to cease using a particular PC Postage Provider(s), at least fifteen (15) days in advance of the date of the intended change; and (c) any and all relevant information required to identify a particular sender tendering Qualifying Mail to the USPS under the pricing terms of this Agreement, as quickly as possible after the relevant information has been determined; (d) notification of new PC Postage Provider account number(s) used for Qualifying Mail ten (10) days in advance of using the new PC Postage Provider account numbers. The message should include the PC Postage Provider account number, the name of the PC Postage Provider account owner, and the requested implementation date. (5) Tender. To require that the Reseller's Customers present the mailings to the USPS using any means of tender the USPS authorizes for items paid for by use of PC Postage with the exception of tender at a retail window of any post office, or a commercial mail receiving agency, accompanied by a PS Form 3152 Confirmation Services Certification, or a PS Form 5630 Shipment Confirmation Acceptance Notice, or an equivalent form produced by the PC Postage Provider's software. (6) Customs and Export Documentation. To provide and to require that Reseller's Customers provide any necessary documentation, including data provided in electronic format, in connection with each mailing, in the form and at the time specified by the USPS, Customs & Border Protection, Transportation Security Administration, the U.S. Census Bureau, a destination country foreign government, or other authority. The Reseller further understands and agrees to notify the Reseller's Customers that the failure to provide any such required documentation may result in refusal at acceptance, delay in processing, involuntary seizure by customs authorities, and/or return of mail to the sender. (7) Customs and Export Requirements. (a) To comply with and to require the Reseller's Customers to comply with any regulation or order promulgated by the USPS, OFAC, the U.S. Department of the Treasury, the U.S. Census Bureau, BIS, the U.S. Department of Commerce, the U.S. Department of State, the U.S. Customs & Border Protection, the U.S. Fish and Wildlife Service, the Transportation Security Administration, a destination country foreign government, or other governmental unit, in accordance with any requirements specified by those authorities. See IMM 5 for additional information. The Reseller further understands and agrees to notify the Reseller's Customers that any non-compliance may lead to fines, denial of mailing privileges, and/or other penalties, including, but not limited to, the payment of any fines, penalties, expenses, damages, and/or other charges assessed to the Postal Service and resulting from the Reseller's Customers' failure to comply with applicable laws and regulations of the origin country, destination country, or any country through which a mailing tendered under this Agreement passes. (b) To notify USPS, via e-mail to globaltradecompliance@usps.gov and internationalmailsecurity@uspis.gov, of all criminal, civil, or administrative investigations, prosecutions, or proceedings relating to violations or potential violations of export control, customs, fraud, data, or mailability laws concerning transactions involving the Reseller, any of its subsidiaries or affiliates, or any of its directors, officers, employees, or agents, in no case more than 5 business days after discovery. (c) For all items destined for Cuba, the Reseller shall take all necessary measures to ensure that the Reseller's Customers comply with all applicable BIS and OFAC provisions and ensure that electronic export information about shipments under this Agreement destined to Cuba are properly filed, if necessary, under regulations of the Bureau of Census. (8) Software. To require the Reseller's Customers to apply address labels and Customs declarations to Qualifying Mail using the software provided by the approved PC Postage Provider which the Reseller has identified as its chosen postage payment intermediary. (9) Notices to Reseller's Customers. To provide notice to the Reseller's Customers of the terms and conditions identified in this Agreement as requiring such notice. (10) Postage Due. To pay postage due to the USPS as a result of discrepancies between the PC postage applied by the Reseller's Customers and the actual postage due to the USPS under this Agreement. (11) Confidentiality. To treat as confidential and not disclose to third parties, absent express written consent by the USPS, any information related to this Agreement that is treated as non-public by the Postal Regulatory

Commission. (12) Compliance. To comply with all applicable USPS regulations and orders, and in good faith, to seek to comply with all other applicable laws and regulations. (13) Penalties. To pay any fines or penalties, as well as any other expenses, damages, and/or charges (including any applicable duties, taxes, and/or fees vis-a-vis any federal agency other than the USPS), to the extent such are due and owing, and are no longer eligible to be contested by the Reseller (a) that result from an action of any governmental entity that regulates exports and/or imports in relation to any item tendered under this Agreement, or (b) that result from the Reseller's and/or Reseller's Customer's failure to comply with applicable laws and regulations of the origin country, destination country or any country through which a mailing tendered under this Agreement passes (including failure to provide necessary documentation and/or failure to obtain any required license or permit).

13. Minimum Commitment of Reseller (1) The Reseller is required to meet an annualized minimum commitment of [redacted]. (2) The USPS may perform a periodic review of [redacted]. Nothing in the review process is intended to affect the Reseller's annualized minimum commitment in Paragraph 1 of this Article.

14. No Service Guarantee Nothing in this Agreement shall be construed as a representation or guarantee by the USPS that Qualifying Mail when Contractholder acts as Reseller will be delivered to the appropriate addresses within any particular time. The Reseller shall notify the Reseller's Customers that there is no service guarantee for mail tendered to the USPS at the discounted prices provided through this Agreement.

15. Fraud. The Reseller shall notify the Reseller's Customers that providing false information to access discounted rates or pay less than the applicable postage due through the use of a PC Postage provider may subject the Reseller's Customers to criminal and/or civil penalties, including fines and imprisonment.

III.

16. Suspensions of Mail Service In the event that a suspension of mail service from the United States to a given country would prevent delivery of Qualifying Mail to addressees in that country, the Contractholder shall not tender Qualifying Mail to the USPS until service is restored. In addition, the Contractholder as Reseller shall notify Reseller's Customers not to tender Priority Mail Express International or Priority Mail International, as appropriate, to the USPS until service is restored. The minimum commitment for Qualifying Mail as set forth in Article 7 and Article 13 of this Agreement shall be recalculated pro rata to reflect the reduction in available service time.

17. Governing Law This Agreement shall be governed by, construed under, and enforced in accordance with United States federal law.

18. Term of the Agreement (1) The USPS will notify the Contractholder of the Effective Date of the Agreement within thirty (30) days after receiving the approval of the entities that have oversight responsibilities for the USPS. If the Effective Date of this Agreement is the first of the month, the Agreement shall remain in effect for one calendar year from the Effective Date (for example, if the Effective Date of the Agreement is April 1, the Agreement will expire on March 31 of the subsequent year), unless terminated sooner pursuant to Article 19 or Article 31. If the Effective Date of this Agreement is not the first of the month, the Agreement shall remain in effect until the last day of the month in which the Effective Date falls in the year subsequent to the Effective Date (for example, if the Effective Date of the Agreement is April 2 or a later day in April, the Agreement will expire on April 30 in the subsequent year), unless terminated sooner pursuant to Article 19 or Article 31. (2) The USPS shall have no obligation to notify the Contractholder of the status of the approval process or of potential fulfillment of the approval process. (3) The Contractholder acknowledges that this Agreement is subject to regulatory oversight and such oversight might affect the Effective Date. (4) If the Contractholder has met its annualized minimum commitment under Article 7 Paragraph 1 and annualized minimum commitment under Article 13, the USPS may, prior to the expiration of this Agreement, provide notice to the Contractholder in accordance with Article 33 that this Agreement has been extended for up to an additional three (3) months, and the USPS reserves the right to adjust the duration of such extension, depending on the effective date, if any, of a successor agreement with the Contractholder.

19. Termination of the Agreement (1) Either Party to this Agreement, in its sole discretion, may terminate this Agreement for any reason, by giving the other Party a thirty (30) day written notification, unless a time frame longer than thirty (30) days that falls within the term of the Agreement is indicated by the terminating Party.

[redacted] (3) In the event that this Agreement is terminated for any reason before the anticipated termination date in Article 18, the Contractholder remains bound by the terms of Article 7 Paragraph 6 and Paragraph 14, and the Contractholder's obligation, if any, under Article 7 and Article 13 shall be calculated on a pro rata basis to reflect the actual duration of the agreement. In the event of early termination under this Article, the Contractholder as Reseller shall notify its PC Postage Provider(s) and the Resellers' Customers of the date the discounted prices will no longer be available to them through this Agreement. (4) The USPS is under no obligation to remind the Contractholder of the termination of this Agreement. In addition, the USPS is under no obligation to enter into a subsequent agreement with the Contractholder.

20. Postage Updates (1) In the event that the USPS incurs an increase in costs [redacted], the USPS shall notify the Contractholder and modify the prices established under this Agreement. [redacted] (2) The USPS will give the Contractholder as Mailer thirty-five (35) days' notice of changes in the prices in Annex 1 for PMEI and PMI, the prices in Annex 2 for CEP, or the discounts in Annex 3 applied to IPA or ISAL. (3) The USPS will give the Contractholder as Reseller thirty (30) days' notice of changes to the prices in Annexes 4 and 5. (4) Any revision to the prices, or the discounts applied to IPA or ISAL, in the Annexes shall not be retroactive. (5) No price shall increase beyond the non-discounted published prices for the affected service. (6) All price changes under the provisions of this Article will be subject to review and oversight by the USPS Governors, the USPS Board of Governors, and/or the United States Postal Regulatory Commission.

21. Customs Duties and Taxes Customs duties and taxes for packages mailed under this Agreement are the responsibility of the addressee. When the Contractholder acts as Reseller, the Reseller shall notify the Reseller's Customers that Customs duties and taxes for packages mailed under this Agreement are the responsibility of the addressee.

22. Indemnity The Contractholder shall indemnify and save harmless the USPS and its officers, directors, agents, and employees from any and all claims, losses, costs, damages, or expenses or liabilities, including but not limited to penalties, fines, liquidated damages, charges, taxes, fees, duties, or other money due ("Claims") growing out of or connected in any other way with the discharge by the Contractholder or its agent(s) of any undertaking contained in this Agreement, including Claims that result from the noncompliance of the Contractholder with the laws of the United States and other countries.

23. Limitation of Liability (1) The liability of the USPS under this Agreement shall be limited to the refund of postage for Qualifying Mail that is lost or destroyed in bulk after being tendered by Mailer to the USPS and prior to being received by the delivery authority outside of the United States. The USPS shall not be liable for any actual or consequential damages suffered by the Mailer as a result of late delivery or non-delivery of any Qualifying Mail. (2) IPA, ISAL, CeP, PMEI, and PMI Qualifying Mail mailed under this Agreement are not guaranteed against delay in delivery. Neither indemnity payments nor postage refunds will be made in the event of delay. (3) The USPS bears no responsibility for the refund of postage for Qualifying Mail in connection with actions taken by Customs authorities. (4) The USPS shall not be liable for any loss or expense, including but not limited to fines and penalties, for the Mailer's, the Reseller's, the Reseller's Customer's or any other person's failure to comply with any export laws, rules, or regulations. (5) The USPS shall not be liable for any act or omission by any person not employed or contracted by the USPS, including any act or omission of the Mailer, the Mailer's customer, the Reseller, the Reseller's Customer or the recipient of an item tendered under this Agreement. (6) Unless otherwise specified by notice published in a future issue of the *Postal Bulletin* that a date-certain, postage-refund guarantee will be offered for this particular type of Global Customized Mail Agreement, Priority Mail Express International With Money-Back Guarantee Service Qualifying Mail mailed under this agreement is not guaranteed against delay in delivery, and neither indemnity payments nor postage refunds will be made in the event of delay. (7) The USPS is not liable for any of the Reseller's actions or the Reseller's Customers' actions and bears no liability in the event of termination with or without cause.

24. Force Majeure Neither Party shall be liable for its failure to perform under the terms of this Agreement due to any contingency beyond its reasonable control, including acts of God, fires, floods, wars, sabotage, accidents, and labor disputes or shortages; governmental laws, ordinances, rules and regulations, whether valid or invalid; court orders, whether valid or invalid; inability to obtain material, equipment, or transportation; and any other similar or different contingency.

25. No Waiver The failure of either Party to this Agreement to insist upon the performance of any of the terms and conditions of this Agreement, or the waiver of any breach of the terms and conditions of this Agreement,

shall not be construed as thereafter waiving any such terms and conditions, but these shall continue and remain in full force and effect as if such forbearance or waiver had not occurred.

26. Number and Gender The use of any particular gender, or the plural or singular, in this Agreement is intended to include the other gender, or the plural or singular, as the text may require.

27. Effect of Partial Invalidity The invalidity of any portion of this Agreement will not and shall not be deemed to affect the validity of any other provision. In the event that any provision of this Agreement is held to be invalid, the Parties agree that the remaining provisions shall be deemed to be in full force and effect.

28. Assignment The rights of each Party under this Agreement, with the exception of the Reseller's right to provide Reseller's Customers with access to a portion or all of the Reseller's discount from the applicable published prices, are personal to that Party and may not be assigned or transferred to any other person, firm, corporation, or other entity without the prior, express, and written consent of the other Party. Granting such consent shall not be unreasonably withheld. Assignment by the Contractholder as Mailer to a subsidiary of the Mailer for which the Mailer is the majority owner shall be allowed.

29. Paragraph Headings and Reference Citations The titles to the paragraphs of this Agreement are solely for the convenience of the Parties and shall not be used to explain, modify, simplify, or aid in the interpretation of the provisions of this Agreement. All citations to provisions in the DMM, IMM, and Code of Federal Regulations within this Agreement are intended to refer to the substantive information found within the cited section(s) at the time this Agreement was drafted. Changes to the citations or the relevant substantive information due to published revisions of the DMM, IMM, or Code of Federal Regulations shall be applicable to this Agreement upon the effective date of such revisions.

30. Entire Agreement and Survival (1) This Agreement, including all Annexes thereto shall constitute the entire agreement between the Parties as it pertains to Qualifying International Priority Airmail service (IPA), International Surface Air Lift service (ISAL), Priority Mail Express International service (PMEI), Priority Mail International service (PMI), and Commercial ePacket (CeP), intended for delivery outside the United States. [redacted] (3) With the exception of the Agreement mentioned in Paragraph 2 of this Article, any prior understanding or representation of any kind regarding the use of IPA service, ISAL service, PMEI service, PMI service, or IPA and ISAL M-Bags service shall not be binding upon either Party except to the extent incorporated in this Agreement. (4) The obligations of the Parties with respect to confidentiality as set forth in Article 6, Paragraph 6; Article 7, Paragraph 9; Article 12, Paragraph 11; and Article 36 will expire ten (10) years from the date of termination or expiration of this Agreement. (5) The obligations of the Parties with respect to notice and payment of postage due, as provided for in Article 11, Paragraph 2, and Article 12, Paragraph 10, will expire ninety (90) days from the date of termination or expiration of this Agreement.

31. Modification (1) Any modification of this Agreement or additional obligation assumed by either Party in connection with this Agreement, with the exception of changes to prices under the terms of Article 20 and with the exception of a notice of termination under the terms of Article 19, shall be binding only if placed in writing and signed by each Party. (2) Modifications may be contingent upon any and all necessary approvals by USPS management's executive committee, the Board of Governors of the USPS, the Governors of the USPS, the Postal Regulatory Commission, and/or any other governmental body with oversight responsibility for the USPS. (3) If such approvals are required, the modifications will not become effective until such time as all necessary approvals are obtained. (4) The USPS will notify the Contractholder of the date the modification becomes effective within thirty (30) days after receiving the approval of the entities that have oversight responsibility for the USPS. (5) The USPS shall have no obligation to notify the Contractholder of the status of the approval process or of potential fulfillment of the approval process.

32. Mailability, Exportability, and Importability (1) All items mailed under this Agreement must conform to the mailability requirements of the USPS as detailed in the IMM 130 and USPS Publication 52; all applicable United States laws and regulations, including export control and customs laws and regulations; and all applicable importation restrictions of the destination countries. For each item mailed under this Agreement, the Contractholder as Mailer is responsible for notifying the Mailer's Customers, and the Contractholder as Reseller is responsible for notifying the Reseller's Customers, of their responsibility for determining export and import requirements, obtaining any required licenses and permits, and ensuring that the recipient of the item is authorized by the laws of the United States as well as destination countries to receive the item, and for the exportation and importation status of the products mailed under this Agreement as detailed in IMM 112. (2) The Contractholder is responsible for ensuring that no item mailed under this Agreement includes non-mailable dangerous goods. Internationally mailable dangerous goods include only certain biological substances, certain radioactive materials, and small lithium batteries packaged in the devices they are meant to operate, as

described in greater detail in IMM 135. Hazardous materials listed within the Department of Transportation's regulations, including at 49 C.F.R. § 172.101, are known as dangerous goods that are prohibited from all international mail, as set forth in Exhibit 331 of USPS Publication 52. These substances and items are in addition to any prohibitions or restrictions on imports that may be found in the Individual Country Listings in the IMM. Penalties for knowingly mailing dangerous goods may include civil penalties pursuant to 39 U.S.C. § 3018 and criminal charges pursuant to 18 U.S.C. § 1716.

33. Notices (1) All notices or demands required by this Agreement shall be sufficient if delivered personally or mailed via Priority Mail Express to the following individuals: To the United States Postal Service: Managing Director, Global Business, United States Postal Service, 475 L'Enfant Plaza, SW Room 5012, Washington, DC 20260-4016; To the Contractholder: [redacted] or via e-mail: to the United States Postal Service at: icmusps@usps.gov and to the Contractholder at: [redacted] (2) The Contractholder hereby agrees to provide the USPS with updates to the contact information in Paragraph 1 of this Article.

34. Preservation after Termination Termination of this Agreement shall be without prejudice to any rights, obligations, and liabilities of the Contractholder accrued up to and including the effective date of such termination. In the event of termination of the Agreement, the Contractholder shall be liable to make final settlement of all amounts owing as of the effective date of termination within three (3) months of written notice by the USPS of any deficiency or liability under this Agreement.

35. Conditions Precedent (1) The Parties acknowledge and understand that all obligations of the USPS under this Agreement, the prices for PMEI and PMI in Annex 1, the prices for CeP in Annex 2, the discounts for IPA and ISAL in Annex 3, and the prices for PMEI and PMI in Annexes 4 and 5 shall be contingent on the USPS receiving approvals from one or more internal and external bodies that have oversight responsibilities ("Conditions Precedent"). Conditions Precedent may include, but are not limited to: approvals or, if applicable, non-objection, from responsible USPS management officials, the USPS Board of Governors, the USPS Governors, the Postal Regulatory Commission, and/or any other governmental body with oversight responsibility for the USPS. The Parties acknowledge that the Agreement might not be approved by such individuals or bodies. Until such time that all Conditions Precedent are fulfilled that are necessary to allow the Postal Service to provide the products or services contemplated under the Agreement, no obligation shall exist for the USPS and no benefit shall inure to either Party. (2) In the event that the Conditions Precedent are not fulfilled, the USPS shall have no liability, which shall include no obligation to pay costs associated with any action taken by the Contractholder prior to the Effective Date of the Agreement. Further, in the event of termination of the Agreement or the failure of any Condition Precedent, the USPS shall not be held liable for any damages including, without limitation, actual; special; indirect; incidental; punitive; consequential; or any other damages, which shall include but not be limited to damages for loss of business profits; business interruption; any other loss; and/or for costs incurred by either Party attributable to such non-approval such as attorney's fees.

36. Confidentiality The Contractholder acknowledges that as part of securing approval of this Agreement, and in other subsequent regulatory filings, the Agreement and supporting documentation will be filed with the Postal Regulatory Commission ("Commission") in a docketed proceeding. The Contractholder authorizes the USPS to determine the scope of information that must be made publicly available in any Commission docketed proceeding. The Contractholder further understands that any unredacted portion of the Agreement or supporting information will be available on the Commission's public website, www.prc.gov. In addition, the USPS may be required to file information in connection with this Agreement (including revenue, cost, or volume data) in other Commission dockets including the Commission docket number for the Annual Compliance Report (ACR) for the USPS fiscal year(s) in which this Agreement is in effect. Each ACR docket has a distinct docket number, such as ACR201#, in which "201#" signifies the USPS fiscal year to which the ACR pertains. The Contractholder has the right, in accordance with the Commission's rules, to address its confidentiality concerns directly with the Commission. The procedure for making an application to the Commission for non-public treatment of materials believed to be protected from disclosure is found at Title 39, Code of Federal Regulations, Section 3007.22 found on the Commission's website www.prc.gov/Docs/63/63467/Order225.pdf. At the request of the Contractholder, the USPS will notify the Contractholder of the docket number of the Commission proceeding to establish the prices in this instrument once assigned.

37. Notice The Contractholder acknowledges and understands that the USPS may review its product offerings during the term of this Agreement and that the USPS may modify existing product offerings during the term of this Agreement in a manner that could affect the Contractholder's ability to achieve the volume commitment in Article 7 Paragraph 1 and Article 13.

38. Counterparts The Parties may execute this Agreement in one or more counterparts (including by facsimile or by electronic means such as .pdf format), not all Parties need be signatories to the same documents, and all counterpart-signed documents shall be deemed an original and one instrument.

39. USPS Sales Nothing in this Agreement prohibits the USPS from soliciting sales from the Mailer's customers or Reseller's Customers.

40. Intellectual Property, Co-Branding and Licensing The Contractholder is allowed the use of the following trademarks: Priority Mail Express International™, Priority Mail International®, International Priority Airmail®, International Surface Air Lift®, Commercial ePacket™, M-Bag®, and the acronyms PMEI™, PMI™, IPA®, and ISAL® to indicate the USPS service offered. The Parties acknowledge that in the service of marketing the products under this Agreement that such product marketing may be enhanced through the use of co-branding or the use of each Party's trademarks, logos or intellectual property. In such instances, the Parties acknowledge and agree that any use shall be subject to separate written agreements. The Parties acknowledge and agree that neither Party shall use the other Party's trademarks, logos or intellectual property other than to refer to the trademark owner or the trademark owner's services until such time that a license for such use has been executed by the Parties and all laws and regulations required for such license's effectiveness have been perfected, which shall include but not be limited to any recordation requirements.

41. Warranties and Representations (1) The Contractholder warrants and represents that the Contractholder is not subject to, and is not related to an entity that is subject to, a temporary or other denial of export privileges by BIS and that the Mailer is not listed on OFAC's Specially Designated Nationals List, OFAC's Foreign Sanctions Evaders List, BIS's Denied Persons List, or BIS's Entity List, or subject to active sanctions by the U.S. Department of State pursuant to Executive Order No. 13382, and that the Contractholder is not in arrears for any amount due to the USPS. (2) The Contractholder warrants and represents that the Contractholder is not aware of any pending investigations that would be subject to the notice obligation under Article 7, Paragraph 11. (3) The Contractholder warrants and represents that there has been no criminal, civil, or administration enforcement action in the past 5 years against the Contractholder, any of its subsidiaries or affiliates, or any of its directors, officers, employees, or agents. (4) [redacted]

42. Sovereign Acts The USPS and the Contractholder acknowledge and agree that this Agreement is subject to any legislation that might be enacted by the Congress of the United States or any orders or regulations that might be promulgated by any agency, branch, or independent establishment of the United States Government. The USPS and the Contractholder further acknowledge and agree that this Agreement in no way waives the USPS's authority to act in its sovereign capacity and that, pursuant to the sovereign acts doctrine, the USPS shall not be held liable for any acts performed in its sovereign capacity, or for any acts performed by any branch, agency or independent establishment of the United States in their sovereign capacities that may directly or indirectly affect the terms of this Agreement. In the event that either Party is required by legislation enacted by the Congress of the United States or any orders or regulations that might be promulgated by any branch, agency or independent establishment of the United States Government to terminate, or otherwise as a result of such action is unable to perform its obligations under this Agreement, either Party may give notice of termination pursuant to Article 19 of this Agreement, which termination shall be effective immediately or on the effective date of such requirement, whichever is later. The Parties agree that in the event that this Agreement is terminated as set forth in the preceding two sentences, or in the event that either Party is enjoined from proceeding with this Agreement by any court of competent jurisdiction, such Party shall not be subject to any liability by reason of such termination or injunction. Further, the USPS will evaluate the impact on the Agreement of amendments to statutes affecting its ability to perform under this Agreement and may give notice of termination pursuant to Article 19 of this Agreement based upon such amendments, which termination shall be effective immediately or as determined by the USPS. To the extent of termination on this basis, the USPS shall not be subject to any liability by reason of such termination.

In witness whereof, this Agreement is deemed executed on the latter of the two dates accompanying the Parties' signatures.

ON BEHALF OF THE UNITED STATES POSTAL SERVICE:

Signature: Donald W. Ross

Name: Donald W Ross

Title: Director International Sales

Date: 7-28-2017

ON BEHALF OF [redacted]

Signature: [redacted]

Name: [redacted]

Title: [redacted]

Date: 7-27-17

CONTRACTHOLDER AS "MAILER" ANNEXES

ANNEX 1 PRICES FOR PRIORITY MAIL EXPRESS INTERNATIONAL AND PRIORITY MAIL INTERNATIONAL TENDERED AT A USPS INTERNATIONAL SERVICE CENTER

ANNEX 2 PRICES FOR COMMERCIAL EPACKET SERVICE

ANNEX 3 PERCENTAGE DISCOUNTS FOR INTERNATIONAL PRIORITY AIRMAIL SERVICE AND INTERNATIONAL SURFACE AIR LIFT SERVICE

CONTRACTHOLDER AS "RESELLER" ANNEXES

ANNEX 4 PRICES FOR PRIORITY MAIL EXPRESS INTERNATIONAL AND PRIORITY MAIL INTERNATIONAL TENDERED WITHIN SPECIFIC 3 DIGIT ZIP CODES

ANNEX 5 PRICES FOR PRIORITY MAIL EXPRESS INTERNATIONAL AND PRIORITY MAIL INTERNATIONAL TENDERED AT LOCATIONS OTHER THAN THOSE SPECIFIED IN ANNEX 1 AND ANNEX 4

ANNEX 1A
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "MAILER" FOR PRIORITY MAIL EXPRESS INTERNATIONAL PRESORT DROPSHIPMENT AND PRIORITY MAIL INTERNATIONAL PRESORT DROPSHIPMENT TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)

The postage prices for Priority Mail Express International (PMEI) Qualifying Mail and Priority Mail International (PMI) Qualifying Mail set forth in this Annex 1A are only available for PMEI Qualifying Mail and PMI Qualifying Mail that is presorted and that is:

1. paid for through a separate permit imprint using USPS-provided Global Shipping Software (GSS) that is not used for any other type of mail than Qualifying Mail that meets the requirements set forth in this Agreement and Annex 1A;
2. [redacted]
3. tendered to the USPS at any of the following USPS International Service Center locations:
   - JOHN F KENNEDY AIRPORT MAIL CENTER
     US POSTAL SERVICE
     JOHN F KENNEDY INTERNATIONAL AIRPORT BLDG 250
     JAMAICA NY 11430-9998
   - JT WEEKER INTERNATIONAL SERVICE CENTER
     US POSTAL SERVICE
     11600 WEST IRVING PARK ROAD
     CHICAGO IL 60666-9998
   - LOS ANGELES INTERNATIONAL SERVICE CENTER
     US POSTAL SERVICE
     5800 WEST CENTURY BLVD
     LOS ANGELES CA 90009-9998
   - SAN FRANCISCO INTERNATIONAL SERVICE CENTER
     US POSTAL SERVICE
     660 WEST FIELD ROAD
     SAN FRANCISCO CA 94128-3161
   - MIAMI INTERNATIONAL SERVICE CENTER
     US POSTAL SERVICE
     11698 NW 25TH ST
     MIAMI FL 33112-9997
   - MIAMI PROCESSING AND DISTRIBUTION CTR
     U.S. POSTAL SERVICE
     2200 NW 72ND AVE
     MIAMI FL 33152-9997

[redacted]

ANNEX 1A CHART 1
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "MAILER" FOR PRIORITY MAIL EXPRESS INTERNATIONAL PRESORT DROPSHIPMENT TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC) FOR COUNTRY GROUPS 1 – 17

Weight Not Over (LBS)	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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ANNEX 1A CHART 2
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "MAILER" FOR PRIORITY MAIL INTERNATIONAL PRESORT DROPSHIPMENT TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC) FOR COUNTRY GROUP 1

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ANNEX 1A CHART 3
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "MAILER" FOR PRIORITY MAIL INTERNATIONAL PRESORT DROPSHIPMENT TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC) FOR COUNTRY GROUPS 2-17

Weight Not Over (LBS)	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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ANNEX 1B
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "MAILER" FOR PRIORITY MAIL EXPRESS INTERNATIONAL AND PRIORITY MAIL INTERNATIONAL TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)

[redacted] shall be in accordance with the price charts in this Annex 1B if tendered to the USPS at any of the following USPS International Service Center locations:

JOHN F KENNEDY AIRPORT MAIL CENTER
US POSTAL SERVICE
JOHN F KENNEDY INTERNATIONAL AIRPORT BLDG 250
JAMAICA NY 11430-9998

JT WEEKER INTERNATIONAL SERVICE CENTER
US POSTAL SERVICE
11600 WEST IRVING PARK ROAD
CHICAGO IL 60666-9998

LOS ANGELES INTERNATIONAL SERVICE CENTER
US POSTAL SERVICE
5800 WEST CENTURY BLVD
LOS ANGELES CA 90009-9998

SAN FRANCISCO INTERNATIONAL SERVICE CENTER
US POSTAL SERVICE
660 WEST FIELD ROAD
SAN FRANCISCO CA 94128-3161

MIAMI INTERNATIONAL SERVICE CENTER
US POSTAL SERVICE
11698 NW 25TH ST
MIAMI FL 33112-9997

MIAMI PROCESSING AND DISTRIBUTION CTR
U.S. POSTAL SERVICE
2200 NW 72ND AVE
MIAMI FL 33152-9997

[redacted]

ANNEX 1B CHART 1
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "MAILER" FOR PRIORITY MAIL EXPRESS INTERNATIONAL TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC) FOR COUNTRY GROUPS 1-17

Weight Not Over (LBS)	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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ANNEX 1B CHART 2
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "MAILER" FOR PRIORITY MAIL INTERNATIONAL TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC) FOR COUNTRY GROUP 1

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ANNEX 1B CHART 3
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "MAILER" FOR PRIORITY MAIL INTERNATIONAL TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC) FOR COUNTRY GROUPS 2-17

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ANNEX 2
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "MAILER" FOR COMMERCIAL EPACKET SERVICE

[redacted]

ANNEX 3
PERCENTAGE DISCOUNTS OFF OF THE PUBLISHED PRICES IN EFFECT ON THE DATE OF THE MAILING FOR CONTRACTHOLDER AS "MAILER" FOR INTERNATIONAL PRIORITY AIRMAIL SERVICE AND INTERNATIONAL SURFACE AIR LIFT SERVICE

[redacted]

ANNEX 4
PRICES IN UNITED STATES DOLLARS
FOR CONTRACTHOLDER AS "RESELLER" FOR
PRIORITY MAIL EXPRESS INTERNATIONAL AND
PRIORITY MAIL INTERNATIONAL
TENDERED WITHIN SPECIFIC 3-DIGIT ZIP CODE PREFIXES

Postage prices for Priority Mail Express International and Priority Mail International tendered to the USPS within one of the following ZIP-Codes defined areas shall be in accordance with the price charts in this Annex 4.

1. 005, 010-043, 045, 048, 050-089, 100-149, 155, 157-159, 166-212, 214-239, 244, 254, 267-268, each of these ZIP Codes being within three hundred (300) miles of the USPS International Service Center in New York, NY.
2. 321, 327-342, 346-347, 349, each of these ZIP Codes being within three hundred (300) miles of the USPS International Service Center in Miami, FL.
3. 090-098, 430-438, 440-469, 478-509, 514, 520-528, 530-532, 534-535, 537-539, 541-545, 547-549, 600-620, 622-631, 633-639, 650-653, 962-966, each of these ZIP Codes being within three hundred (300) miles of the USPS International Service Center in Chicago, IL.
4. 864, 889-891, 900-908, 910-928, 930-936, each of these ZIP Codes being within three hundred (300) miles of the USPS International Service Center in Los Angeles, CA.
5. 894-895, 897, 937-961, 975, 976, each of these ZIP Codes being within three hundred (300) miles of the USPS International Service Center in San Francisco, CA.

[redacted]

ANNEX 4 CHART 1
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "RESELLER" FOR PRIORITY MAIL EXPRESS INTERNATIONAL TENDERED WITHIN SPECIFIC 3-DIGIT ZIP CODE PREFIXES FOR COUNTRY GROUPS 1-17

Weight Not Over (LBS)	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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ANNEX 4 CHART 2
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "RESELLER" FOR PRIORITY MAIL INTERNATIONAL
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ANNEX 4 CHART 3
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "RESELLER" FOR PRIORITY MAIL INTERNATIONAL
TENDERED WITHIN SPECIFIC 3-DIGIT ZIP CODE PREFIXES FOR COUNTRY GROUPS 2-17

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ANNEX 5
PRICES IN UNITED STATES DOLLARS FOR
CONTRACTHOLDER AS "RESELLER" FOR
PRIORITY MAIL EXPRESS INTERNATIONAL AND PRIORITY MAIL INTERNATIONAL
TENDERED AT LOCATIONS OTHER THAN THOSE SPECIFIED IN ANNEX 1 OR ANNEX 4

Postage prices for Priority Mail Express International and Priority Mail International tendered to the USPS within any location other than those listed in Annex 1 or Annex 4 shall be in accordance with the price charts listed in this Annex 5.

[redacted]

ANNEX 5– PRICE CHART 1
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "RESELLER" FOR PRIORITY MAIL EXPRESS INTERNATIONAL TENDERED AT LOCATIONS OTHER THAN THOSE SPECIFIED IN ANNEX 1 OR ANNEX 4 FOR COUNTRY GROUPS 1-17

Weight Not Over (LBS)	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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ANNEX 5– PRICE CHART 2
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "RESELLER" FOR PRIORITY MAIL INTERNATIONAL TENDERED AT LOCATIONS OTHER THAN THOSE SPECIFIED IN ANNEX 1 OR ANNEX 4 FOR COUNTRY GROUP 1

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ANNEX 5– PRICE CHART 3
PRICES IN UNITED STATES DOLLARS FOR CONTRACTHOLDER AS "RESELLER" FOR PRIORITY MAIL INTERNATIONAL TENDERED AT LOCATIONS OTHER THAN THOSE SPECIFIED IN ANNEX 1 OR ANNEX 4 FOR COUNTRY GROUPS 2-17

Weight Not Over (LBS)	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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Certification of Prices for the Global Plus Contract with [redacted]

I, Steven Phelps, Manager, Regulatory Reporting and Cost Analysis, Finance Department, United States Postal Service, am familiar with the prices for the Global Plus Contract with [redacted] The prices contained in this contract were established by the Decision of the Governors of the United States Postal Service on the Establishment of Prices and Classifications for Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates, issued on March 22, 2011 (Governors' Decision No. 11-6), which established prices by means of price floor formulas.

I hereby certify that the numerical cost values underlying the prices in the [redacted] Contract are the appropriate costs to use in the formulas and represent the best available information. The prices, resulting in a cost coverage in excess of the minimum required by the Governors' Decision, are in compliance with 39 U.S.C § 3633 (a)(1), (2), and (3). The prices demonstrate that the Contract should cover its attributable costs and preclude the subsidization of competitive products by market dominant products. International competitive mail accounts for a relatively small percentage of the total contribution by all competitive products. Contribution from Global Plus Contracts should be even smaller. The Agreement with [redacted] should not impair the ability of competitive products on the whole to cover an appropriate share of institutional costs.

Steven Phelps Digitally signed by Steven Phelps
DN: cn=Steven Phelps, o, ou,
email=steven.r.phelps@usps.gov, c=US
Date: 2017.08.02 08:42:52 -04'00'

Steven Phelps

RESTRICTED AND SENSITIVE BUSINESS INFORMATION - DO NOT DISCLOSE

DECISION OF THE GOVERNORS OF THE UNITED STATES POSTAL SERVICE ON THE ESTABLISHMENT OF PRICES AND CLASSIFICATIONS FOR DOMESTIC COMPETITIVE AGREEMENTS, OUTBOUND INTERNATIONAL COMPETITIVE AGREEMENTS, INBOUND INTERNATIONAL COMPETITIVE AGREEMENTS, AND OTHER NON-PUBLISHED COMPETITIVE RATES (GOVERNORS' DECISION NO. 11-6)

March 22, 2011

STATEMENT OF EXPLANATION AND JUSTIFICATION

Pursuant to our authority under section 3632 of title 39, as amended by the Postal Accountability and Enhancement Act of 2006 ("PAEA"), we establish new prices not of general applicability for certain of the Postal Service's competitive service offerings, and such changes in classification as are necessary to implement the new prices.

This decision establishes prices for Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates. Domestic Competitive Agreements consist of negotiated service agreements with Postal Service customers for domestic services that are categorized as competitive in accordance with 39 U.S.C. § 3642(b)(1)-(2). Outbound International Competitive Agreements consist of negotiated service agreements with Postal Service customers for outbound international services that are categorized as competitive in accordance with 39 U.S.C. § 3642(b)(1)-(2). Inbound International Competitive Agreements consist of negotiated service agreements with foreign postal operators or other entities for inbound international services that are categorized as competitive in accordance with 39 U.S.C. § 3642(b)(1)-(2). Other Non-Published Competitive Rates consist of rates not of general applicability that are not embodied in contractual instruments, but nonetheless arise from other sources, such as the Universal Postal Convention.

With respect to any product within the above categories, management is hereby authorized to prepare any necessary product description, including text for inclusion in the Mail Classification Schedule, and to present such product description to the Postal Regulatory Commission.

The Postal Accountability and Enhancement Act (PAEA) requires that prices for competitive products must cover each product's attributable costs, not result in subsidization by market dominant products, and enable all competitive products to contribute an appropriate share to the Postal Service's institutional costs. For agreements subject to this Decision, there are hereby established all prices that will cover [redacted] costs for the relevant product and that conform in all other respects to 39 U.S.C. §§ 3632-3633 and 39 C.F.R. §§ 3015.5 and 3015.7. As discussed in the accompanying management analysis, the Chief Financial Officer (or his delegee(s)) shall certify that all cost inputs have been correctly identified for prices subject to this Decision and that all prices subject to this Decision conform to this Decision and to the requirements of the PAEA.

No agreement, grouping of functionally equivalent agreements, or other classification authorized pursuant to this Decision may go into effect unless it is submitted to the Postal Regulatory Commission with a notice that complies with 39 U.S.C. § 3632(b)(3). On a quarterly basis, management shall furnish the Governors with a report on all non-published rate and classification initiatives. Not less than once each year, the Governors shall review the basis for this Decision and make such further determination as they may deem necessary. This Decision does not affect postal management's obligation to furnish to the Board of Governors information regarding any significant, new program, policy, major modification, or initiative, or any other matter under 39 C.F.R. § 3.7(d), including where such a matter also falls within the scope of this Decision.

This Decision does not supersede or otherwise modify Governors' Decision Nos. 08-5, 08-6, 08-7, 08-8, 08-10, 08-20, 08-24, 09-5, 09-6, 09-7, 09-14, 09-15, 09-16, 10-1, 10-2, 10-3, 10-6, and 10-7, nor does it affect the validity of prices and classifications established under those Decisions. Management may also continue to present to the Postal Regulatory Commission for its review, as appropriate, rate and classification changes to succeed the minimum and maximum non-published rates in Decision Nos. 10-2 and 10-6.

ORDER

In accordance with the foregoing Decision of the Governors, the prices set forth herein for Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates and the changes in classification necessary to implement those prices, are hereby approved and ordered into effect. An agreement is authorized under this Decision only if the prices fall within this Decision and the certification process specified herein is followed. Prices and classification changes established pursuant to this Decision will take effect after filing with and completion of review by the Postal Regulatory Commission.

By The Governors:

Louis J. Giuliano
Chairman

Attachment A

Management Analysis of Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates

This analysis concerns the inbound competitive prices and classifications in the Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates (collectively, "competitive instruments"). Competitive instruments are often negotiated with customers and foreign postal operators for better cost coverage, higher overall contribution, and improved service with respect to postal services classified as competitive. They may also arise from other sources, such as the Universal Postal Convention.

The cost coverage for each competitive agreement or grouping of functionally equivalent instruments (collectively, each "product") will be [redacted]

The cost coverage for a product equals [redacted]

Each competitive instrument may have multiple price categories and negotiated components. Examples of such categories or components would be Priority Mail, Express Mail, Parcel Return Service, Priority Mail International, Express Mail International, International Priority Airmail, International Surface Air Lift, Inbound Air Parcel Post, Inbound Surface Parcel Post, Inbound Direct Entry, and Inbound International Expedited Services. These or other categories may include other services that the relevant customer or foreign postal operator offers to its customers under differing terms, but that nevertheless are processed and delivered in the same manner within the United States Postal Service's network. Such instruments may also establish negotiated rates for services ancillary to such items and for customized competitive services developed for application solely in the context of the agreement.

[redacted]

RESTRICTED AND SENSITIVE BUSINESS INFORMATION - DO NOT DISCLOSE

[redacted]

[redacted] Prices established by these formulas should not interfere with competitive products' ability as a whole to comply with 39 U.S.C.§ 3633(a)(3), which, as implemented by (39 C.F.R.§ 3015.7(c)) requires competitive products to contribute a minimum of 5.5 percent to the Postal Service's total institutional costs. Accordingly, no issue of subsidization of competitive products by market dominant products should arise (39 U.S.C.§ 3633(a)(1)).

**CERTIFICATION OF GOVERNORS' VOTE
IN THE
GOVERNORS' DECISION NO. 11-6**

I hereby certify that the Governors voted on adopting Governors' Decision No. 11-6, and that, consistent with 39 USC 3632(a), a majority of the Governors then holding office concurred in the Decision.

Julie S. Moore

Date: 3/22/2011

Julie S. Moore
Secretary of the Board of Governors

APPLICATION OF THE UNITED STATES POSTAL SERVICE FOR NON-PUBLIC TREATMENT OF MATERIALS

In accordance with 39 C.F.R. § 3007.21, the United States Postal Service (Postal Service) hereby applies for non-public treatment of certain materials filed with the Commission in this docket. The materials pertain to a Global Plus 3 contract that the Postal Service believes is functionally equivalent to the previously filed Global Plus 3 baseline agreement.[1]

The contract and supporting documents establishing compliance with 39 U.S.C. § 3633 and 39 C.F.R. § 3015.5 are being filed separately under seal with the Commission. A redacted copy of the contract, a redacted version of the certified statement required by 39 C.F.R. 3015.5(c)(2), and a redacted version of Governors' Decision No. 11-6, are filed as Attachments 1, 2, and 3, respectively. Redacted versions of other financial documentation are filed publicly as separate Microsoft Excel documents.

The Postal Service hereby furnishes the justification required for this application by 39 C.F.R. § 3007.21(c) below.

(1) The rationale for claiming that the materials are non-public, including the specific statutory basis for the claim, and a statement justifying application of the provision(s);

Information of a commercial nature, which under good business practice would not be publicly disclosed, as well as third party business information, is not required to be disclosed to the public. 39 U.S.C. § 410(c)(2); 5 U.S.C. § 552(b)(4). The

[1] *See* Request of the United States Postal Service to Add Global Plus 3 to the Competitive Product List and Notice of Filing a Global Plus 3 Contract Negotiated Service Agreement and Application for Non-Public Treatment of Materials Filed Under Seal, Docket Nos. MC2016-152 and CP2016-196, June 10, 2016.

Commission may determine the appropriate level of confidentiality to be afforded to such information after weighing the nature and extent of the likely commercial injury to the Postal Service against the public interest in maintaining the financial transparency of a government establishment competing in commercial markets. 39 U.S.C. § 504(g)(3)(A).[2] Because the portions of materials filed non-publicly in this docket fall within the scope of information not required to be publicly disclosed, the Postal Service asks the Commission to support its determination that these materials are exempt from public disclosure and grant its application for their non-public treatment.

(2) Identification, including name, phone number, and e-mail address for any third party who is known to have a proprietary interest in the materials, or if such an identification is sensitive, contact information for a Postal Service employee who shall provide notice to that third party;

Concerning this Global Plus 3 contract, the Postal Service believes that the third parties with a proprietary interest in the materials would be the counterparty to the contract, the PC Postage Provider(s) if the contract allows for and the customer intends to use a PC Postage Provider, and foreign postal operators.

The Postal Service maintains that customer identifying information should be withheld from public disclosure. Therefore, rather than identifying the customer and the PC Postage Provider (if applicable) for the contract that is the subject of this docket, the Postal Service gives notice that it has already informed the customer and the PC Postage Provider (if applicable), which have a proprietary interest in the materials for

[2] The Commission has indicated that "likely commercial injury" should be construed broadly to encompass other types of injury, such as harms to privacy, deliberative process, or law enforcement interests. PRC Order No. 194, Second Notice of Proposed Rulemaking to Establish a Procedure for According Appropriate Confidentiality, Docket No. RM2008-1, Mar. 20, 2009, at 11.

the contract that is the subject of this docket, of the nature and scope of this docket, and their ability to address their confidentiality concerns directly with the Commission.[3]

The Postal Service employee responsible for providing notice to any third parties with proprietary interest in the materials filed in these dockets is Ms. Amy E. Douvlos, Marketing Specialist, Global Business, United States Postal Service, 475 L'Enfant Plaza, SW, Room 5427, Washington, DC 20260-4017, whose email address is Amy.E.Douvlos@usps.gov, and whose telephone number is 202-268-3777.

As for foreign postal operators, the Postal Service recently provided notice to all foreign postal operators within the Universal Postal Union network through an International Bureau Circular issued on January 23, 2017, that the Postal Service will be regularly submitting certain business information to the Commission. Some UPU-designated foreign postal operators may have a proprietary interest in such information. The circular includes information on how third parties may address any confidentiality concerns with the Commission. In addition, contact information for all UPU Designated Operators is available at the following link, which is incorporated by reference into the instant application: http://pls.upu.int/pls/ap/addr_public.display_addr?p_language=AN.[4]

(3) A description of the materials claimed to be non-public in a manner that, without revealing the materials at issue, would allow a person to thoroughly evaluate the basis for the claim that they are non-public;

In connection with its Notice filed in this docket, the Postal Service included a contract, as well as financial workpapers, the certified statement required for the

[3] The Postal Service has provided a blanket notice to PC Postage Providers in light of the fact that these filings are fairly routine. To the extent required, the Postal Service seeks a waiver from having to provide each PC Postage Provider notice of this docket.
[4] To the extent required, the Postal Service seeks a waiver from having to provide each foreign postal operator notice of this docket. It is impractical to communicate with dozens of operators in multiple languages about this matter. Moreover, the volume of contracts would overwhelm both the Postal Service and the applicable foreign postal operators with boilerplate notices.

contract by 39 C.F.R. 3015..5(c)(2), certifying that the agreement should meet the requirements of 39 U.S.C. § 3633(a)(1), (2), and (3), as well as the applicable Governors' Decision No. 11-6. These materials were filed under seal, with redacted copies filed publicly, after notice to the customer. The Postal Service maintains that the redacted portions of these materials should remain confidential.

With regard to the contract filed in this docket, the redactions on page 1 and to the footers of each page, in Article 33 concerning notices, in the signature block, and in the footer of the agreement and its annexes. This information constitutes the name or address of a postal patron whose identifying information may be withheld from mandatory public disclosure by virtue of 39 U.S.C. § 504(g)(1) and 39 U.S.C. § 410(c)(2). Therefore, such information is redacted.

Other redacted information in the agreement includes information with specific impact on the customer, including certain definitions, as well as negotiated contract terms, such as the minimum revenue commitment agreed to by the customer, and the percentage of cost increases that may trigger a consequential price increase.

The redactions made in the Annexes of the contract, other than those involving the customer's name, withhold the actual prices that are being offered to the customer in exchange for commitments and performance of the customer's obligations under the terms of the agreement.

The redactions applied to the Governors' Decision and financial workpapers protect commercially sensitive information such as underlying costs and assumptions, pricing formulas, information relevant to the mailing profile of the customer, business information of interested third parties, and cost coverage projections. To the extent

practicable, the Postal Service has limited its redactions in the workpapers to the actual information it has determined to be exempt from disclosure under 5 U.S.C. § 552(b). However, in a limited number of cases, narrative passages, such as words or numbers in text, were replaced with general terms describing the redacted material. For example, where the mailer's name appears in the spreadsheet within a cell, the mailer's name has been replaced by the word "Mailer."

To the extent that the Postal Service files data in future filings that will show the actual revenue and cost coverage of the customer's completed contract, the Postal Service will redact in its public filing all of the values included that are commercially sensitive information and will also protect any customer identifying information from disclosure.

(4) Particular identification of the nature and extent of commercial harm alleged and the likelihood of such harm;

If the portions of the contract that the Postal Service determined to be protected from disclosure because of their commercially sensitive nature were to be disclosed publicly, the Postal Service considers that it is quite likely that the Postal Service would suffer commercial harm. First, revealing customer identifying information would enable competitors to focus marketing efforts on current postal customers that have been cultivated through the efforts and resources of the Postal Service. The Postal Service considers that it is highly probable that if this information were made public, its competitors would take immediate advantage of it. The Global Plus 3 competitive contracts include a provision allowing the mailer to terminate its contract without cause by providing at least 30 days' notice. Therefore, there is a substantial likelihood of the

Postal Service losing customers to a competitor that targets customers of the Postal Service with lower pricing.

Other redacted information in the contract includes negotiated contract terms, such as certain definitions, the minimum revenue commitment agreed to by the customer, sensitive business information including payment processes and mail preparation requirements, and the cost increase that may trigger a consequential price increase. This information is commercially sensitive, and the Postal Service does not believe that it would be disclosed under good business practices. Competitors could use the information to assess offers made by the Postal Service to its customers for any possible comparative vulnerabilities and focus sales and marketing efforts on those areas, to the detriment of the Postal Service. Additionally, other potential customers could use the information to their advantage in negotiating the terms of their own agreements with the Postal Service. The Postal Service considers these to be highly probable outcomes that would result from public disclosure of the redacted material.

The Governors' Decision and financial workpapers filed with this notice include specific information such as costs, assumptions used in pricing formulas, the formulas themselves, mailer profile information, projections of variables, as well as contingency rates included to account for market fluctuations and the exchange risks. Similar information may be included in the cost, volume and revenue data associated with this Global Plus 3 agreement, which the Commission may require the Postal Service to file after the expiration of this agreement. All of this information is highly confidential in the business world. If this information were made public, the Postal Service's competitors would have the advantage of being able to determine the absolute floor for Postal

Service pricing. Unlike its competitors, the Postal Service is required to demonstrate that each negotiated agreement within this group covers its attributable costs. Furthermore, the Postal Service's Governors have required that each contract be submitted to the Commission with a notice that complies with 39 C.F.R. § 3015.5.[5] Competitors could take advantage of the information to offer lower pricing to a Global Plus 3 customer, while subsidizing any losses with profits from other customers. Eventually, this could freeze the Postal Service out of the relevant delivery services markets. Given that these spreadsheets are filed in their native format, the Postal Service's assessment is that the likelihood that the information would be used in this way is great.

Potential customers could also deduce from the rates provided in the contract, from the information in the workpapers, or from the cost, volume and revenue data that the Commission may require the Postal Service to file after the agreement's expiration, whether additional margin for net profit exists between the contract and the contribution that Global Plus 3 contracts must make. From this information, each customer could attempt to negotiate ever-increasing incentives, such that the Postal Service's ability to negotiate competitive yet financially sound rates would be compromised. Even a customer involved in this filing could use the information in the workpapers, or the cost, volume and revenue data associated with the expired agreement, in an attempt to renegotiate its own rates, threatening to terminate its current agreement. However, the Postal Service considers this to be less likely than the risks previously identified.

[5] Decision of the Governors of the United States Postal Service on the Establishment of Prices and Classifications for Global Plus Contracts (Governors' Decision No. 08-8), May 28, 2008, at 2-3 and Attachment A; Decision of the Governors of the United States Postal Service on the Establishment of Prices and Classifications for Global Direct, Global Bulk Economy, and Global Plus Contracts (Governors' Decision No. 08-10), July 16, 2008, at 2-3 and Attachment A.

Price information in the contract, the Governors' Decision, the financial spreadsheets, and any cost, volume and revenue data concerning the contract filed after the agreement's expiration consists of sensitive commercial information of the customer. Disclosure of such information could be used by competitors of the customer to assess the customer's underlying costs, and thereby develop a benchmark for the development of a competitive alternative.

Information in the financial spreadsheets and any cost, volume and revenue data concerning this agreement filed after the expiration of this contract also consists of sensitive commercial information related to agreements between the Postal Service and interested third parties. Such information would be extremely valuable to competitors of both the Postal Service and third parties. Using detailed information about such agreements, competitors would be able to better understand the counterparty's underlying costs, and identify areas where they could adapt their own operations to be more competitive. In addition, competitors of the counterparty could use such information to their advantage in negotiating the terms of their own agreements with the Postal Service. Also, competitors of foreign postal operators could use the information in the financial spreadsheets to understand their nonpublished pricing to better compete against them.

Information in the financial models may also include sensitive commercial information related to agreements between the Postal Service and PC Postage Providers. Such information would be extremely valuable to competitors of both the Postal Service and the PC Postage Providers. Using detailed information about such an agreement, competitors would be able to better understand the costs of the postage

programs used, and identify areas where they could adapt their own operations to be more competitive. In addition, competitors of the PC Postage Providers could use such information to their advantage in negotiating the terms of their own agreements with the Postal Service.

(5) At least one specific hypothetical, illustrative example of each alleged harm;

Identified harm: Revealing customer identifying information would enable competitors to target the customers for sales and marketing purposes.

Hypothetical: The identity of the customer that signed a Global Plus 3 contract is revealed to the public. Another delivery service has an employee monitoring the filing of Global Plus 3 contracts and passing along the information to its sales function. The competitor's sales representatives could quickly contact the Postal Service's customer and offer the customer lower rates or other incentives to terminate its contract with the USPS in favor of using the competitor's services.

Identified harm: Public disclosure of pricing in the agreement would provide potential customers extraordinary negotiating power to extract lower rates.

Hypothetical: Customer A's negotiated rates are disclosed publicly on the Postal Regulatory Commission's website. Customer B sees the rates and determines that there may be some additional profit margin between the rates provided to Customer A and the statutory cost coverage that the Postal Service must produce in order for the agreement to be added to the competitive products list. Customer B, which was offered rates identical to those published in Customer A's agreement, then uses the publicly

available rate information to insist that Customer B must receive lower rates than those the Postal Service has offered it, or Customer B will not use the Postal Service for its international delivery needs.

Alternatively, Customer B attempts to extract lower rates only for those destinations for which it believes that the Postal Service is the low-cost provider among all service providers. The Postal Service may agree to this demand in order to keep the customer's business overall, which the Postal Service believes will still satisfy total cost coverage for the agreement. Then, the customer uses providers other than the Postal Service for destinations for which the customer did not extract lower rates. This impacts the Postal Service's overall projected cost coverage for the agreement, such that the Postal Service no longer meets its cost coverage requirement. Although the Postal Service could terminate the contract when the Postal Service first recognizes that the customer's practice and projected profile are at variance, the costs associated with establishing the contract, including filing it with the Postal Regulatory Commission, would be sunk costs that would have a negative impact on the Global Plus 3 product overall.

Identified harm: Public disclosure of information in the financial workpapers would be used by competitors and customers to the detriment of the Postal Service and foreign postal operators.

Hypothetical: A competing delivery service obtains a copy of the unredacted version of the financial workpapers from the Postal Regulatory Commission's website. The competing delivery service analyzes the workpapers to determine what the Postal

Service would have to charge its customers in order to meet the Postal Service's minimum statutory obligations for cost coverage and contribution to institutional costs. The competing delivery service then sets its own rates for products similar to what the Postal Service offers its Global Plus 3 customers under that threshold and markets its ability to guarantee to beat the Postal Service on price for international delivery services. By sustaining this below-market strategy for a relatively short period of time, the competitor, or all of the Postal Service's competitors acting in a likewise fashion, would freeze the Postal Service and associated foreign postal operators out of the business-to-business and business-to-customer delivery services markets for which the Global Plus 3 product is designed.

Identified harm: Public disclosure of information in the contract and financial workpapers would be used by the counterparty's and its customer's competitors to its detriment.

Hypothetical: A firm competing with the customer obtains a copy of the unredacted version of the contract and financial workpapers from the Postal Regulatory Commission's website. The competitor analyzes the prices and the workpapers to assess the customer's underlying costs, volumes, and volume distribution for the corresponding delivery products. The competitor uses that information to (i) conduct market intelligence on the customer's business practices, and (ii) develop lower-cost alternatives using the customer's costs as a baseline.

Identified harm: Public disclosure of information in the contract and financial workpapers would be used by the competitors of the third party to the detriment of the Postal Service and/or the counterparty to the agreement.

Hypothetical: A firm competing with the interested third party obtains a copy of the unredacted version of the contract and financial workpapers from the Commission's website. The firm uses the information to assess the third party's revenue sources and growth opportunities, and thereby develop benchmarks for competitive alternatives. In addition, disclosure of such information could provide leverage to other parties in their negotiations with the Postal Service concerning financial arrangements that they may make with the Postal Service in the future.

Identified harm: Public disclosure of any cost, volume and revenue data concerning this agreement that the Commission may require the Postal Service to file after the contract's expiration would give competitors a marketing advantage.

Hypothetical: A competitor could use any cost, volume and revenue data associated with this agreement, which the Commission may require the Postal Service to file in this docket after this agreement's expiration, to "qualify" potential customers. The competitor might focus its marketing efforts only on customers that have a certain mailing profile, and use information filed after the contract's expiration to determine whether a customer met that profile.

Identified harm: Public disclosure of information in a Global Plus 3 contract that includes postage payment through a PC Postage Provider, and of information in related financial workpapers, would be used by the competitors of the PC Postage Provider to the Postal Service and/or the PC Postage Provider's detriment.

Hypothetical: A firm competing with the customer's PC Postage Provider obtains a copy of the unredacted version of a Global Plus 3 contract that includes postage payment through a PC Postage Provider, and financial workpapers, from the Commission's website. The firm uses the information to assess the PC Postage Provider's revenue sources and growth opportunities, and thereby develop benchmarks for competitive alternatives. In addition, disclosure of such information could provide leverage to other PC Postage Providers in their negotiations with the Postal Service concerning financial arrangements that PC Postage Providers make with the Postal Service in the future.

(6) The extent of protection from public disclosure deemed to be necessary;

The Postal Service maintains that the redacted portions of the materials filed non-publicly should be withheld from persons involved in competitive decision-making in the relevant delivery services markets, as well as their consultants and attorneys. Additionally, the Postal Service believes that actual or potential customers of the Postal Service for this or similar products should not be provided access to the non-public materials. This includes all competitors of the relevant customer, whether or not they are currently actual Postal Service customers.

(7) The length of time deemed necessary for the non-public materials to be protected from public disclosure with justification thereof; and

The Commission's regulations provide that non-public materials shall lose non-public status ten years after the date of filing with the Commission, unless the Commission or its authorized representative enters an order extending the duration of that status. 39 C.F.R. § 3007.30.

(8) Any other factors or reasons relevant to support the application.

None.

Conclusion

For the reasons discussed, the Postal Service asks that the Commission grant its application for non-public treatment of the identified materials.