

BEFORE THE
POSTAL RATE COMMISSION

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POSTAL RATE COMMISSION
OFFICE OF THE SECRETARY

COMPLAINT ON POST E.C.S.

DOCKET NO. C99-1

INTERROGATORIES AND REQUESTS
FOR PRODUCTION OF DOCUMENTS
OF UNITED PARCEL SERVICE TO
UNITED STATES POSTAL SERVICE
(UPS/USPS-1 THROUGH UPS/USPS-24)
(May 14, 1999)

Pursuant to Sections 25 and 26 of the Commission's Rules of Practice, United Parcel Service ("UPS") hereby submits the following interrogatories and requests for production of documents to the United States Postal Service ("Postal Service").

Without conceding the confidentiality of the information involved, UPS is willing to accept information or documents responsive to the paragraphs marked by an asterisk under the terms of a protective order in the form attached to UPS's separate motion for a protective order filed simultaneously with these discovery requests.

For the purpose of these discovery requests, the term "Technical Materials" means software license provisions, development of customs software, license fees and payment, software provider support and maintenance, warranty, indemnity, proprietary computer code, descriptions of proprietary computer codes, functional requirements of software, software test plans, and proprietary software integration plans, and similar technical information.

UPS/USPS-1. (a) What was the date that PostECS was first offered to any customer or potential customer?

(b) Which Postal Service departments, divisions, or other units were or are involved in developing, implementing, providing, and offering PostECS service?

(c) Describe all of the functions and responsibilities of each of the Postal Service departments, divisions, or units which play, or have played, any role in either the development, implementation, provision, or sale of PostECS.

UPS/USPS-2. What is the total number of PostECS transactions that have taken place to date?

UPS/USPS-3. Of the total number of PostECS transactions that have taken place to date, what proportion involved:

(a) both a sender located in the United States and a recipient located in the United States;

(b) a sender located in the United States and a recipient not located in the United States;

(c) a sender not located in the United States and a recipient located in the United States?

UPS/USPS-4. (a) Provide the number of PostECS transactions where the sender was located in the United States and the message was left for the recipient to retrieve on a server located in the United States.

(b) Provide the number of PostECS transactions where the sender was located in the United States and the message was left for the recipient to retrieve on a server located outside the United States.

(c) Provide the number of PostECS transactions where the sender was located outside the United States and the message was left for the recipient to retrieve on a server located in the United States.

(d) Provide the number of PostECS transactions where the sender was located outside the United States and the message was left for the recipient to retrieve on a server located outside the United States.

UPS/USPS-5. Provide all documents (other than Technical Materials) referring or relating to PostECS, including but not limited to:

(a) Promotional materials, coupons, advertisements, solicitations, and other similar items (the names of customers or potential customers need not be provided);

(b) Instructions to Postal Service or contractor personnel involved in selling, promoting, providing, or answering inquiries concerning, PostECS;

(c) Motivational tools, training materials, and any other similar materials for Postal Service or contractor personnel;

(d) Communications sent to any customers or potential customers, by mail or by any other form of delivery, including by wholly electronic means (the names of customers or potential customers need not be provided);

*(e) Plans for the future marketing of PostECS;

*(f) Any surveys of customers or potential customers or market studies concerning PostECS; and

(g) Plans for the future provision of PostECS.

UPS/USPS-6. Provide all training manuals or materials (other than Technical Materials) used or prepared by or for the Postal Service regarding PostECS.

UPS/USPS-7. Provide the full job titles, job descriptions, and all other duties, whether related to PostECS or not, performed by Postal Service employees who either (a) solicit customers or potential customers of PostECS, (b) are involved in answering inquiries concerning PostECS, (c) provide or participate in providing PostECS (including performing any functions related to any hardware, software, equipment, or other devices used in providing PostECS), (d) handle complaints about PostECS, or (e) handle billing for PostECS.

UPS/USPS-8. If PostECS were provided as a stand-alone service, at the present time would its:

- (a) revenues equal its costs, or
- (b) revenues exceed its costs, or
- (c) costs exceed its revenues?

UPS/USPS-9. Is PostECS ever offered in conjunction with the provision of, or in conjunction with offers to provide, any postal services? If so, provide all documents relating to such offers or transactions (the names of customers or potential customers need not be provided).

UPS/USPS-10. Provide all proposals, bids, solicitations, and advertising for PostECS provided to customers or potential customers of PostECS (the names of customers or potential customers need not be provided).

UPS/USPS-11. Provide all contracts or agreements for PostECS concluded with customers (the names of customers need not be provided).

UPS/USPS-12. Provide all marketing materials, including all descriptions to employees and all instructions to employees, referring or relating to PostECS.

*UPS/USPS-13. Provide all memoranda, studies, reports, analyses, and recommendations (other than Technical Materials), whether prepared by the Postal Service or by a consultant to or a contractor of the Postal Service, on whether the Postal Service should provide PostECS.

*UPS/USPS-14. Provide all contracts or agreements between the Postal Service and any other entity concerning PostECS, including all agreements between or among the Postal Service, La Poste, Canada Post Corporation, and International Post Corporation.

UPS/USPS-15. Have any Postal Service customers substituted the use of PostECS for the use of any hardcopy mail services? If so, provide all data or other information (other than the names of customers) concerning such situations.

UPS/USPS-16. Has the volume of Express Mail, Priority Mail, or any other postal service used by a particular Postal Service customer declined after that customer began to use PostECS? If so, provide all data or other information (other than the names of customers) concerning such situations.

UPS/USPS-17. For every PostECS customer, provide separately the volume of Express Mail, of Priority Mail, of any other type of mail, and of PostECS transactions (a) for the one year period before the customer began using PostECS service, and (b) separately, for the period since the customer started using PostECS. (There is no need to identify customers).

UPS/USPS-18. Does the Postal Service ever provide, or has it ever provided, hardcopy proof of delivery of a PostECS message or document? If so, provide the form of all such proofs of delivery.

UPS/USPS-19. Is the provision of PostECS an effort by the Postal Service to counteract the Postal Service's concerns about declining use of hardcopy mail due to the use of faxes, e-mail, or any other services that do not involve hardcopy delivery?

UPS/USPS-20. (a) Provide the number of United States users licensed to use PostECS.

(b) Is it possible for a United States user licensed to use PostECS to originate transactions from (i) more than one location, (ii) anywhere in the United States, (iii) in the United States and also from another country?

UPS/USPS-21. Provide the total costs of PostECS from the time it was first proposed to date. Provide all underlying source materials, data, and workpapers used to generate this figure.

UPS/USPS-22. (a) Break down the total cost figure provided in response to UPS/USPS-21 into labor, materials, advertising, administrative, and all other costs. Provide all underlying source materials, data, and workpapers used to prepare the response to this interrogatory.

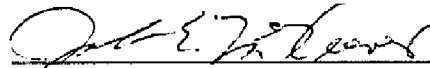
(b) For "all other costs," specify by category any significant costs omitted from the breakdown sought in paragraph (a), above. Provide all underlying source materials, data, and workpapers used to prepare the response to this interrogatory.

(c) Break down the total cost figure provided in response to UPS/USPS-21 into the finest disaggregation possible.

UPS/USPS-23. Provide the total costs of developing, implementing, and providing PostECS.

UPS/USPS-24. Provide the total revenues derived by the Postal Service from PostECS service.

Respectfully submitted,



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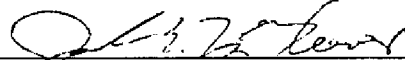
and

1200 19th Street, N.W.
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Of Counsel

CERTIFICATE OF SERVICE

I hereby certify that on this date I have caused to be served the foregoing document on all parties to this proceeding by first class mail, postage prepaid, in accordance with Section 12 of the Rules of Practice.



John E. McKeever

Dated: May 14, 1999
Philadelphia, PA