

Cross-Portfolio Key Performance Metrics					
Metric	FY14 Metric	FY14 Planned	FY15 Metric	FY15 Planned	FY15 Strategic Initiative(s)
1	Total Drive Revenue (\$)	\$5,400,000,000	Estimated Value of Closed Sales and Churn Reduction (\$)	\$5,270,000,000	16. Sales Excellence
2	Total Drive Cost Savings (\$)	\$1,530,252,539	Total DRIVE Cost Savings (\$)	\$746,799,000	1. Optimize Network Operations 2. Optimize Delivery Operations 49. Modernize Delivery 45. Building the Workforce of the Future
3	Total Work Hours Reduced (Hours)	24,000,000	Total Work Hours Reduced (Hours)	6,200,000	1. Optimize Network Operations
4	Total Headcount Reduction (FTEs)	67,000	Not in DRIVE for FY15	N/A	
5	Total Square Feet Reduced (Sq Ft)	2,200,000	Gross Consideration (Facilities) (\$)	\$175,000,000	4. Optimize Facility Footprint
6	Commercial Mail in Full Service (%)	97.0%	Commercial Mail in Full Service (%)	85%	51. Leverage Technology and Data to Drive Business Value
7	IMb Adoption Rate (%)	97.00%	Not in DRIVE for FY15	N/A	
8	Package Scanning (%)	96.5%	Package Scanning (%)	99%	51. Leverage Technology and Data to Drive Business Value