

## Negotiated Service Agreements (NSAs) Statistics January 2015 Update

As of January 5, 2015, the Commission has approved 32 NSAs in FY 2015. Of the 32 NSAs, 2 were Market Dominant and 30 were Competitive. Table I shows these NSAs, as well as those the Commission approved during each of the past seven fiscal years. These NSAs require prior Commission approval for compliance with statutory and regulatory criteria.

**Table I: NSAs Approved by the Commission<sup>1</sup>  
FY 2008 – FY 2015**

(As of January 5, 2015)

| NSAs                         | FY 2008   | FY 2009   | FY 2010    | FY 2011   | FY 2012   | FY 2013   | FY 2014   | FY 2015   | Total      |
|------------------------------|-----------|-----------|------------|-----------|-----------|-----------|-----------|-----------|------------|
| <b>Market Dominant</b>       |           |           |            |           |           |           |           |           |            |
| Domestic                     | 0         | 0         | 0          | 1         | 1         | 1         | 1         | 0         | 4          |
| International                | 0         | 1         | 3          | 3         | 4         | 4         | 6         | 2         | 23         |
| <b>Total Market Dominant</b> | <b>0</b>  | <b>1</b>  | <b>3</b>   | <b>4</b>  | <b>5</b>  | <b>5</b>  | <b>7</b>  | <b>2</b>  | <b>27</b>  |
| <b>Competitive</b>           |           |           |            |           |           |           |           |           |            |
| Domestic                     | 1         | 32        | 13         | 13        | 32        | 52        | 40        | 21        | 204        |
| International                | 16        | 34        | 111        | 48        | 22        | 29        | 36        | 9         | 305        |
| <b>Total Competitive</b>     | <b>17</b> | <b>66</b> | <b>124</b> | <b>61</b> | <b>54</b> | <b>81</b> | <b>76</b> | <b>30</b> | <b>509</b> |
| <b>Total NSAs</b>            | <b>17</b> | <b>67</b> | <b>127</b> | <b>65</b> | <b>59</b> | <b>86</b> | <b>83</b> | <b>32</b> | <b>536</b> |

<sup>1</sup>This table presents data only on NSAs approved under the Commission's PAEA rules.

In addition, non-published rates (NPR) products authorize the Postal Service to enter into contracts featuring negotiated rates without prior Commission approval. Such contracts must comply with Commission classification and regulatory requirements, including pre-approved pricing formulas, minimum cost coverage, and documentation. The absence of pre-implementation review streamlines the approval process, providing the Postal Service with additional flexibility. The Commission has approved six NPR products since their inception in FY 2011: Global Expedited Package Services (GEPS)-NPR 1, GEPS-NPR 2, GEPS-NPR 3, GEPS-NPR 4, Priority Mail-NPR, and Priority Mail International Regional Rate Boxes-NPR.

As of January 5, 2015, the Postal Service has implemented 26 contracts in FY 2015 under NPR products. Table II shows these contracts, as well as those implemented during each of the past four fiscal years. All NPR products are Competitive.

**Table II: Contracts Implemented by the Postal Service by NPR Product  
FY 2011 – FY 2015**

(As of January 5, 2015)

| NPR Products  | Number of Contracts |            |            |            |           |            |
|---|---------------------|------------|------------|------------|-----------|------------|
|   | FY 2011             | FY 2012    | FY 2013    | FY 2014    | FY 2015   | Total      |
| GEPS-NPR 1, 2, 3, and 4 <sup>1</sup>                | 168                 | 141        | 129        | 124        | 26        | 588        |
| Priority Mail-NPR                                   | 3                   | 3          | 2          | 1          | 0         | 9          |
| Priority Mail International Regional Rate Boxes-NPR | N/A                 | N/A        | 0          | 0          | 0         | 0          |
| <b>Total</b>  | <b>171</b>          | <b>144</b> | <b>131</b> | <b>125</b> | <b>26</b> | <b>597</b> |

<sup>1</sup>For display purposes, Table II lists all four GEPS-NPR products as a single line item.