

Negotiated Service Agreements (NSAs) Statistics January 2022 Update

As of January 1, 2022, the Commission has approved 43 NSAs in FY 2022. Of the 43 NSAs, 0 were Market Dominant and 43 were Competitive. Table I shows these NSAs, as well as those the Commission approved during the past thirteen fiscal years. These NSAs require prior Commission approval for compliance with statutory and regulatory criteria.

Table I: NSAs Approved by the Commission FY 2008 - FY 2022
Updated January 1, 2021

| | | FY 08-14 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 | Total |
|-----------------|---------------|----------|---------|---------|---------|---------|---------|---------|---------|---------|-------|
| Competitive | Domestic | 183 | 81 | 187 | 211 | 226 | 191 | 218 | 131 | 37 | 1,465 |
| | International | 296 | 58 | 97 | 104 | 81 | 25 | 49 | 5 | 6 | 721 |
| | Total | 479 | 139 | 284 | 315 | 307 | 216 | 267 | 136 | 43 | 2,186 |
| Market Dominant | Domestic | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | International | 25 | 4 | 3 | 5 | 1 | 1 | 0 | 0 | 0 | 39 |
| | Total | 25 | 4 | 3 | 5 | 1 | 1 | 0 | 0 | 0 | 39 |
| Grand Total | | 504 | 143 | 287 | 320 | 308 | 217 | 267 | 136 | 43 | 2,225 |

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 20 NPR products since their inception in FY 2011: Global Expedited Package Services (GEPS)-NPR 1-15, International Merchandise Return Foreign Postal Operators (IMRS-FPO) 1, IMRS-FPO 2, Priority Mail-NPR 1, Priority Mail-NPR 2 and Priority Mail International Regional Rate Boxes-NPR.

As of January 1, 2022, the Postal Service has implemented 35 contracts in FY 2022 under NPR products. Table II shows these contracts, as well as those implemented during each of the past ten fiscal years. All NPR products are Competitive.

Table II: Contracts Implemented by the Postal Service by NPR Product FY 2011- FY2022

Updated January 1, 2021

| | FY 11-15 | FY 2016 | FY 2017 | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 | Total |
|--|------------|------------|------------|------------|------------|------------|------------|-----------|--------------|
| GEPS-NPR 1-15 | 653 | 244 | 393 | 474 | 326 | 380 | 174 | 35 | 2,679 |
| IMRS-FPO 1 and 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Priority Mail International Regional Rate Boxes-NPR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Priority Mail-NPR 1 and 2 | 9 | 207 | 121 | 145 | 116 | 125 | 120 | 0 | 843 |
| Total | 662 | 451 | 514 | 619 | 442 | 505 | 294 | 35 | 3,522 |