

## Negotiated Service Agreements (NSAs) Statistics June 2020 Update

As of June 1, 2020, the Commission has approved 138 NSAs in FY 2020. Of the 138 NSAs, 0 were Market Dominant and 138 were Competitive. Table I shows these NSAs, as well as those the Commission approved during each of the past ten 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 2020**  
(As of June 1, 2020)

NSAs	FY 2020	FY 2019	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014	FY2008-13	Total
<b>Market Dominant</b>									
Domestic	0	0	0	0	0	0	1	3	4
International	0	1	1	5	3	4	6	15	35
<b>Total Market Dominant</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>5</b>	<b>3</b>	<b>4</b>	<b>7</b>	<b>18</b>	<b>39</b>
<b>Competitive</b>									
Domestic	125	191	226	211	187	81	40	143	1204
International	13	24	81	104	97	58	36	260	673
<b>Total Competitive</b>	<b>138</b>	<b>215</b>	<b>307</b>	<b>315</b>	<b>284</b>	<b>139</b>	<b>76</b>	<b>403</b>	<b>1877</b>
<b>Total NSAs</b>	<b>138</b>	<b>216</b>	<b>308</b>	<b>320</b>	<b>287</b>	<b>143</b>	<b>83</b>	<b>421</b>	<b>1916</b>

<sup>1</sup> Since the enactment of the PAEA, the Commission has approved all but one NSA requested by the Postal Service. See PRC Order No. 2410, issued March 24, 2015.

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 18 NPR products since their inception in FY 2011: Global Expedited Package Services (GEPS)-NPR 1-14, International Merchandise Return Foreign Postal Operators (IMRS-FPO) 1, IMRS-FPO 2, Priority Mail-NPR, and Priority Mail International Regional Rate Boxes-NPR.

As of June 1, 2020, the Postal Service has implemented 234 contracts in FY 2020 under NPR products. Table II shows these contracts, as well as those implemented during each of the past six fiscal years. All NPR products are Competitive.

**Table II: Contracts Implemented by the Postal Service by NPR Product  
FY 2011 – FY 2020**

(As of June 1, 2020)

	Number							Total
	FY 2020	FY 2019	FY 2018	FY 2017	FY 2016	FY 2015	FY 2011-2014	
GEPS–NPR 1-14	156	326	474	393	244	91	562	2246
IMRS-FPO 1 and 2	0	0	0	0	0	0	N/A	0
Priority Mail–NPR	78	116	145	121	207	0	9	676
Priority Mail International Regional Rate Boxes–NPR	0	0	0	0	0	0	0	0
<b>Total</b>	<b>234</b>	<b>442</b>	<b>619</b>	<b>514</b>	<b>451</b>	<b>91</b>	<b>571</b>	<b>2922</b>

<sup>1</sup> For display purposes, Table II lists all fourteen GEPS–NPR products and both IMRS-FPO products as single line items.