

Negotiated Service Agreements (NSAs) Statistics March 2021 Update

As of March 1, 2020, the Commission has approved 68 NSAs in FY 2021. Of the 68 NSAs, 0 were Market Dominant and 68 were Competitive. Table I shows these NSAs, as well as those the Commission approved during each of the past eight 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 2021

Updated March 1, 2021

		FY 08-13	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	Total
Competitive	Domestic	143	40	81	187	211	226	191	210	65	1,354
	International	260	36	58	97	104	81	25	57	3	721
	Total	403	76	139	284	315	307	216	267	68	2,075
Market Dominant	Domestic	3	1	0	0	0	0	0	0	0	4
	International	15	6	4	3	5	1	1	0	0	35
	Total	18	7	4	3	5	1	1	0	0	39
Total		421	83	143	287	320	308	217	267	68	2,114

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 March 1, 2020, the Postal Service has implemented 115 contracts in FY 2021 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- FY2021

Updated March 1, 2021

NPR type	FY 11-14	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	Total
GEPS-NPR 1-15	562	91	244	393	474	326	380	69	2,539
IMRS-FPO 1 and 2		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	0	207	121	145	116	125	46	769
Total	571	91	451	514	619	442	505	115	3,308