

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

As of April 3, 2015, the Commission has approved 57 NSAs in FY 2015. Of these NSAs, 2 were Market Dominant and 55 were Competitive. Table 1 shows these NSAs, as well as the NSAs approved during each of the past seven fiscal years. These NSAs require prior Commission review for compliance with statutory and regulatory criteria.

**Table 1: NSAs Approved by the Commission Under the PAEA<sup>1</sup>  
FY 2008 – FY 2015**  
(As of April 3, 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	39	222
International	16	34	111	48	22	29	36	16	312
<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>55</b>	<b>534</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>57</b>	<b>561</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, the Commission approved products—known as non-published rates (NPR) products—that authorize the Postal Service to enter into contracts featuring negotiated rates without prior Commission review. Contracts authorized pursuant to such products must comply with the Commission’s 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 seven NPR products since their inception in FY 2011: Global Expedited Package Services (GEPS)–NPR 1, GEPS–NPR 2, GEPS–NPR 3, GEPS–NPR 4, GEPS–NPR 5, Priority Mail–NPR, and Priority Mail International Regional Rate Boxes–NPR.

As of April 3, 2015, the Postal Service has implemented 45 contracts in FY 2015 authorized by NPR products. Table 2 shows these contracts, as well as the contracts implemented during each of the past four fiscal years. All NPR products are Competitive.

**Table 2: Contracts Implemented by the Postal Service by NPR Product  
FY 2011 – FY 2015**

(As of April 3, 2015)

NPR Products	Number of Contracts					
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Total
GEPS–NPR 1, 2, 3, 4, and 5 <sup>1</sup>	168	141	129	124	45	607
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>45</b>	<b>616</b>

<sup>1</sup> For display purposes, Table 2 lists all five GEPS–NPR products as a single line item.