

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

As of March 2, 2015, the Commission has approved 44 NSAs in FY 2015. Of the 44 NSAs, 2 were Market Dominant and 42 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 March 2, 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	30	213
International	16	34	111	48	22	29	36	12	308
<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>42</b>	<b>521</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>44</b>	<b>548</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 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 March 2, 2015, the Postal Service has implemented 38 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 March 2, 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	38	600
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>38</b>	<b>609</b>

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