

Negotiated Service Agreements (NSAs) Statistics March 2017 Update

As of March 1, 2017, the Commission has approved 123 NSAs in FY 2017. Of the 123 NSAs, 5 were Market Dominant and 118 were Competitive. Table I shows these NSAs, as well as those the Commission approved during each of the past nine fiscal years. These NSAs require prior Commission approval for compliance with statutory and regulatory criteria.

Table I: NSAs Approved by the Commission¹
FY 2008 – FY 2017
(As of March 1, 2017)

NSAs	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012	FY 2011	FY 2010	FY 2009	FY 2008	Total
Market Dominant											
Domestic	0	0	0	1	1	1	1	0	0	0	4
International	5	3	4	6	4	4	3	3	1	0	33
Total Market Dominant	5	3	4	7	5	5	4	3	1	0	37
Competitive											
Domestic	89	187	81	40	52	32	13	13	32	1	540
International	29	97	58	36	29	22	48	111	34	16	480
Total Competitive	118	284	139	76	81	54	61	124	66	17	1020
Total NSAs	123	287	143	83	86	59	65	127	67	17	1057

¹ 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 15 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, GEPS-NPR 6, GEPS-NPR 7, GEPS-NPR 8, GEPS-NPR 9, GEPS-NPR 10, GEPS-NPR 11 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 March 1, 2017, the Postal Service has implemented 163 contracts in FY 2017 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 2017**

(As of March 1, 2017)

NPR Products ¹	Number							Total
	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012	FY 2011	
GEPS–NPR 1, 2, 3, 4,5,6,7, 8, 9, 10, and 11	131	244	91	124	129	141	168	1028
IMRS-FPO 1 and 2	0	0	0	N/A	N/A	N/A	N/A	0
Priority Mail–NPR	32	206	0	1	2	3	3	247
Priority Mail International Regional Rate Boxes–NPR	0	0	0	0	0	N/A	N/A	0
Total	163	450	91	125	131	144	171	1275

¹ For display purposes, Table II lists all eleven GEPS–NPR products and both IMRS-FPO products as single line items.