

Negotiated Service Agreements (NSAs) Statistics October 2015 Update

In FY 2016 (to date), the Commission has approved 9 NSAs. Of these NSAs, none were Market Dominant and 9 were Competitive. Table 1 shows these NSAs, as well as the number of NSAs approved during each of the past eight fiscal years. These NSAs require prior Commission review for compliance with statutory and regulatory criteria.

**Table 1: NSAs Approved by the Commission Under the PAEA¹
FY 2008 – FY 2016**
(As of October 31, 2015)

NSAs	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	Total
Market Dominant										
Domestic	0	0	0	1	1	1	1	0	0	4
International	0	1	3	3	4	4	6	4	0	25
Total Market Dominant	0	1	3	4	5	5	7	4	0	29
Competitive										
Domestic	1	32	13	13	32	52	40	81	5	264
International	16	34	111	48	22	29	36	59	4	355
Total Competitive	17	66	124	61	54	81	76	140	9	619
Total NSAs	17	67	127	65	59	86	83	144	9	648

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.

During the past several years, the Commission has approved products that authorize the Postal Service to enter into contracts featuring negotiated rates without prior Commission review. Such contracts 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. These types of NSA products are known as non-published rates (NPR) products.

The Commission has approved ten 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, Priority Mail–NPR, and Priority Mail International Regional Rate Boxes–NPR. All ten NPR products are Competitive.

In FY 2016 (to date), the Postal Service has not implemented contracts authorized by NPR products. Table 2 shows the number of contracts implemented during each of the past five fiscal years.

**Table 2: Contracts Implemented by the Postal Service by NPR Product
FY 2011 – FY 2016**

(As of October 31, 2015)

NPR Products	Number of Contracts						
	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	Total
GEPS–NPR 1, 2, 3, 4,5,6,7 and 8 ¹	168	141	129	124	103	0	665
Priority Mail–NPR	3	3	2	1	0	0	9
Priority Mail International Regional Rate Boxes–NPR	N/A	N/A	0	0	0	0	0
Total	171	144	131	125	103	0	674

¹ For display purposes, Table II lists all eight GEPS–NPR products as a single line item.