

Negotiated Service Agreements (NSAs) Statistics October 2017 Update

As of October 1, 2017, the Commission has approved 311 NSAs in FY 2017. Of the 311 NSAs, 6 were Market Dominant and 305 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 October 1, 2017)

NSAs	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012	FY2008-11	Total
Market Dominant								
Domestic	0	0	0	1	1	1	1	4
International	6	3	4	6	4	4	7	34
Total Market Dominant	6	3	4	7	5	5	8	38
Competitive								
Domestic	204	187	81	40	52	32	59	655
International	101	97	58	36	29	22	209	552
Total Competitive	305	284	139	76	81	54	268	1207
Total NSAs	311	287	143	83	86	59	276	1245

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 16 NPR products since their inception in FY 2011: Global Expedited Package Services (GEPS)-NPR 1-12, 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 October 1, 2017, the Postal Service has implemented 495 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 October 1, 2017)

NPR Products ¹	Number							Total
	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012	FY 2011	
GEPS–NPR 1-12	375	244	91	124	129	141	168	1272
IMRS-FPO 1 and 2	0	0	0	N/A	N/A	N/A	N/A	0
Priority Mail–NPR	120	206	0	1	2	3	3	335
Priority Mail International Regional Rate Boxes–NPR	0	0	0	0	0	N/A	N/A	0
Total	495	450	91	125	131	144	171	1607

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