

Negotiated Service Agreements (NSAs) Statistics September 2016 Update

As of September 1, 2016, the Commission has approved 291 NSAs in FY 2016. Of the 291 NSAs, 3 were Market Dominant and 288 were Competitive. Table I shows these NSAs, as well as those the Commission approved during each of the past eight 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 2016**

(As of September 1, 2016)

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	3	28
Total Market Dominant	0	1	3	4	5	5	7	4	3	32
Competitive										
Domestic	1	32	13	13	32	52	40	103	191	286
International	16	34	111	48	22	29	36	70	97	366
Total Competitive	17	66	124	61	54	81	76	173	288	652
Total NSAs	17	67	127	65	59	86	83	177	291	684

¹Since 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 twelve 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, Priority Mail-NPR, and Priority Mail International Regional Rate Boxes-NPR.

As of September 1, 2016, the Postal Service has implemented 246 contracts in FY 2016 under NPR products. Table II shows these contracts, as well as those implemented during each of the past five fiscal years. All NPR products are Competitive.

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

(As of September 1, 2016)

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, 8 and 10 ¹	168	141	129	124	134	246	942
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	134	246	951

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