

Negotiated Service Agreement (NSA) Statistics

Fiscal Year 2023, Quarter 3 Update

1. Breakdown of NSAs:

The Postal Service maintains contracts with private businesses and other entities to ship items via the USPS' portfolio of package products. In quarter three of fiscal year 2023, the USPS maintained 16 different variations of Domestic Negotiated Service Agreements (NSAs), and several variations of International NSAs for both inbound and outbound pieces, leading to 843 contracts that were in effect in the quarter. Out of the 843, 48 are newly established contracts that went into effect in the third quarter of fiscal year 2023.

Active NSAs During FY 2023, Q3

Competitive Domestic NSA Product Groupings	Number of NSAs
First-Class Package Service	10
First-Class Package Service & Parcel Select	2
Parcel Return Service	3
Parcel Select & Parcel Return Service	2
Parcel Select	15
Priority Mail-Non Published Rates	298
Priority Mail & First-Class Package Service	59
Priority Mail	102
Priority Mail Express & Priority Mail	14
Priority Mail Express	9
Priority Mail Express, Priority Mail & First-Class Package Service	10
Priority Mail Express, Priority Mail & Parcel Select	1
Priority Mail, First-Class Package Service & Parcel Select	19
Priority Mail & Parcel Select	6
Priority Mail, Parcel Select & Parcel Return Service	1
Priority Mail Express & First-Class Package Service	0
Priority Mail Express, Priority Mail, First-Class Package Service & Parcel Select	113
Total	664

FY2023, Quarter 3

664

Domestic

FY2023, Quarter 3

160

Outbound International

Competitive Outbound Intl NSA Product Groupings	Number of NSAs
GEPS - NPR 15	111
GREPC 1	1
GREPC 2	11
IPA, CeP, PMEI, PMI & FCPIS	10
IPA, CeP, PMEI, PMI & FCPIS with Reseller	7
IPA, ISAL, CeP, PMEI, PMI & FCPIS	0
IPA, ISAL, CeP, PMEI, PMI & FCPIS with Reseller	0
PMEI, PMI & FCPIS	16
PMEI, PMI, FCPIS & CeP	4
Total	160

Competitive Inbound Intl NSA Product Groupings	Number of NSAs
Competitive Product Prices - Inbound EMS 2	1
Competitive Product Prices - Inbound International Tracked Delivery Service (int'l ancillary service)	0
Global Plus 2C	3
IBRS - Competitive Contract 1	1
IBRS - Competitive Contract 3	7
Inbound Competitive Multi-Service Agreements with Foreign Postal Operators - FPO-USPS Agreement	3
Inbound Competitive Multi-Service Agreements with Foreign Postal Operators - IRA-USPS II	1
Inbound Competitive Multi-Service Agreements with Foreign Postal Operators - PRIME -USPS Registered Service Agreement	1
Inbound Competitive Multi-Service Agreements with Foreign Postal Operators - PRIME -USPS Tracked Service Agreement	1
Inbound Competitive Prime Registered Service Agreement 1	1
Total	19

FY2023, Quarter 3

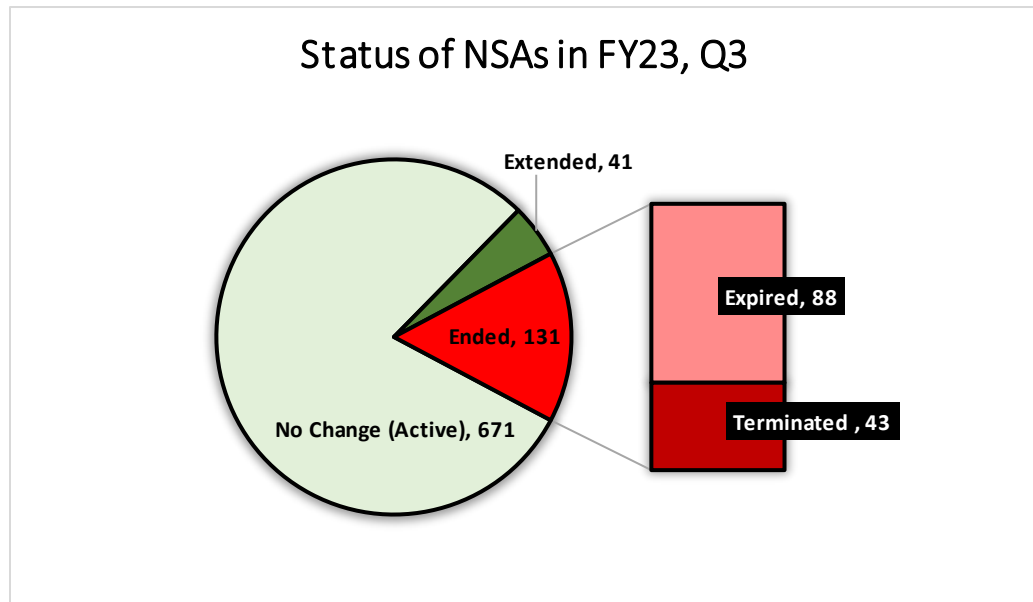
19

Inbound International

843 Total

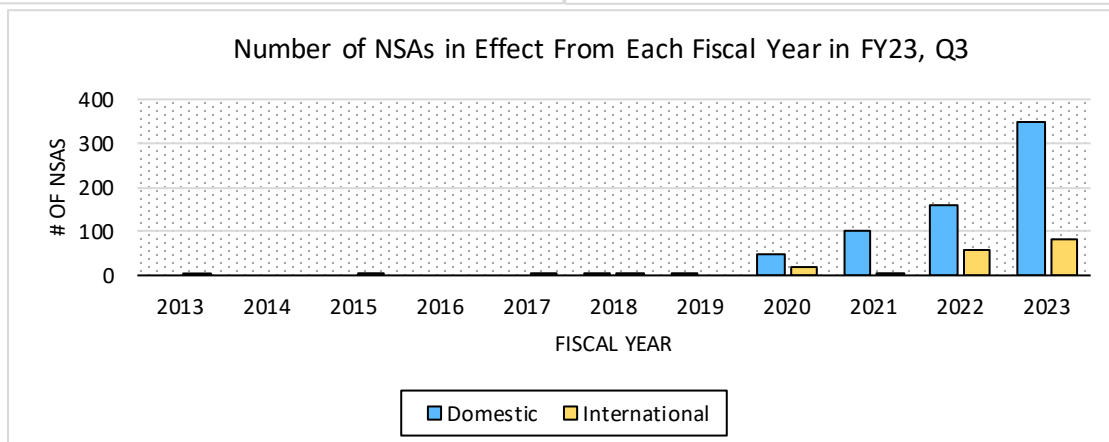
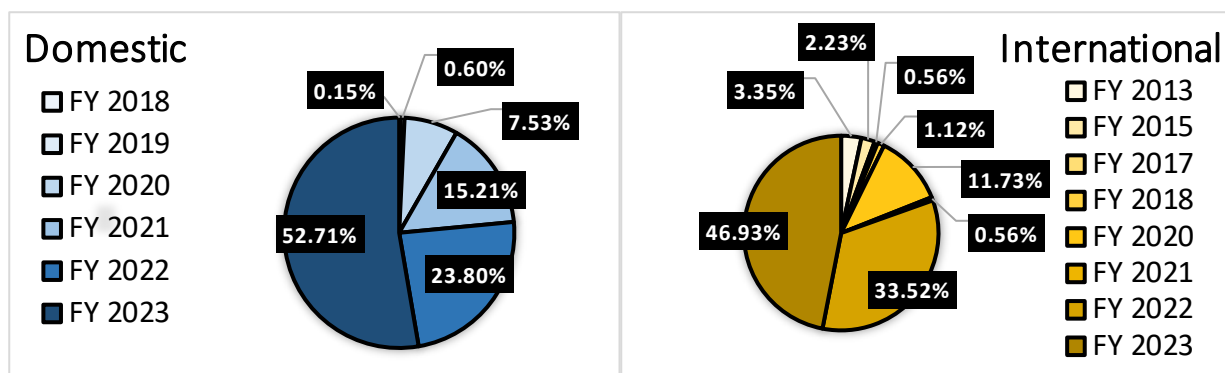
2. Early Termination vs Extension:

Negotiated Service Agreements can be terminated before their original date of expiration, as well as be extended past their original date of expiration for a multitude of reasons. Of the 843 NSAs that were in effect in quarter three of fiscal year 2023, 43 NSAs were terminated early, while 41 NSAs were extended in the quarter.



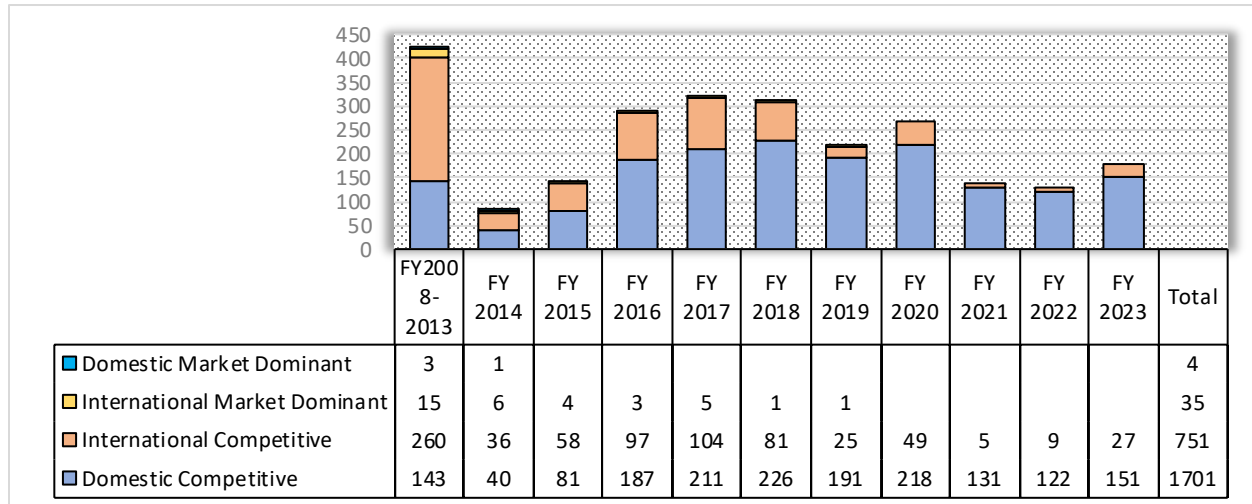
3. When Did the NSAs Begin?

The length of an NSA can span several years. Slightly more than half of the NSAs that were in effect in quarter three of fiscal year 2023, were established in fiscal years prior.



4. NSAs Approved Over the Years:

As of July 1, 2023, the Commission has approved 178 NSAs in FY2023, 151 of which are domestic, and 27 are international. The following graphic also shows the number of NSAs approved by the Commission during the past fifteen fiscal years. These NSAs require prior Commission approval for compliance with statutory and regulatory criteria.



5. NPRs Implemented Over the Years:

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 preapproved pricing formulas, minimum cost coverage, and documentation. The absence of pre-implementation review streamlines the approval process, providing the Postal Service with additional flexibility. As of July 1, 2023, the Postal Service has implemented 245 (187 PMNPR-2 and 58 GEPS NPR 15) contracts in FY 2023 under NPR products. The following graphic shows these contracts, as well as those implemented during each of the past twelve fiscal years. All NPR products are Competitive.

