

Negotiated Service Agreement (NSA) Statistics

Fiscal Year 2023, Quarter 4 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 four of fiscal year 2023, the USPS maintained 20 different variations of Domestic Negotiated Service Agreements (NSAs), and several variations of International NSAs for both inbound and outbound pieces, leading to 840 contracts that were in effect in the quarter. Out of the 840, 129 are newly established contracts that went into effect in the fourth quarter of fiscal year 2023.

Active NSAs During FY 2023, Q4

Competitive Domestic NSA Product Groupings	Number of NSAs
First-Class Package Service	9
First-Class Package Service & Parcel Select	7
Parcel Return Service	3
Parcel Select & Parcel Return Service	2
Parcel Select	11
Priority Mail-Non Published Rates	222
Priority Mail & First-Class Package Service	49
Priority Mail	88
Priority Mail Express & Priority Mail	12
Priority Mail Express	9
Priority Mail Express, Priority Mail & First-Class Package Service	8
Priority Mail Express, Priority Mail & Parcel Select	1
Priority Mail, First-Class Package Service & Parcel Select	30
Priority Mail & Parcel Select	6
Priority Mail, Parcel Select & Parcel Return Service	1
Priority Mail Express, Priority Mail, First-Class Package Service & Parcel Select	112
Priority Mail, First-Class Package Service, Parcel Select, & Parcel Return Service	1
Priority Mail & USPS Ground Advantage	54
Priority Mail Express, Priority Mail, & USPS Ground Advantage	8
USPS Ground Advantage	3
Total	636

FY2023, Quarter 4
636
Domestic

FY2023, Quarter 4
185
Outbound International

Competitive Outbound Intl NSA Product Groupings	Number of NSAs
GEPS - NPR 15	132
GREPC 1	1
GREPC 2	9
IPA, CeP, PMEI, PMI & FCPIS	10
IPA, CeP, PMEI, PMI & FCPIS with Reseller	7
PMEI, PMI & FCPIS	21
PMEI, PMI, FCPIS & CeP	5
Total	185

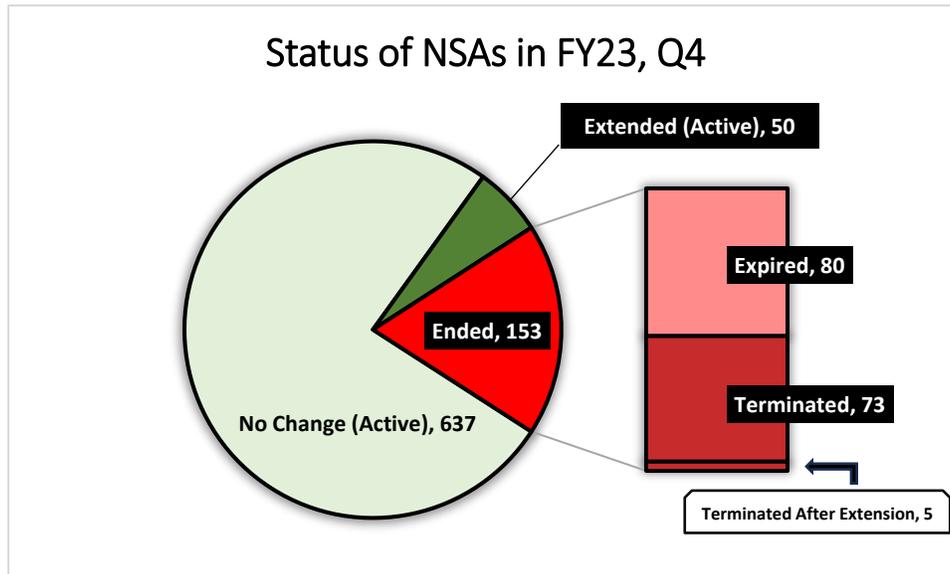
Competitive Inbound Intl NSA Product Groupings	Number of NSAs
Competitive Product Prices - Inbound EMS 2	1
Global Plus 2C	3
IBRS - Competitive Contract 1	1
IBRS - Competitive Contract 3	7
Inbound Competitive Multi-Service Agreements with Foreign Postal Operators - FPO-USPS Agreement	3
Inbound Competitive 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 4
19
Inbound International

840 Total

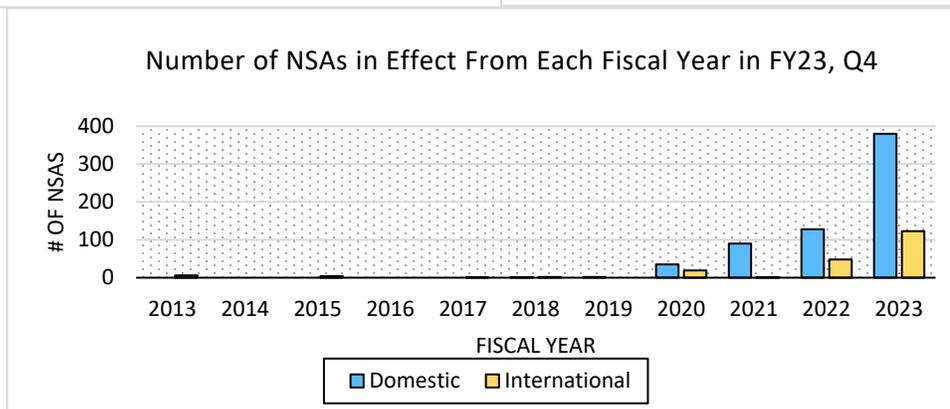
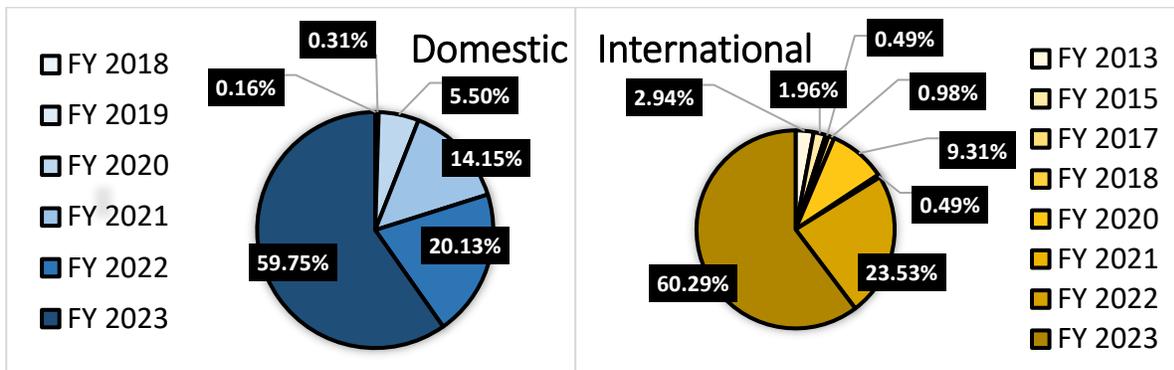
2. Early Termination vs Extension:

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 840 NSAs that were in effect in quarter four of fiscal year 2023, 72 NSAs were terminated early, while 55 NSAs were extended in the quarter.



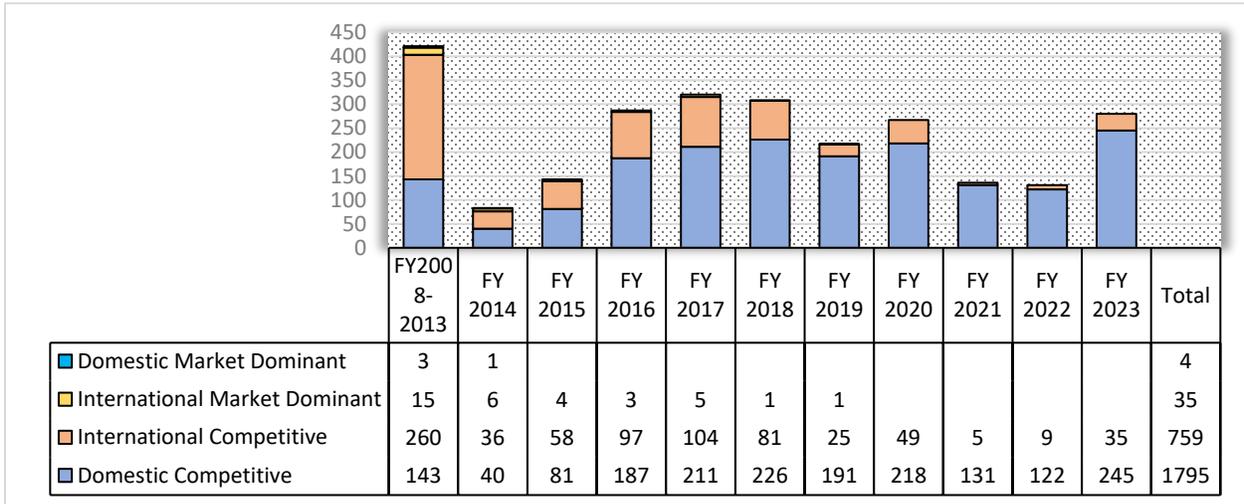
3. When Did the NSAs Begin?

The length of an NSA can span several years. Approximately 40% of the NSAs that were in effect in quarter four of fiscal year 2023, were established in fiscal years prior.



4. NSAs Approved Over the Years:

As of October 1, 2023, the Commission has approved 280 NSAs in FY2023, 245 of which are domestic, and 35 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 and therefore do not include the non-published rates products discussed in number 5 below.



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 of each contract. 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 of each contract streamlines the approval process, providing the Postal Service with additional flexibility. As of October 1, 2023, the Postal Service has implemented 277 (187 PMNPR-2 and 90 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.

