

## Negotiated Service Agreements (NSAs) Statistics October 2019 Update

As of October 1, 2019, the Commission has approved 216 NSAs in FY 2019. Of the 216 NSAs, 0 were Market Dominant and 216 were Competitive. Table I shows these NSAs, as well as those the Commission approved during each of the past ten fiscal years. These NSAs require prior Commission approval for compliance with statutory and regulatory criteria.

**Table I: NSAs Approved by the Commission<sup>1</sup>  
FY 2008 – FY 2019**

(As of October 1, 2019)

NSAs	FY 2019	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013	FY2008-12	Total
<b>Market Dominant</b>									
Domestic	0	0	0	0	0	1	1	2	5
International	0	1	5	3	4	6	4	11	38
<b>Total Market Dominant</b>	<b>0</b>	<b>1</b>	<b>5</b>	<b>3</b>	<b>4</b>	<b>7</b>	<b>5</b>	<b>13</b>	<b>43</b>
<b>Competitive</b>									
Domestic	191	226	211	187	81	40	52	91	1111
International	25	81	104	97	58	36	29	231	683
<b>Total Competitive</b>	<b>216</b>	<b>307</b>	<b>315</b>	<b>284</b>	<b>139</b>	<b>76</b>	<b>81</b>	<b>322</b>	<b>1794</b>
<b>Total NSAs</b>	<b>216</b>	<b>308</b>	<b>320</b>	<b>287</b>	<b>143</b>	<b>83</b>	<b>86</b>	<b>335</b>	<b>1837</b>

<sup>1</sup> 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 18 NPR products since their inception in FY 2011: Global Expedited Package Services (GEPS)-NPR 1-14, 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, 2019, the Postal Service has implemented 437 contracts in FY 2019 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 2019**

(As of October 1, 2019)

	Number									
	FY 2019	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012	FY 2011	Total
GEPS–NPR 1-14	326	474	393	244	91	124	129	141	168	2090
IMRS-FPO 1 and 2	0	0	0	0	0	N/A	N/A	N/A	N/A	0
Priority Mail–NPR	111	145	121	207	0	1	2	3	3	593
Priority Mail International Regional Rate Boxes–NPR	0	0	0	0	0	0	0	N/A	N/A	0
<b>Total</b>	<b>437</b>	<b>619</b>	<b>514</b>	<b>451</b>	<b>91</b>	<b>125</b>	<b>131</b>	<b>144</b>	<b>171</b>	<b>2683</b>

<sup>1</sup> For display purposes, Table II lists all fourteen GEPS–NPR products and both IMRS-FPO products as single line items.