

Negotiated Service Agreements (NSAs) Statistics September 2020 Update

As of September 1, 2020, the Commission has approved 242 NSAs in FY 2020. Of the 242 NSAs, 0 were Market Dominant and 242 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 Commission¹
FY 2008 – FY 2020**

(As of September 1, 2020)

NSAs	FY 2020	FY 2019	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014	FY2008-13	Total
Market Dominant									
Domestic	0	0	0	0	0	0	1	3	4
International	0	1	1	5	3	4	6	15	35
Total Market Dominant	0	1	1	5	3	4	7	18	39
Competitive									
Domestic	185	191	226	211	187	81	40	143	1264
International	57	25	81	104	97	58	36	260	718
Total Competitive	242	216	307	315	284	139	76	403	1982
Total NSAs	242	217	308	320	287	143	83	421	2021

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 20 NPR products since their inception in FY 2011: Global Expedited Package Services (GEPS)-NPR 1-15, International Merchandise Return Foreign Postal Operators (IMRS-FPO) 1, IMRS-FPO 2, Priority Mail-NPR 1, Priority Mail-NPR 2 and Priority Mail International Regional Rate Boxes-NPR.

As of September 1, 2020, the Postal Service has implemented 464 contracts in FY 2020 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 2020**

(As of September 1, 2020)

	Number							
	FY 2020	FY 2019	FY 2018	FY 2017	FY 2016	FY 2015	FY 2011-2014	Total
GEPS–NPR 1-15	347	326	474	393	244	91	562	2437
IMRS-FPO 1 and 2	0	0	0	0	0	0	N/A	0
Priority Mail–NPR 1 and 2	117	116	145	121	207	0	9	715
Priority Mail International Regional Rate Boxes–NPR	0	0	0	0	0	0	0	0
Total	464	442	619	514	451	91	571	3152

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