

Negotiated Service Agreements (NSAs) Statistics October 2020 Update

As of October 1, 2020, the Commission has approved 267 NSAs in FY 2020. Of the 267 NSAs, 0 were Market Dominant and 267 were Competitive. Table I shows these NSAs, as well as those the Commission approved during the past twelve fiscal years. These NSAs require prior Commission approval for compliance with statutory and regulatory criteria.

Table I: NSAs Approved by the Commission FY 2008 - FY 2020
Updated October 1, 2020

		FY 08-13	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Total
Competitive	Domestic	143	40	81	187	211	226	191	210	1,289
	International	260	36	58	97	104	81	25	57	718
	Total	403	76	139	284	315	307	216	267	2,007
Market Dominant	International	15	6	4	3	5	1	1	0	35
	Domestic	3	1	0	0	0	0	0	0	4
	Total	18	7	4	3	5	1	1	0	39
Total		421	83	143	287	320	308	217	267	2,046

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 October 1, 2020, the Postal Service has implemented 505 contracts in FY 2020 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 2020
 Updated October 1, 2020

	FY 2011-14	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	Total
GEPS-NPR 1-15	562	91	244	393	474	326	380	2,470
IMRS-FPO 1 and 2		0	0	0	0	0	0	0
Priority Mail International Regional Rate Boxes-NPR	0	0	0	0	0	0	0	0
Priority Mail-NPR 1 and 2	9	0	207	121	145	116	125	723
Total	571	91	451	514	619	442	505	3,193