Tom Foti, VP, Product Solutions
Garrett Hoyt, VP, Technology Applications

Entry, Payment, Product Focus Group Leaders

April 5, 2022

UNITED STATES POSTAL SERVICE®

Agenda

- **Tom Foti, VP Product Solutions**

❑ Organizational Changes

❑ Category 14

❑ New Mailing Promotion Portal

- **Garrett Hoyt, VP, Technology Applications**

❑ Non-Standard Length and Non-Compliance for Packages

❑ Bulk Permit Balance Check

❑ Structure Change Process

Tom Foti

VP, Product Solutions

Product Solutions – Organizational Changes

PCSC Retirements

Director, PCSC- Charles “Chuck” Tricamo

Manager, Mail Classification- April Everett

Mgr, National Customer Rulings- Beverly Moore

Classification Specialist- Martin Robi

Product Acceptance & Support Updates

Manager, Business Solutions Support- Janine Egloff

Manager, MSSC- Travis Hayes

Product Management

Director, Mailing Services Elke Reuning-Elliott

Manager, New Solutions – Krista Becker

PCSC Appointments

Director, PCSC- Janine Egloff

Manager, Mail Classification- (A) Juan Tosado

Manager, National Customer Rulings- (A) Stephanie Padilla

Classification Specialist- vacant

Product Acceptance & Support

Manager, Business Solutions Support- (A) Brian Kirke

Manager, MSSC- (A) Lolita Starling

Manager, MDA- (A) Michael Conley

Product Management

Director, Mailing Services – Krista Becker

Manager, New Solutions – (A) Heather (Snead) Lewis

Category 14 Update

New Category 14: Single MID-CRID Relationship

Given: MPE piece scans have one documented eDoc submitter for the barcode's MID over a configurable number of days.

When: SASP attempts to categorize the MPE scan

Then: SASP will assign the undocumented error to the single known submitter CRID

- Mailers will be given a grace period (1/23 – 4/30) to resolve single MID-CRID undocumented mail issues
- Category 14 will take precedence over the existing 13 categories

Category 14 Update

Industry has provided valuable feedback since the 1/23/22 implementation

Common Concerns

- eDoc Submitter is not aware they have used the MID or does not have a relationship to the MID Owner
  - Inaccurate MID entry in eDoc creation
- eDoc Submitter may have a relationship to the MID Owner, but limited to a specific class of mail
- eDoc Submitter may have a singular relationship to a MID Owner who may also be an MSP
  - eDoc Submitter may not control how partner MID Owner inducts all volumes
- 120 days may be too short a time period used to identify 1:1 MID relationship
  - Mail Owners may change MSPs over time
- Mail Owners entering barcoded mail with hardcopy postage statements or as Full Rate postage affixed

Category 14 Update

USPS plans to modify logic for Category 14 undocumented

- Grace period will be extended until 8/31/22
- 1st phase will be to modify order of precedence

Current Logic Order of Precedence

1:1 MID – Category 14
Bookending Reassignment – Category 1,2,4,5,7,8
Seamless MID Reassignment via Seamless Administrator
MID on Piece (no reassignment) – Category 3,6,9,10,11,12,13

Recommended Logic Order of Precedence

Seamless MID Reassignment via Seamless Administrator
Bookending Reassignment – Category 1,2,4,5,7,8
1:1 MID – Category 14
MID on Piece (no reassignment) – Category 3,6,9,10,11,12,13

Category 14 Update

USPS plans to modify logic for Category 14 undoc

Grace period will be extended until 8/31/22
Second phase will be to enhance 1:1 MID logic

- Exclude MIDs that belong to known MSPs
- Expand the 120 window to identify 1:1 relationship
- Establish minimum MID usage threshold
- Identify relationship based on MID and Class of STID

MODERNIZING, SIMPLIFYING,
DEVELOPING & DESIGNING

NEW SOLUTIONS

TO MEET

CUSTOMERS' NEEDS &

STRENGTHEN THE VALUE OF MAIL

ENHANCING

PROMOTIONS AND INCENTIVES

IMPROVING

CUSTOMER SERVICE

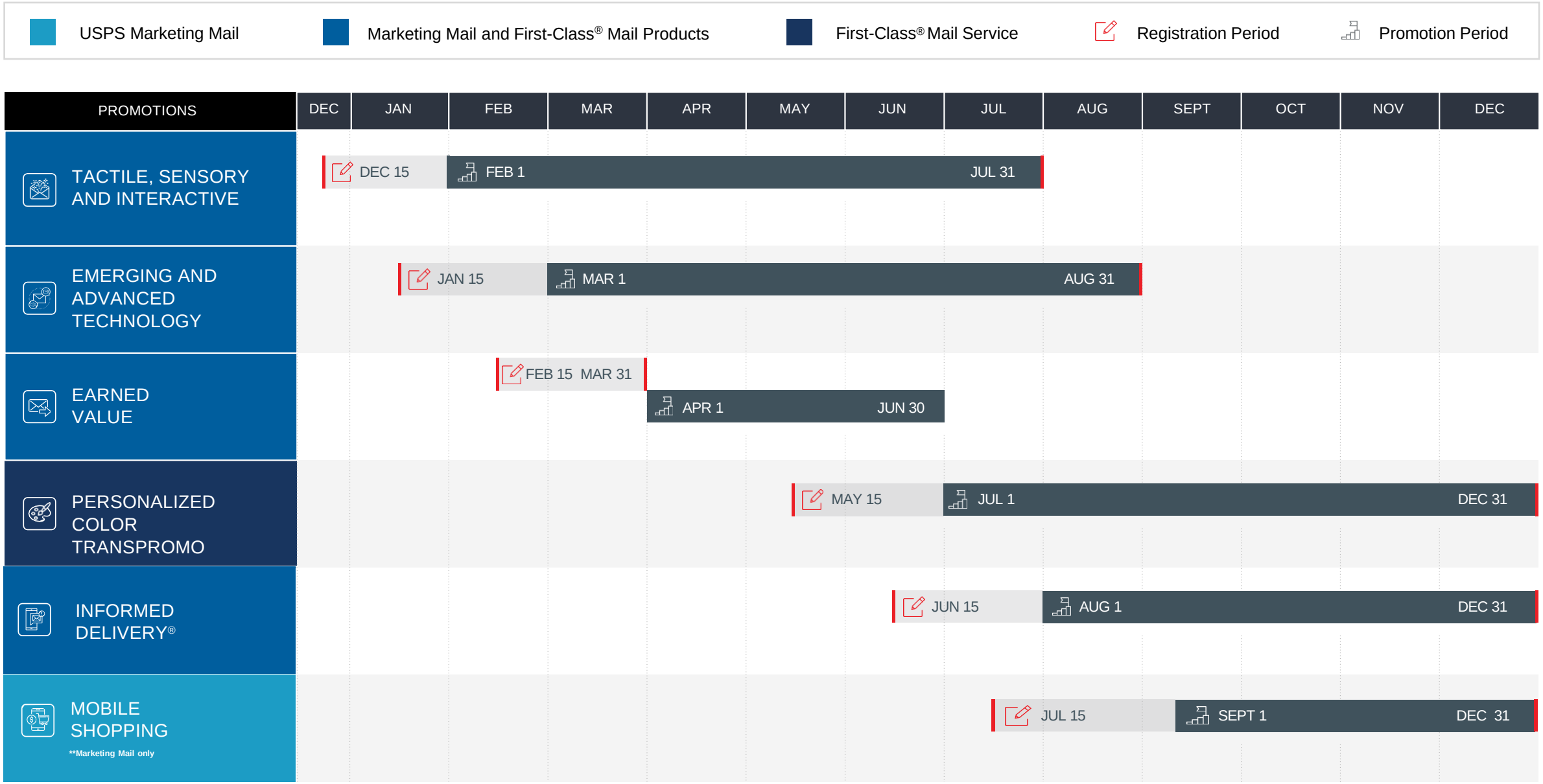
EDUCATING

THE NEXT GENERATION
OF MARKETERS

ENHANCING

PROMOTIONS AND INCENTIVES

UNITED STATES POSTAL SERVICE®


USPS Marketing Mail
Marketing Mail and First-Class® Mail Products
First-Class® Mail Service
Registration Period
Promotion Period
PROMOTIONS
DEC
JAN
FEB
MAR
APR
MAY
JUN
JUL
AUG
SEPT
OCT
NOV
DEC
TACTILE, SENSORY AND INTERACTIVE
DEC 15
FEB 1
JUL 31
EMERGING AND ADVANCED TECHNOLOGY
JAN 15
MAR 1
AUG 31
EARNED VALUE
FEB 15
MAR 31
APR 1
JUN 30
PERSONALIZED COLOR TRANSPROMO
MAY 15
JUL 1
DEC 31
INFORMED DELIVERY®
JUN 15
AUG 1
DEC 31
MOBILE SHOPPING
**Marketing Mail only
JUL 15
SEPT 1
DEC 31

OVERVIEW

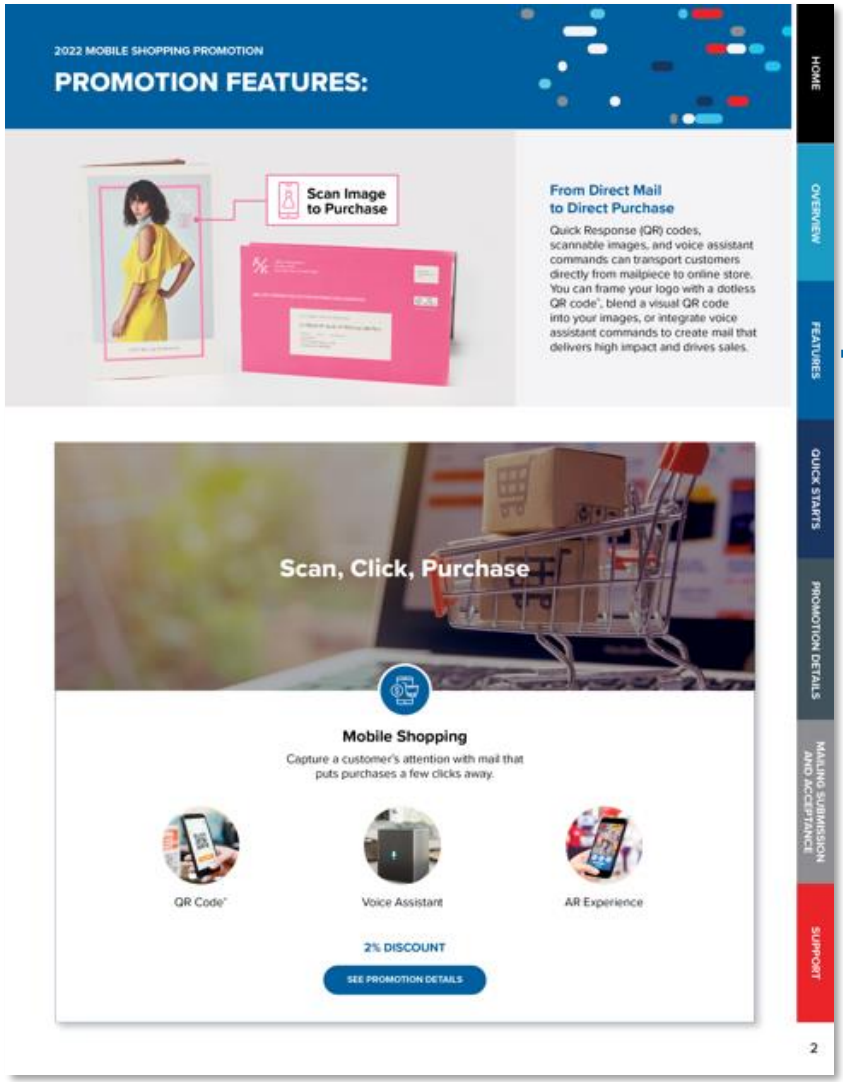
FEATURES

QUICK START

PROMOTION DETAILS

MAILING SUBMISSION AND ACCPTANCE

SUPPORT



Understand which technologies and techniques are eligible and the benefit each delivers to you.

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IMPROVING

CUSTOMER SERVICE

UNITED STATES POSTAL SERVICE®

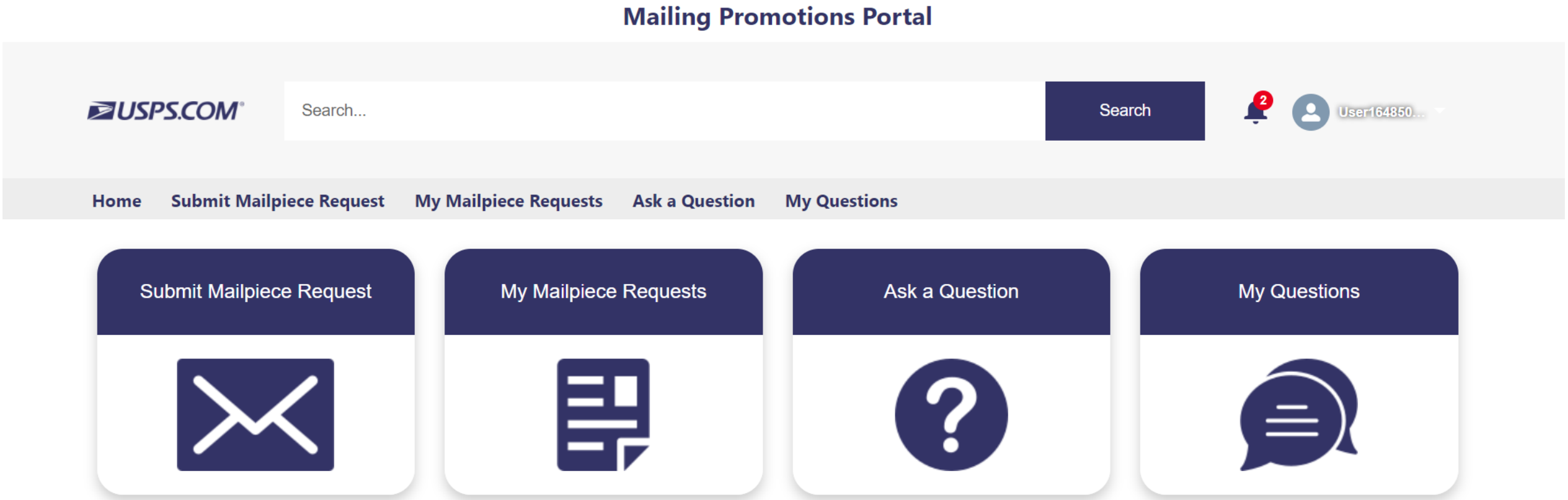
2022 CUSTOMER SERVICE WHAT'S NEW?

MAILING PROMOTIONS PORTAL
(IN PILOT)

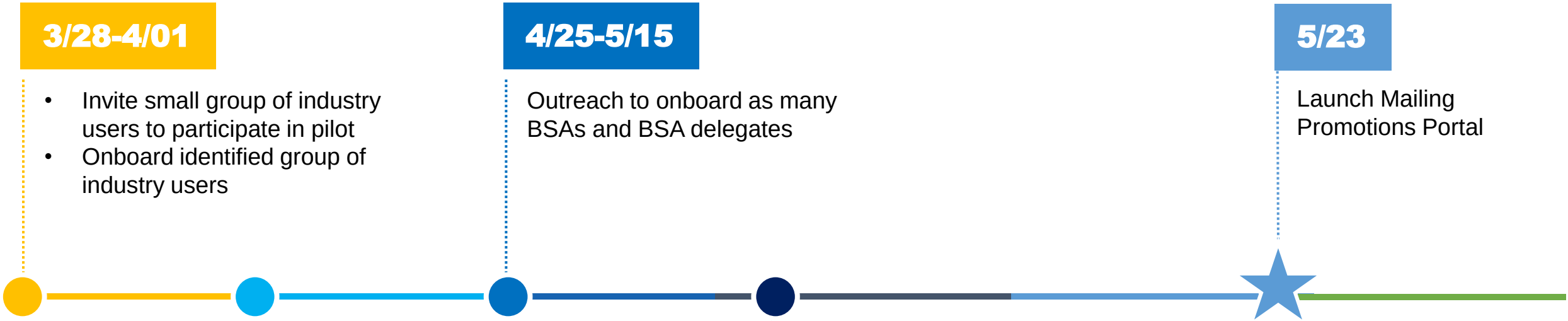
BENEFITS

- Streamlined process due to the Portal
- Seamless submission of mailpieces and questions to USPS through new Portal tools
- Improved response times to inquiries due to increased staffing
- Streamlined reporting for USPS & the Customer
  - USPS can monitor inquiries and time which gives insights into staffing needs
  - Customer can maintain their records on the Portal's dashboard, such as any submitted requests, correspondence, and current status

MAILING PROMOTIONS PORTAL DASHBOARD



MAILING PROMOTIONS PORTAL TIMELINE



EDUCATING

NEXT GENERATION OF MARKETERS

UNITED STATES POSTAL SERVICE®

2022 DIRECT EFFECT WHAT'S NEW?

Naval Aviation Museum
Competition

MARKETING MADNESS

Marketing Madness
Competition

FAMU FLORIDA AGRICULTURAL AND MECHANICAL UNIVERSITY

FAMU Speaking Engagement

Direct Mail

The direct mail piece includes a punch-out paper Blue Angel airplane, and drives the audience towards the foundation's website. There, visitors can join or donate, as well as submit a story and image for use on social media channels.

WINNER OF THE INNOVATION CHALLENGE:

WILKES UNIVERSITY

776
CERTIFICATE COMPLETIONS

222
FACULTY MEMBERS

5,338
STUDENTS

141 Colleges & Universities

INNOVATION CHALLENGES

8 IN-PERSON + **4** VIRTUAL = **12** TOTAL CHALLENGES

2 NATIONAL LAUNCHES FOR DIRECT EFFECT® **ONLINE MICRO-CREDENTIALS**

MARKETING MADNESS

Garrett Hoyt,
VP, Technology Applications

Dimensions Requirements (Nonstandard / Noncompliance)

REQUIREMENTS – Before April 3, 2022

Dimensional data is required when packages are;

- greater than 1ft^3, or
- when dimensional pricing applies as follows:
  - Priority Mail Express
  - Priority Mail
  - Parcel Select dimensional pricing (rectangular/non-rectangular)

Excludes USPS supplied Flat-Rate or Regional-Rate packaging

NEW REQUIREMENTS – After April 3, 2022

Non-standard fees and requirement for dimensional data disclosure will apply to Priority Mail Express, Priority Mail, Parcel Select, and Parcel Select Lightweight packages under the following conditions:

- Length is greater than 22” (length is the longest package dimension), or
- Length is greater than 30”, or
- Cubic volume is greater than 2ft^3

Non-compliance fees for dimensional data will apply when data is missing or incorrect when “sampled” and packages meets the following criteria:

- Length is greater than 22”, or
- Cubic volume is greater than 1ft^3

Excludes USPS supplied Flat-Rate or Regional-Rate packaging, USPS Returns, and PRS

Dim Weight

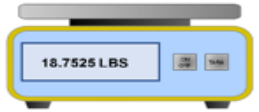
(Rectangular)

$$\frac{L” \times W” \times H”}{166}$$

(Non-Rectangular)

$$\frac{L” \times W” \times H” \times 0.785}{166}$$

Actual Weight



Cubic Volume

(Rectangular)

$$\frac{L” \times W” \times H”}{1,728}$$

(Non-Rectangular)

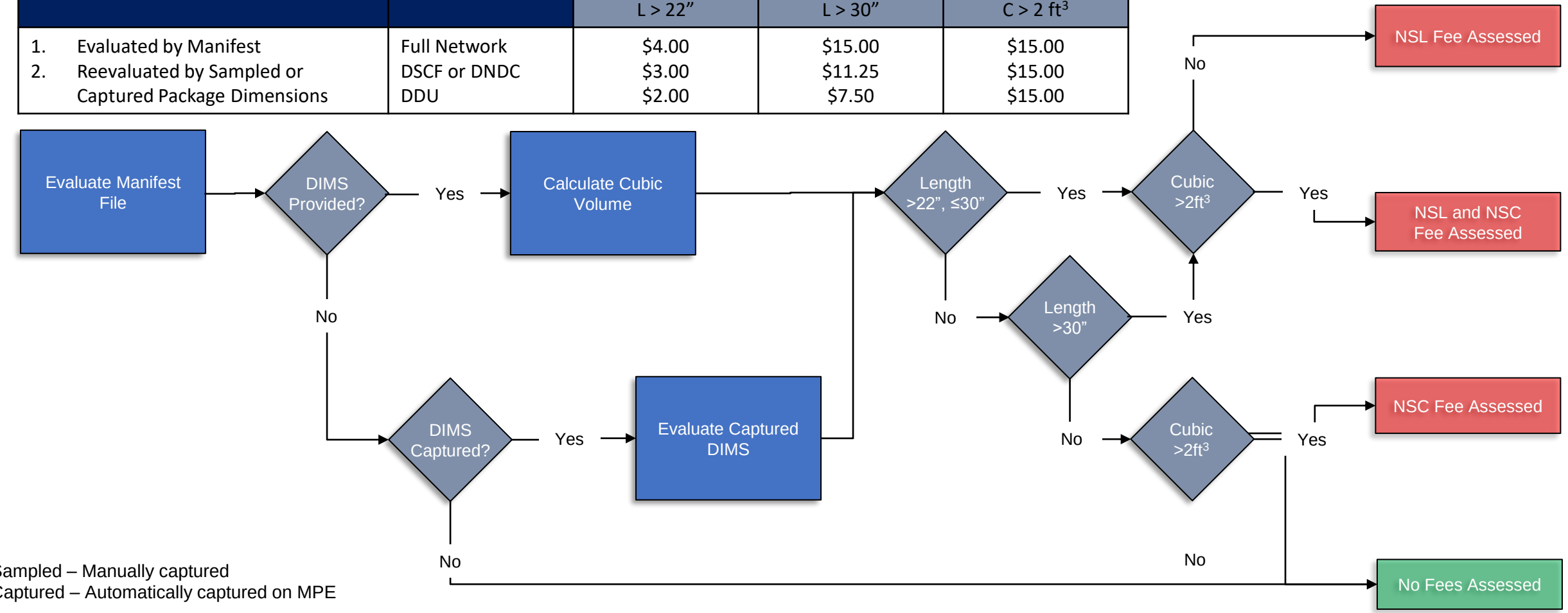
$$\frac{L” \times W” \times H” \times 0.785}{1,728}$$

Packages should not exceed 3,456 (2ft^3)

Round off each measurement to the nearest whole inch

Nonstandard Fees

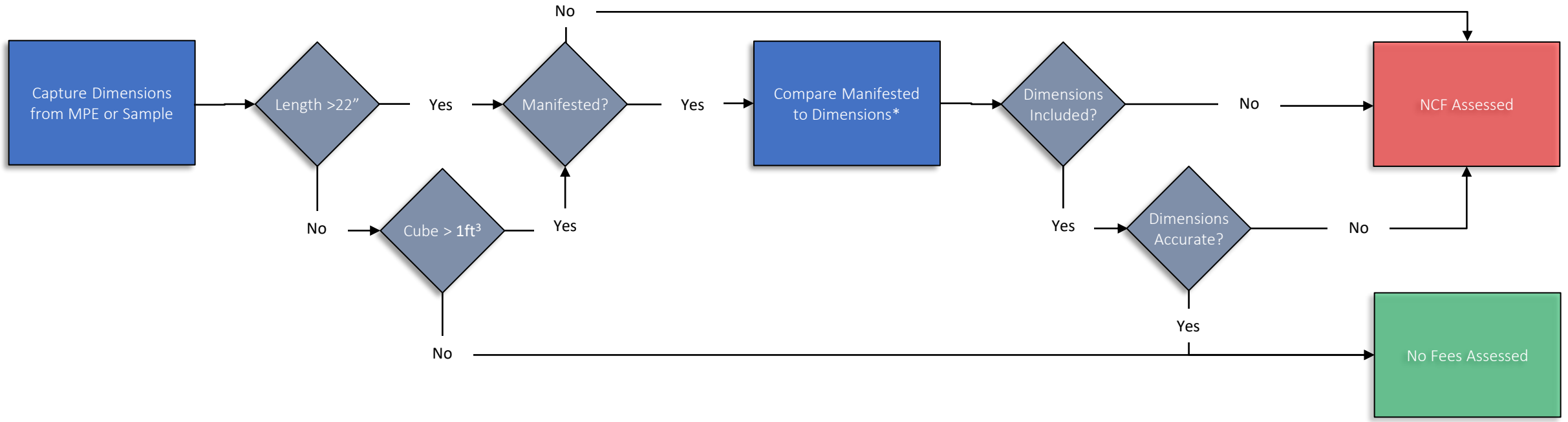
NonStandard Fee (NSF)	Entry Point	NonStandard Length (NSL)		NonStandard Cube (NSC)
		L > 22”	L > 30”	C > 2 ft^3
1. Evaluated by Manifest	Full Network	$4.00	$15.00	$15.00
2. Reevaluated by Sampled or Captured Package Dimensions	DSCF or DNDC	$3.00	$11.25	$15.00
	DDU	$2.00	$7.50	$15.00



* Sampled – Manually captured
* Captured – Automatically captured on MPE

Noncompliance Fees

Noncompliance Fee (NCF)	Noncompliance Length (NCL); Length >22”	Noncompliance Cube (NCC); Cube > 1 ft^3
Evaluated by Sampled or Captured Dimensions	Packages with missing/inaccurate dimensions exceeding length of 22” length or 1 ft^3 will be charged $1.50 NCF	



* Sampled – Manually captured
* Captured – Automatically captured on MPE

Nonstandard and Noncompliance Data and Reporting

Fees	eVS reports*	eVS extracts	Enterprise Payment System
Nonstandard fees from manifest file	• eVS postage statement • Variance report (if there is a recalculated postage difference)	• Postage Statement Extract	• Commercial Mailing and Shipping Detail Report • Transaction History Report
Nonstandard fees from sample	• Incorrect Packaging Report • Side-by-side Sampling Report	• Reconciliation Extract	• Transaction History Report
Noncompliance fee	• Incorrect Packaging Report • Side-by-side Sampling Report	• Reconciliation Extract	• Transaction History Report

Where can you see the fees for eVS?

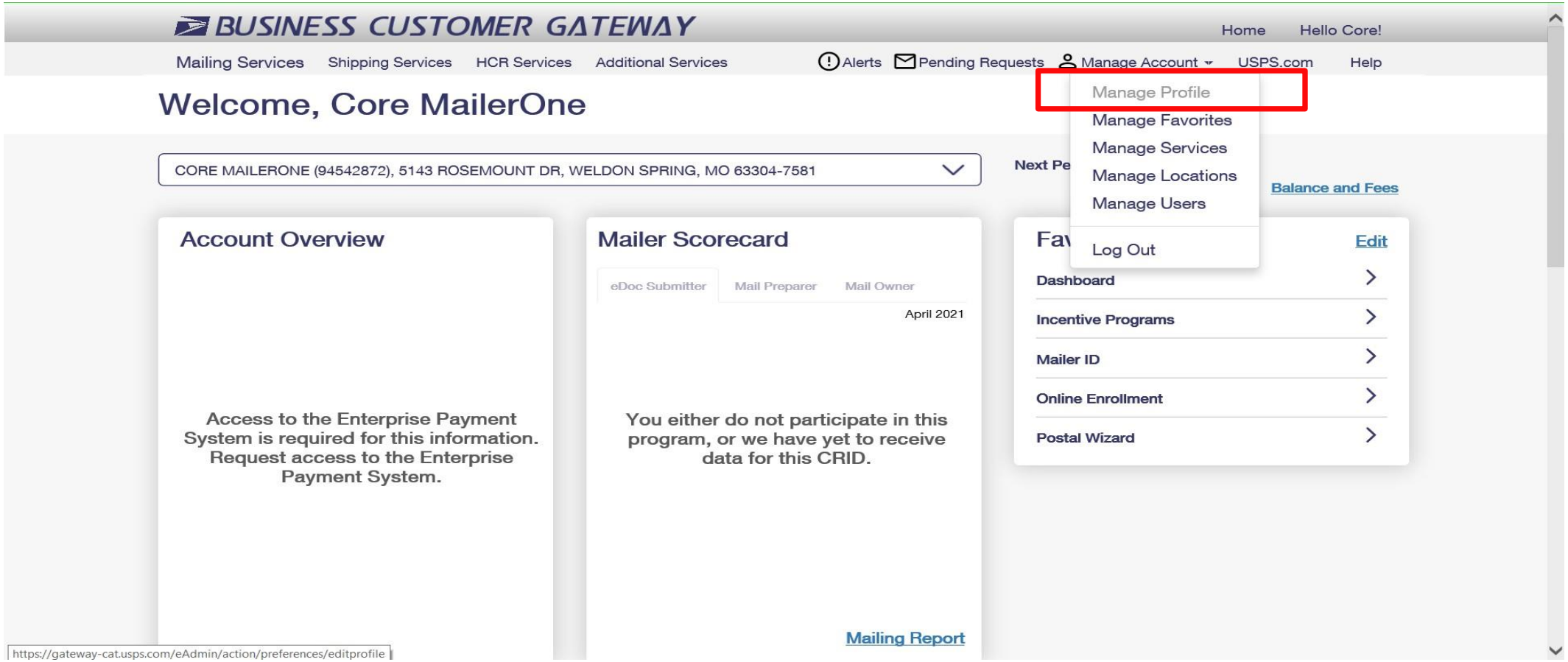
Fees	Package Platform Reports	Package Platform Data Feeds	Enterprise Payment System
Nonstandard fees from manifest file Nonstandard fees from sample Noncompliance fee	• Census Verification Report	• Census Attributes Data Feed	• Transaction History Report

Where can you see the fees for Package Platform?

Bulk Permit Balance Check

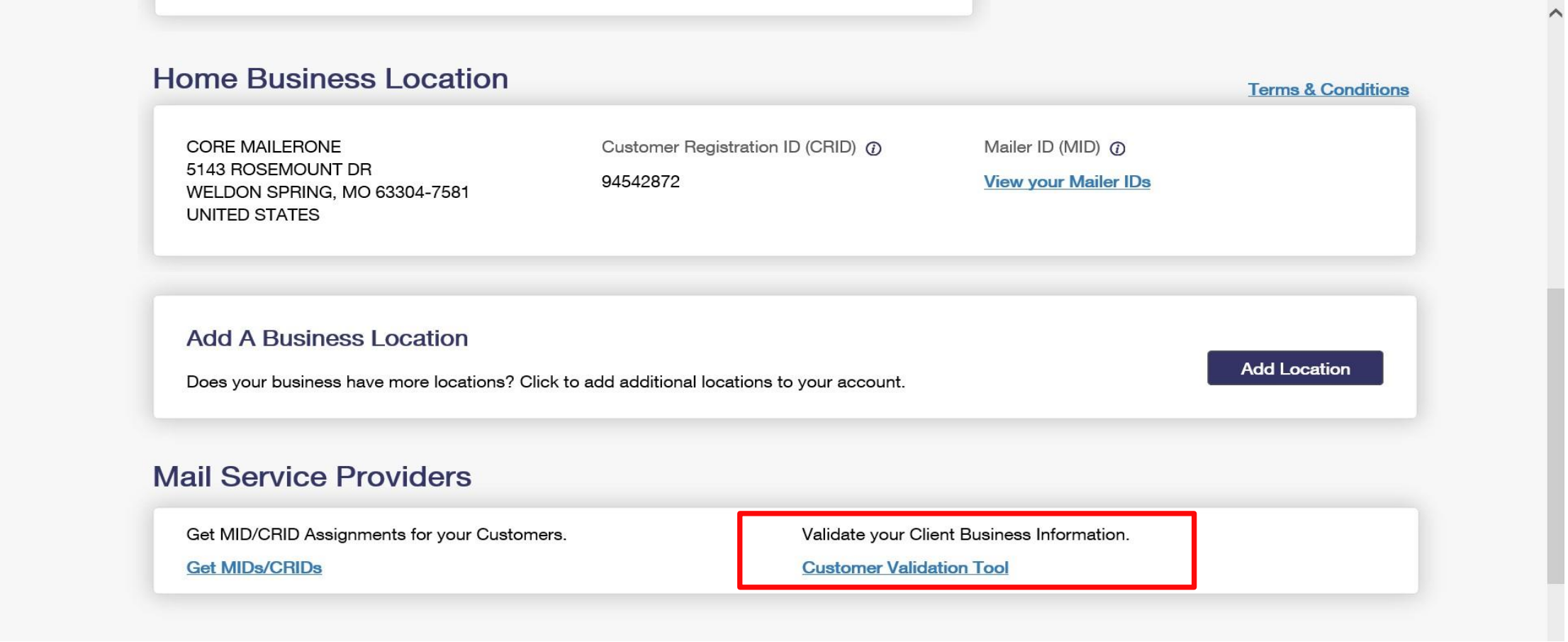
Customer Validation Tool Search

For the MSP to perform the MSP Balance Check the MSP will need to login into the BCG and navigate to Manage Account. Selecting the Manage Profile option.

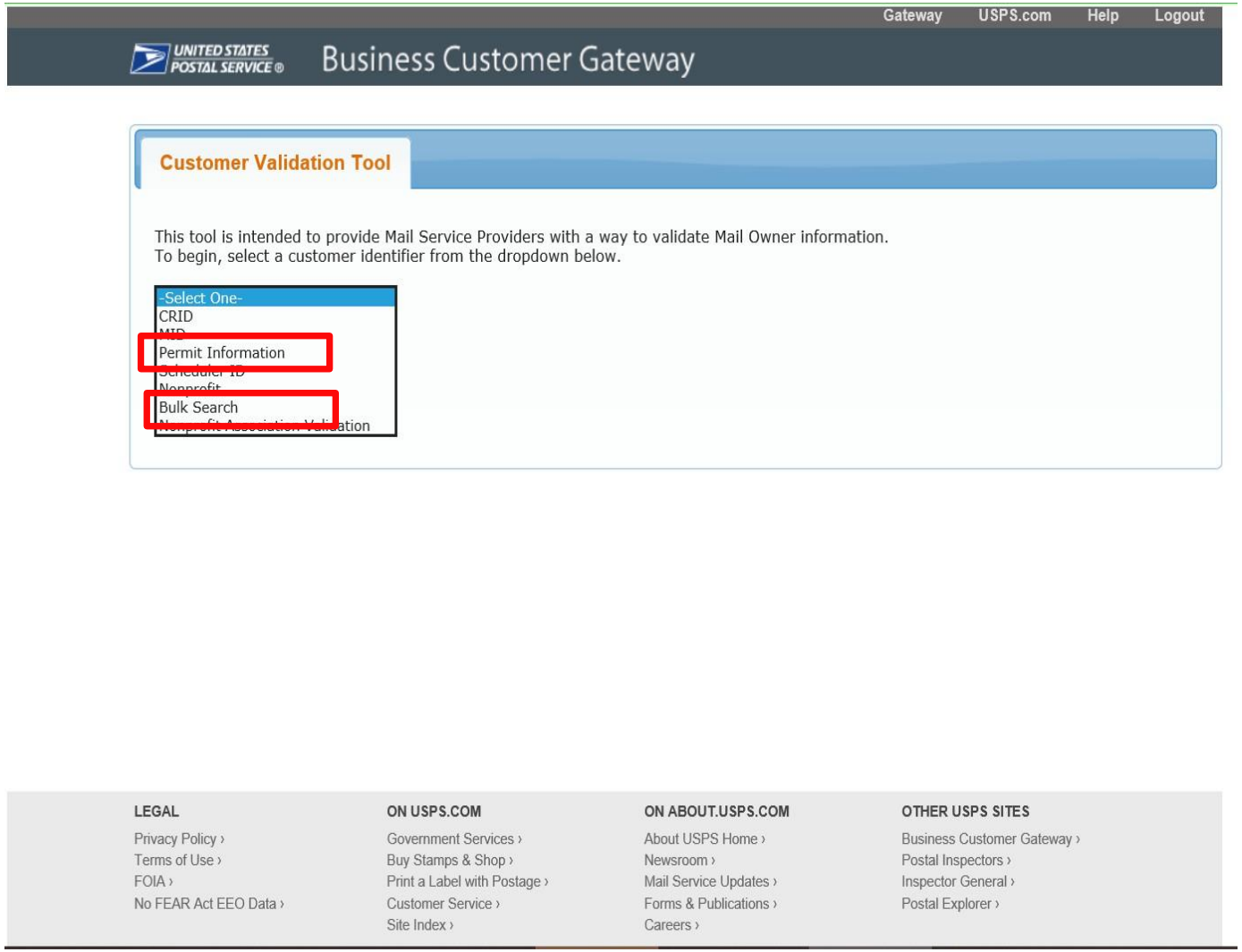


Customer Validation Tool Search

In Manage Profile screen navigate to Mail Service Provider section and select the Customer Validation Tool



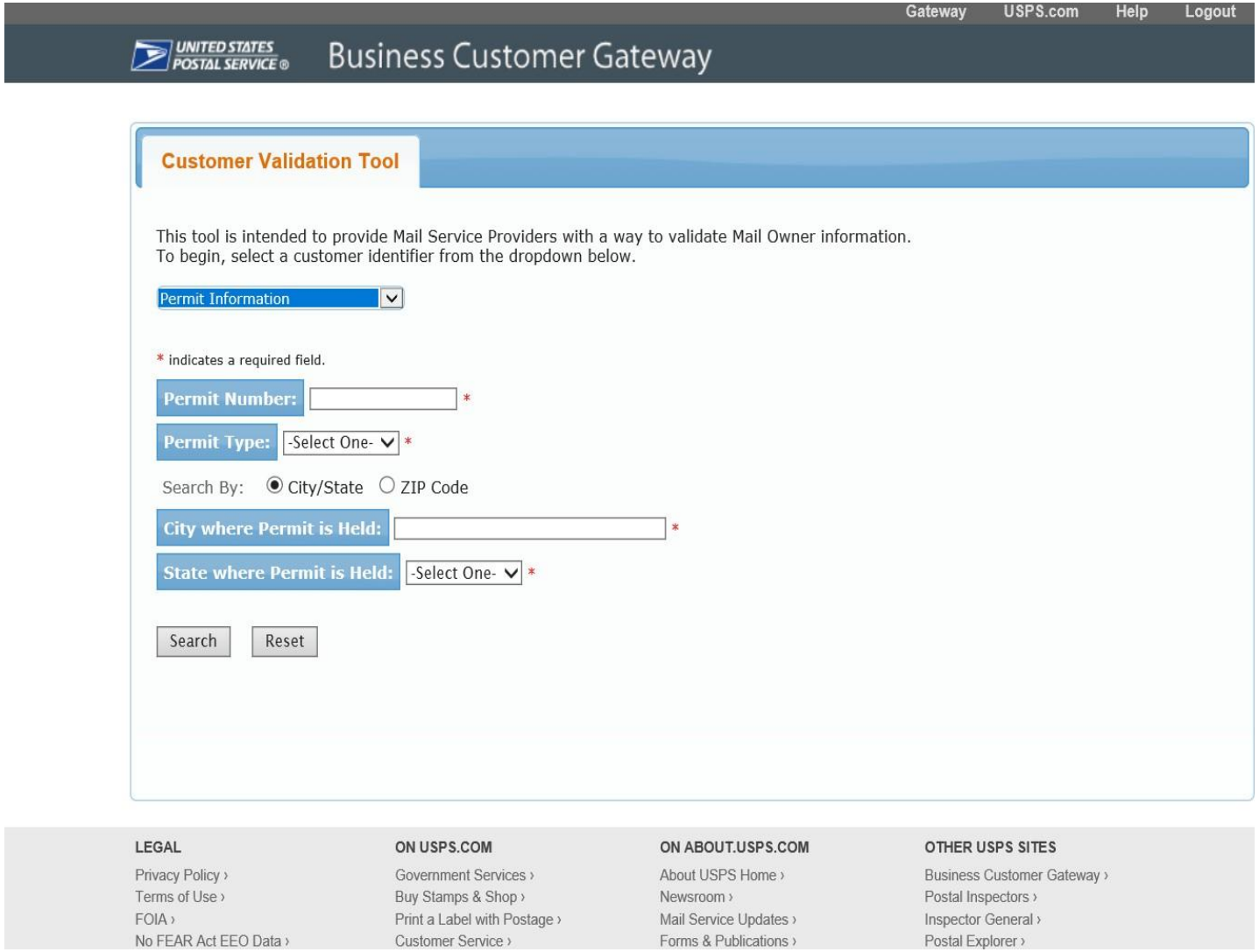
Customer Validation Tool Search



Within the Customer Validation Tool there are 2 ways to perform the balance check for EPS and Local Trust account information:

- Permit Information
- Bulk Search

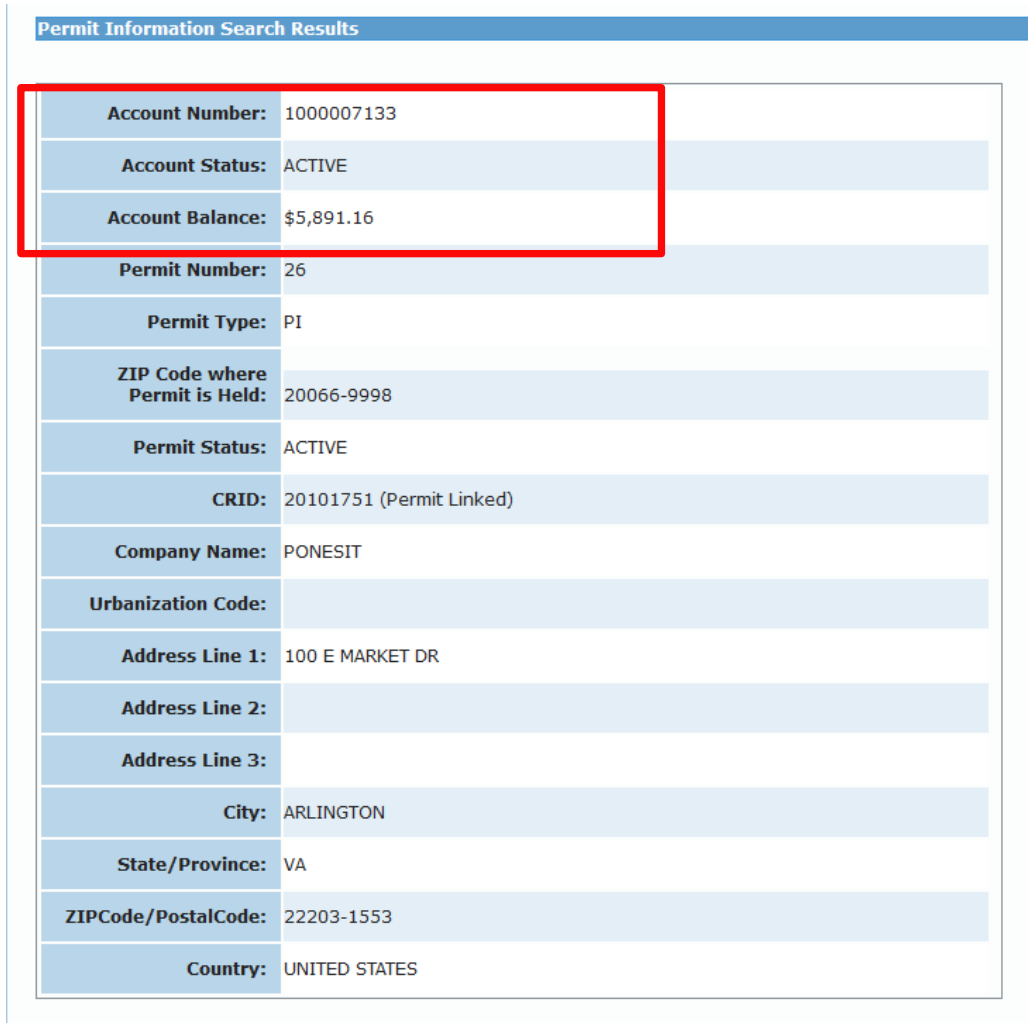
Customer Validation Tool – Permit Information Search



Performing the Permit Information Search

- Enter the Permit Number
- Select Permit Type
- Search by City/State or Zip Code
  - By City/State
    - Enter the City
    - Select the State
  - By Zip Code
    - Enter the Zip Code
- Click the Search Button

Customer Validation Tool – Permit Information Search



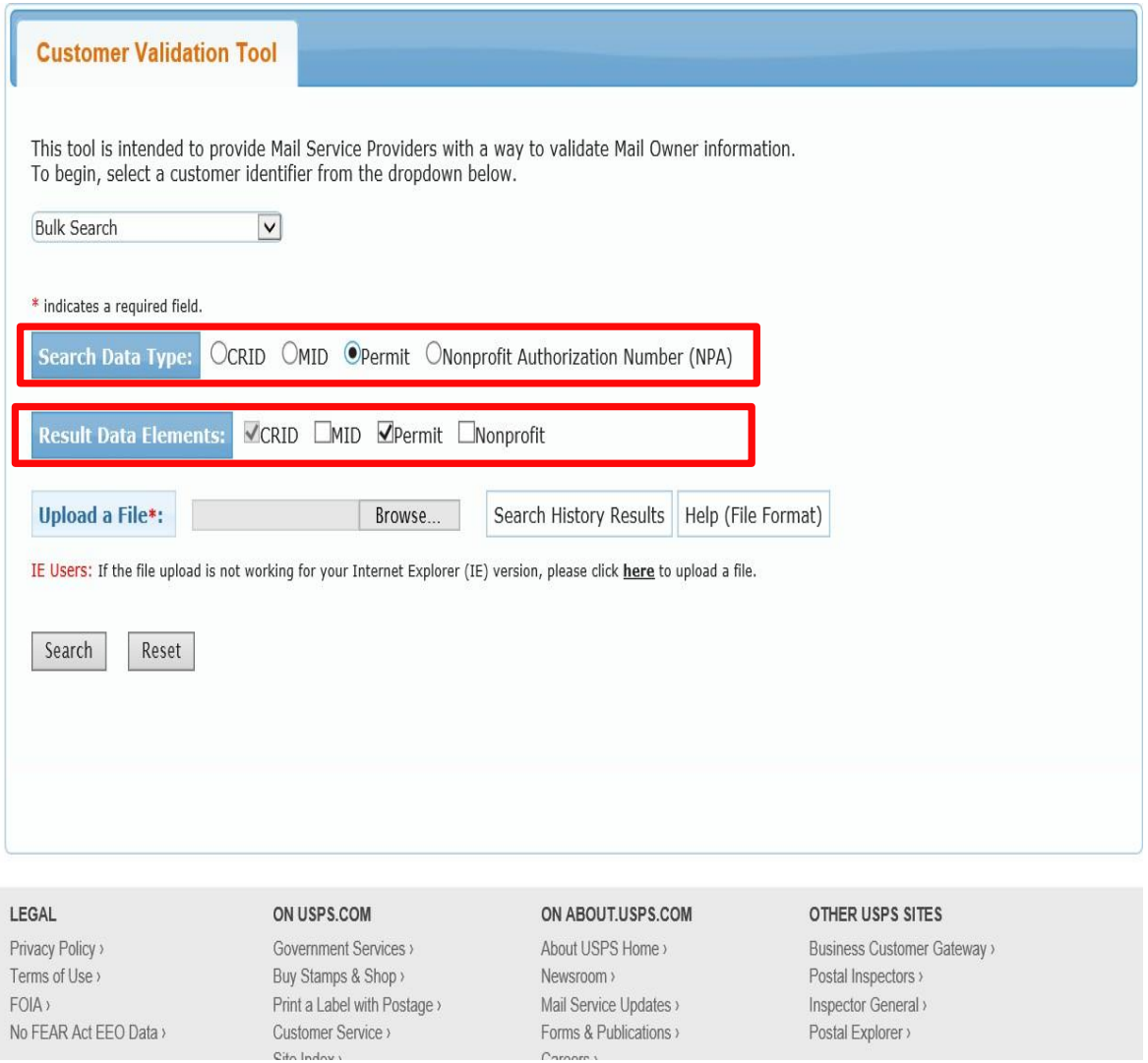
Permit Information Search Results

Account Number:	1000007133
Account Status:	ACTIVE
Account Balance:	$5,891.16
Permit Number:	26
Permit Type:	PI
ZIP Code where Permit is Held:	20066-9998
Permit Status:	ACTIVE
CRID:	20101751 (Permit Linked)
Company Name:	PONESIT
Urbanization Code:	
Address Line 1:	100 E MARKET DR
Address Line 2:	
Address Line 3:	
City:	ARLINGTON
State/Province:	VA
ZIPCode/PostalCode:	22203-1553
Country:	UNITED STATES

Permit Information Search Results come back it will include the Account Number, Account Status and Account Balance.

- Account Number
  - Displays the EPS Account number or Local Trust account number
    - EPS Account number will be 10 digits long
- Account Status
  - Display for EPS Accounts Active, Inactive, Suspend, Pending, Pending_Closure
  - Local Trust will be blank
- Account Balance
  - If EPS account is a trust, then the balance will display.
  - If it is an ACH Debit account, then the word "Debit" will display
  - If EPS account is in Pending status, it will display N/A for Account Balance
- Disclaimer on the Search Results that the Account balance and Account Status is only a point in time and does not consider any postage statements currently in UPD status.
- If Permit Holder hasn't granted the MSP permission, then the Account Number, Accounts Balance or Account Status won't appear but a message to work with the Permit Holder.

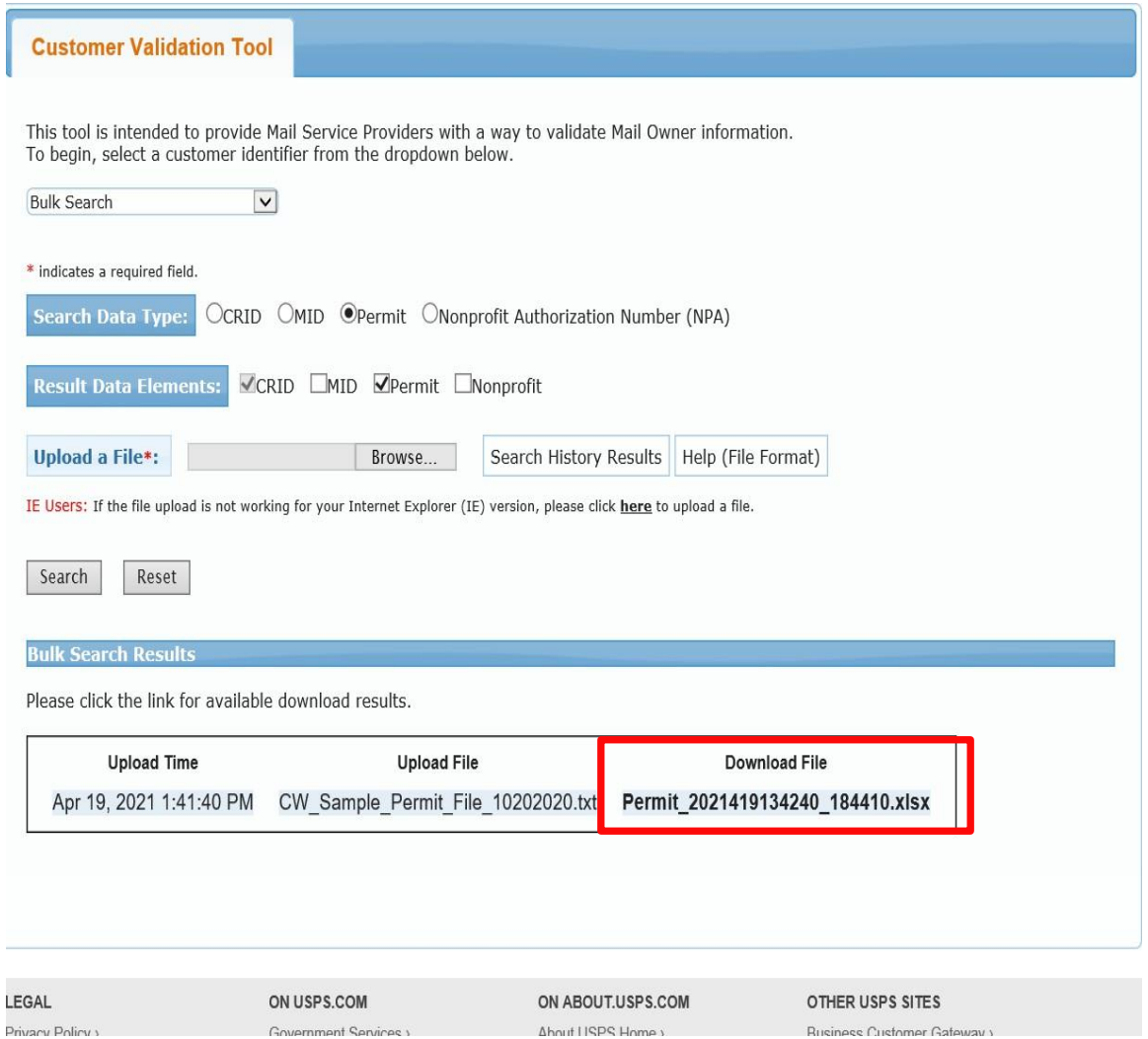
Customer Validation Tool – Bulk Search



Performing the Bulk Search will allow you to search multiple permits at the same time.

- Search Data Type needs to be Permit. If anything, else is selected the Balance information won't be returned
- Results Data Elements ensure Permit is selected.
- Upload a File – Browse for the Pipe Delimited file you want to use
- Search – Click button to begin the search
- Search History Results – Display your Search History, displays less than 25 files within the last 7 days
- Help (File Format) – Discuss format and process to create a Pipe Delimited text/flat file using Notepad and MS Excel

Customer Validation Tool – Bulk Search



Once the Bulk Search Results are ready it will display the in the Bulk Search Results section. There will downloadable file with the results. The results will include:

- Account Number
  - Displays the EPS Account number or Local Trust account number
- Account Status
  - Display for EPS Accounts Active, Inactive, Suspend, Pending, Pending Closure
  - Local Trust will be blank
- Account Balance
  - If EPS account is a trust, then the balance will display.
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Structure Change Process

Structure Change Process

- **Concept:** Increase industry engagement to **support technical specifications** for structural software changes with the goal of fostering collaboration for implementation approach, improving communication and providing regular updates including FAQs.

- **Approach:** Launch Early Vetting Group – Postal Early Exchange Committee (PEEC) which includes a cross-functional industry group that has representatives for mail.dat, mail.xml, SSF, transportation, different shapes, entry discounts

- **Current state:**
  - Various cross-functional industry group members have been identified
  - NDAs in progress
  - Meetings will be held bi-weekly
  - Once initial implementation approach finalized, and available to share externally – information will be shared with a larger group

Next Steps

- Meet bi-weekly
- Obtain feedback, update as needed and share with subsequent groups
- Finalize Release Overview and post on PostalPro
- Create FAQs based on Industry feedback