

The logo for BCC Software, featuring the letters 'BCC' in a large, bold, blue sans-serif font, with the word 'SOFTWARE' in a smaller, bold, blue sans-serif font directly below it. The text is contained within a white rectangular box with a blue border. A blue line extends from the left side of the box, and another blue line extends from the right side of the box, ending in a small blue circle.

BCC
SOFTWARE

A BLUECREST COMPANY

Navigating the New Network – from Software to Delivery

June 18th, 2024

INTRODUCTIONS

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WEBINAR TEAM



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ENRU – LOGISTICS AND POSTAL OPTIMIZATION

Enru is a digital-first logistics and postal optimization solutions provider that leverages proprietary technology to efficiently and predictably deliver your mail and shipments through our optimized supply chain network.

Enru partners with mailers, shippers, carriers, and drivers to gather crucial real-time data and process it in a way that improves our ability to manage disruptions. The network becomes more efficient and predictable, giving you greater confidence and control over your shipments without sacrificing cost. Whether you are a shipper looking for greater visibility, a mailer looking to earn the best postage discounts, or a carrier looking to maximize your asset utilization, Enru is here to make it make sense, operating in ways never before thought possible.

Let's move forward, together.



BCC SOFTWARE SOLUTIONS



Mail Preparation

BCC Mail Manager Suite
Bulk Mailer SMB
BCC Presort
BCC Architect



Post Presort (Mail.dat tools)

PostalWeb
YourScore



Mail Tracking

Track N Trace® Measure mailing effectiveness and coordinate your marketing efforts



Advanced Workflow Management

BCC Ignite



DMS Services

NCOA^{Link}, DSF² / Walk Sequencing, Suppression, Rooftop Geocoding and many more



MONTHLY DATA

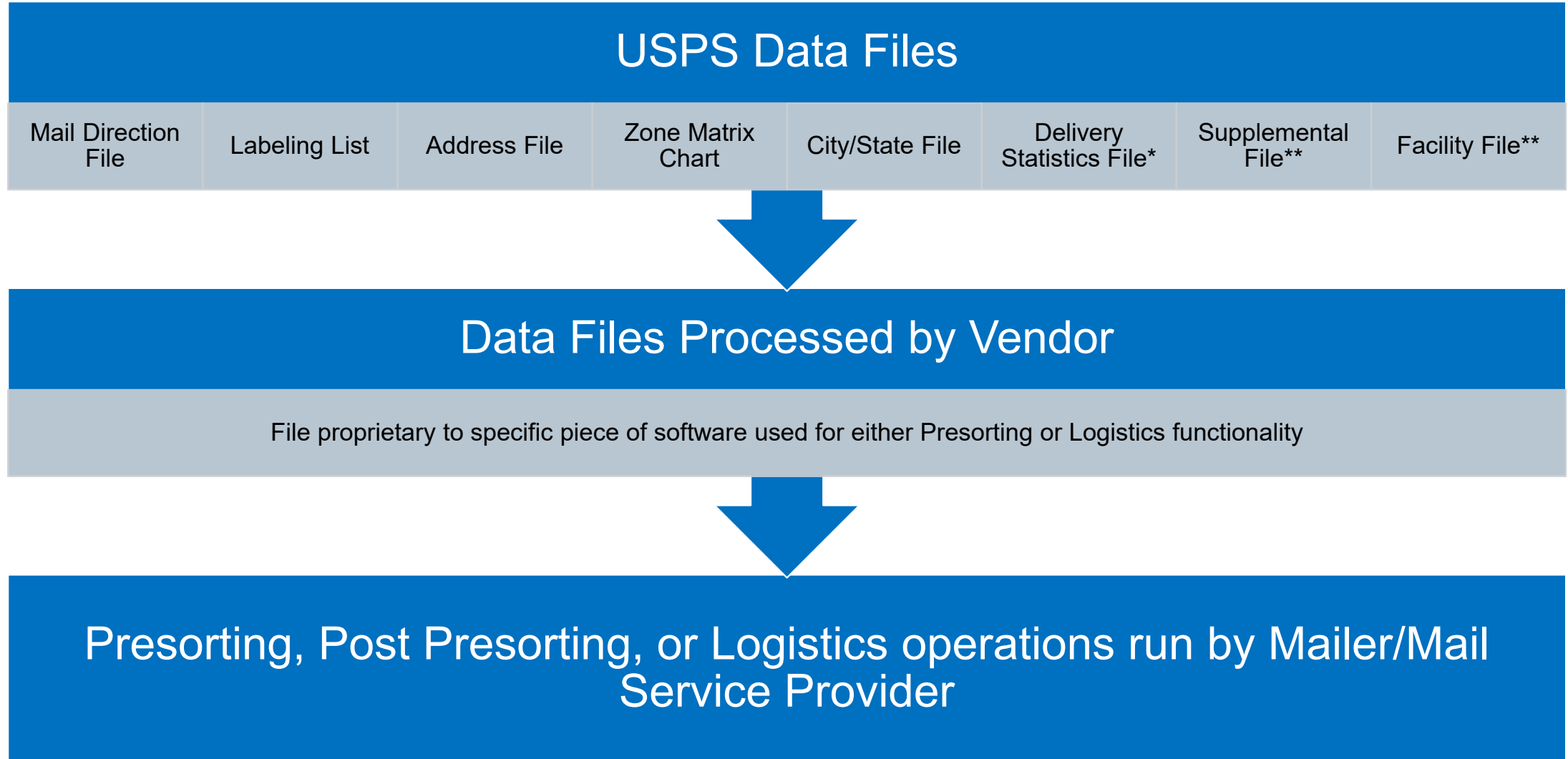
WHAT DOES THE DATA FILE INCLUDE?

- ⦿ Mail Direction File
- ⦿ Labeling List
- ⦿ Address File
- ⦿ Zone Matrix Chart
- ⦿ City/State File
- ⦿ Delivery Statistics File*
- ⦿ Supplemental File**
- ⦿ Facility File**

*Included in same delivery as MDF and LL for some products. Delivered separately or not used at all for others.

**Some products/processes use these file, but the data is contained in other required files.

LIFE OF LABEL LIST AND DROP SHIP FILE DATA



A QUICK POLL

Please answer YES or NO.

We will quickly tabulate your answers.

And share the poll results.



USPS LABEL LIST AND MAIL DIRECTION SCHEDULE

2024 Labeling List and Mail Direction File Schedule

	AIS City/State and Delivery Stats Publish Date** (Date available on EPF)	Labeling Lists, Drop Ship Product, and Zone Matrix Publish Date**	City/State, Delivery Stats, Labeling Lists, Drop Ship Product, and Zone Matrix Begin Usage Date	City/State, Delivery Stats, Labeling Lists, Drop Ship Product, and Zone Matrix Mandatory Usage Date	City/State, Delivery Stats, Labeling Lists, Drop Ship Product, and Zone Matrix Expiration Date***	Last Permissible Mailing Date / Accept 8125 of Old Address	Release Cycle Types*
	(Preliminary Publish Date)	(Publish Date)	(Effective Date)	(End Grace Period)	(Expiration Date)	(Exp Date + 30 days)	
1	11/15/2023	12/1/2023	1/1/2024	2/1/2024	2/29/2024	3/30/2024	Major
2	12/13/2023	1/1/2024	2/1/2024	3/1/2024	3/31/2024	4/30/2024	Minor
3	1/17/2024	2/1/2024	3/1/2024	4/1/2024	4/30/2024	5/30/2024	Minor
4	2/14/2024	3/1/2024	4/1/2024	5/1/2024	5/31/2024	6/30/2024	Major
5	3/13/2024	4/1/2024	5/1/2024	6/1/2024	6/30/2024	7/30/2024	Minor
6	4/17/2024	5/1/2024	6/1/2024	7/1/2024	7/31/2024	8/30/2024	Minor
7	5/15/2024	6/1/2024	7/1/2024	8/1/2024	8/31/2024	9/30/2024	Major
8	6/12/2024	7/1/2024	8/1/2024	9/1/2024	9/30/2024	10/30/2024	Minor
9	7/17/2024	8/1/2024	9/1/2024	10/1/2024	10/31/2024	11/30/2024	Minor
10	8/14/2024	9/1/2024	10/1/2024	11/1/2024	11/30/2024	12/30/2024	Major
11	9/18/2024	10/1/2024	11/1/2024	12/1/2024	12/31/2024	1/30/2025	Minor
12	10/16/2024	11/1/2024	12/1/2024	1/1/2025	1/31/2025	3/2/2025	Minor

* Major = major changes to the labeling lists (3-digits, 5-digits (schemes)), Minor = tweaks to existing 5-digits (schemes)

** Intended usage to align with pre-sort directories

*** Expiration date is based on mail induction date

Updated: October 12, 2023

<https://postalpro.usps.com/node/12555>

USPS MONTHLY DATA EFFECTIVE DATES

Calendar Month

Effective Month

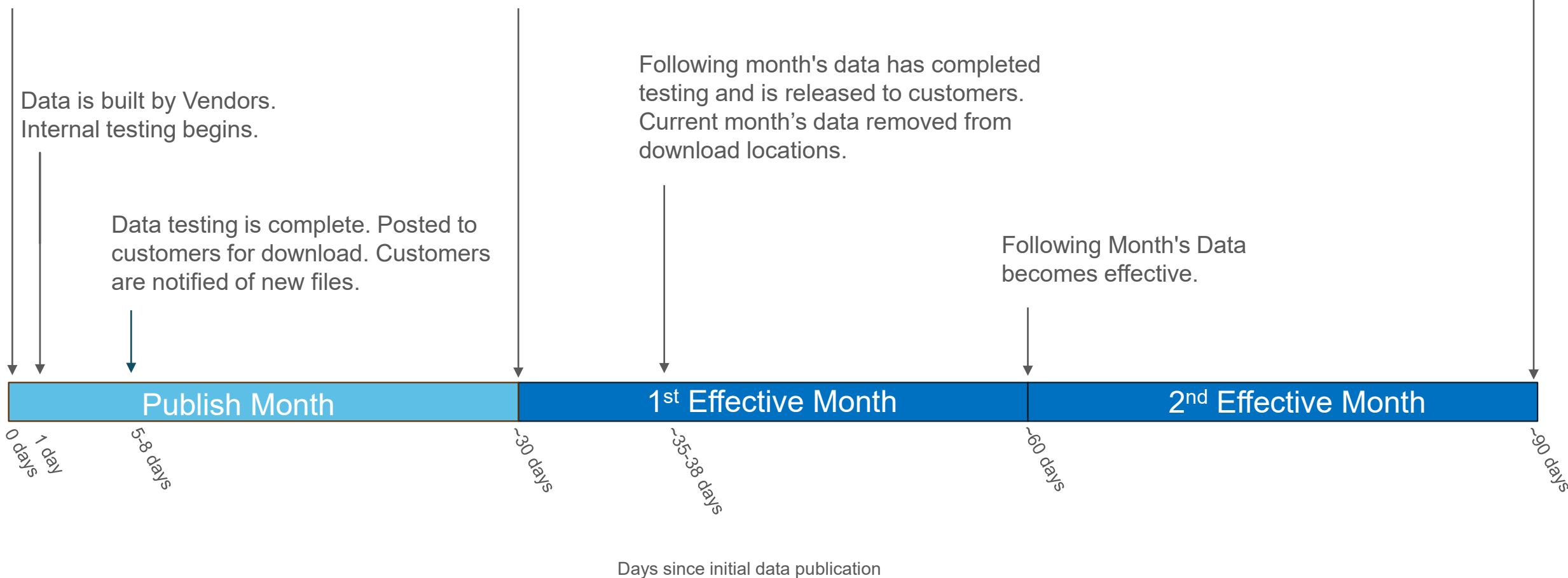
	January	February	March	April	May	June	July	August	September	October	November	December
January Effective	Month 1	Month 2										
February Effective	Published	Month 1	Month 2									
March Effective		Published	Month 1	Month 2								
April Effective			Published	Month 1	Month 2							
May Effective				Published	Month 1	Month 2						
June Effective					Published	Month 1	Month 2					
July Effective						Published	Month 1	Month 2				
August Effective							Published	Month 1	Month 2			
September Effective								Published	Month 1	Month 2		
October Effective									Published	Month 1	Month 2	
November Effective										Published	Month 1	Month 2
December Effective											Published	Month 1

EXAMPLE OF THE NORMAL SCHEDULE OF EVENTS TO RELEASE MONTHLY DATA (VENDOR)

Data is fully published by USPS for consumption by Industry and Vendors. Vendors download data and begin internal processes.

First effective date of data. Following month's data is published by USPS. (Build/test cycle begins again.)

End of effective period for data. (Expiration date.)



EXAMPLE OF THE NORMAL SCHEDULE OF EVENTS TO RELEASE MONTHLY DATA (MSP)

Industry Alert issued – prompts checks to systems to see if the alert lists any addresses that are not represented, which then prompts multiple steps to add addresses into our system.

First effective date of data. Following month's data is published by USPS. (Cycle begins again.)

End of effective period for data. (Expiration date.)

Receive notifications from software vendor for new files, which are then downloaded.

Files are tested prior to installation into vendor products to validate changes noted in Industry Alerts.*

Monthly files are installed. Internal systems updated.

Issues identified are resolved based on complexity and availability.

Following month's data has completed testing and is released to customers. Current month's data removed from download locations.

Following Month's Data becomes effective.



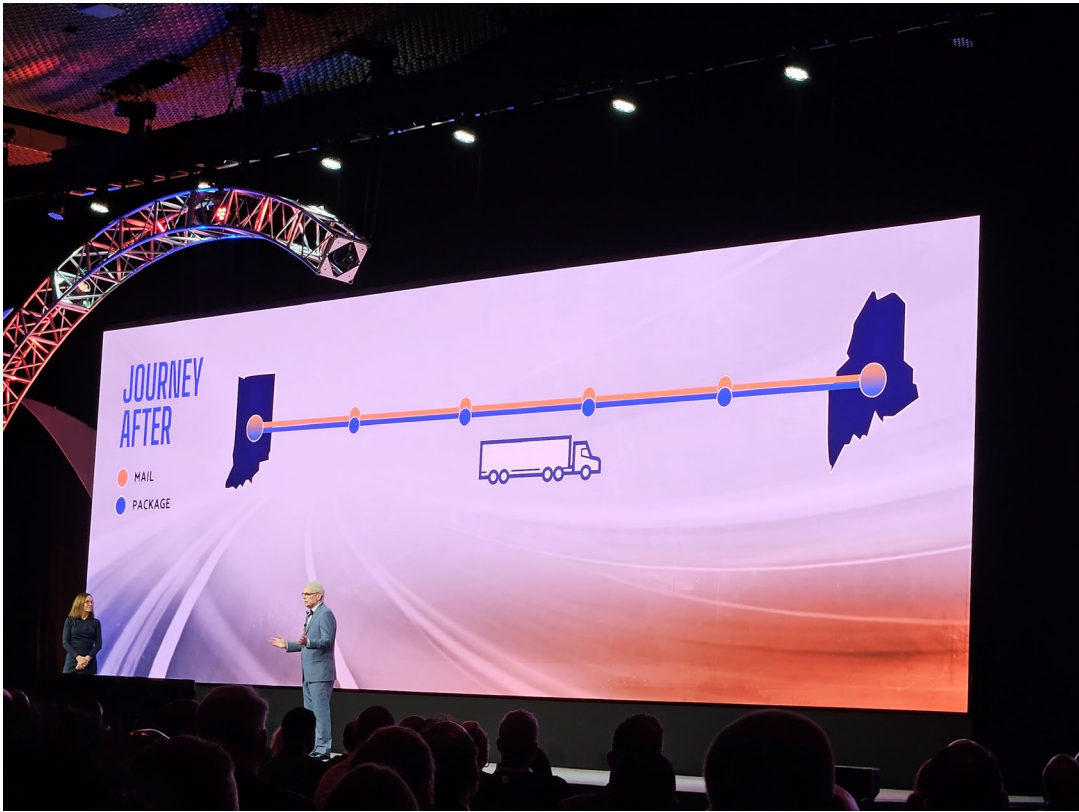
Days since initial data publication

*If errors are found, process must start from beginning to identify source of issue (USPS data, software vendor data, internal systems.)







**WHAT DOES THE
FUTURE NETWORK
LOOK LIKE?**

CONVERTING THE OLD TO THE NEW



WHAT ARE THE NEW FACILITIES?

Regional Processing and Distribution Center (RPDC)	Local Processing Center (LPC)	Sorting and Delivery Center (S&DC)	Delivery Unit (DU)
			
<ul style="list-style-type: none">• All outgoing operations• Destinating Parcels to the 5 digit• Cross dock destinating 3-digit letters and flats	<ul style="list-style-type: none">• Letters and Flats to DPS or carrier route• Cross dock 5-digit parcels	<ul style="list-style-type: none">• Destinating Entry• Carrier Routed Parcels• Cross dock to and from DU	<ul style="list-style-type: none">• Maintain Current Operations, including destination entry

Regional Processing and Distribution Centers (RPDC)

- Sort outgoing volume for all letters, flats, and packages to the 3-digit.
- Sort destinating parcels to the 5-digit and cross-dock destinating 3-digit (or finer mailer-prepared containers, e.g., 5-digit) sorted letters and flats to an LPC
- Sort all originating mail and packages to be sent to other regions

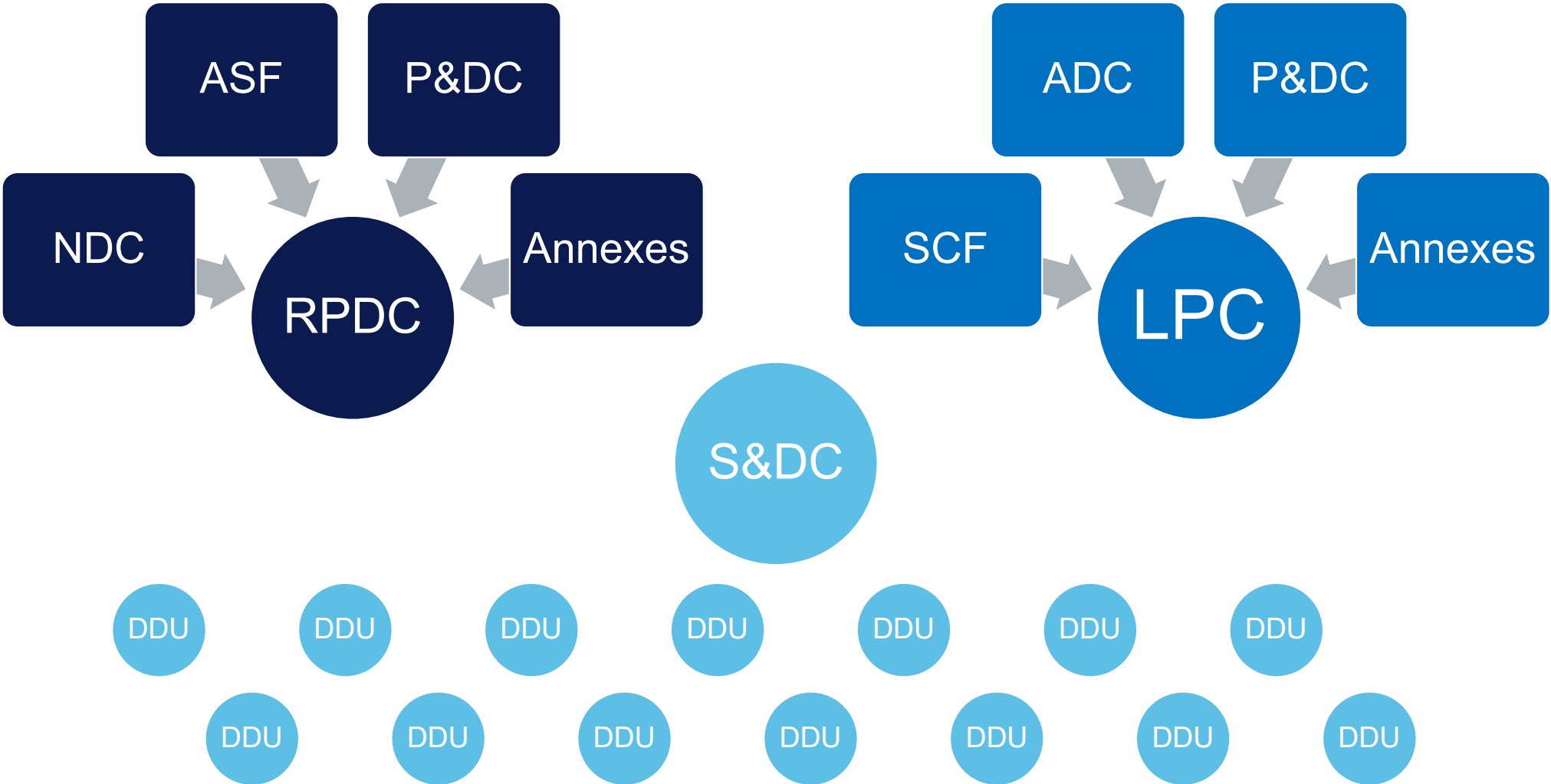
Local Processing Centers (LPC)

- Sort destinating letters into carrier walk sequence
- Perform destinating flats processing
- Include enough space to add a Sorting and Delivery Center
- Transport mail volume downstream to other Sorting and Delivery Centers
- Transport mail volume downstream to other Delivery Units

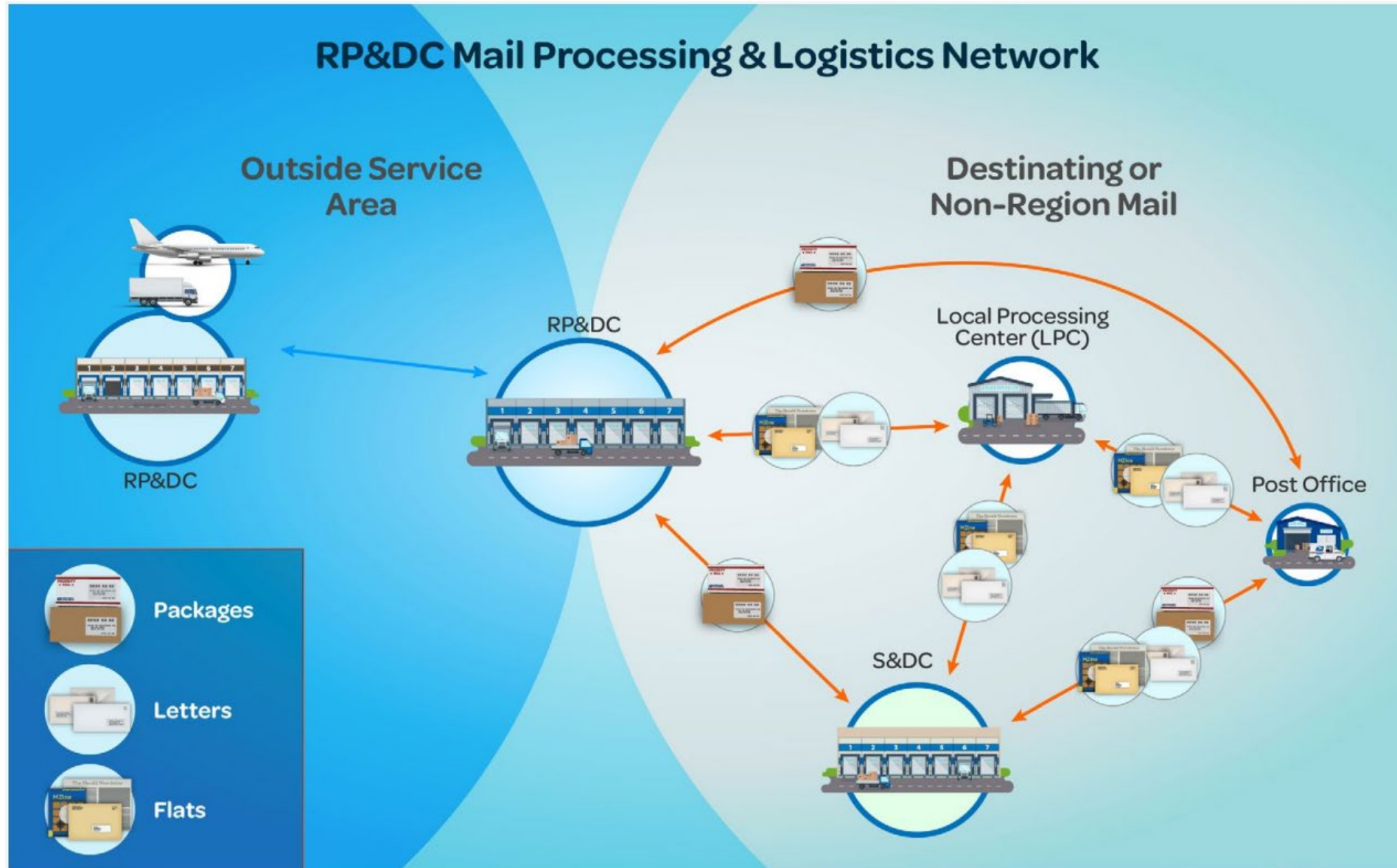
Sorting and Delivery Centers (S&DC)

- Function as a Destination Delivery Unit
- Up to 18 ZIP codes or 400,000 people in the same facility
- Act as a hub or sortation facility for DDU facilities

CONVERTING THE OLD TO THE NEW



FLOW OF THE NEW NETWORK





IMPACTS OF DFA IMPLEMENTATION

NEW FACILITIES

RPDCs

- Richmond VA RPDC
- Charlotte NC RPDC
- Portland OR RPDC
- Atlanta GA RPDC

LPCs

1. Richmond VA LPC*
2. Portland OR LPC*
3. Norfolk VA LPC
4. Eugene OR LPC
5. Atlanta GA LPC
6. Augusta GA LPC
7. Macon GA LPC
8. Duluth GA LPC
9. Pocatello ID LPC
10. South Houston LPC
11. Many other facilities are identified as substantially or fully operating but are not yet marked in the monthly data as LPCs or as receiving drop shipments of mail.

S&DCs

- ~68 facilities launched individually or in one of two major waves
- Another 28 expected prior to the end of September

PRICING CHANGES: MARKETING MAIL DROP SHIP DISCOUNTS

MM Flats Under 4oz.

Entry Discount Level	Current Discount P/1000 pieces	Effective July Discount P/1000 pieces	Effective July Change	% of Change
DNDC	\$71	\$66	-\$5	-7%
DSCF	\$91	\$70	-\$21	-23%
DDU	\$104	\$81	-\$23	-22%

Flats delta from \$20 p/1000 to \$4 p/1000, down by 80%



Letters delta from DNDC to DSCF from \$8 p/1000 to \$3 p/1000, down by 63%



MM Flats 4oz. And higher

Entry Discount Level	Effective July cwt p/100 lbs.
DNDC	\$44.80
DSCF	\$47.80
DDU	\$55.10

MM Letters

Entry Discount Level	Current Discount P/1000 pieces	Effective July Discount P/1000 pieces	Effective July Change	% of Change
DNDC	\$27	\$24	-\$3	-11%
DSCF	\$35	\$27	-\$8	-23%

PRICING CHANGES: MARKETING MAIL FLATS CONTAINER INCENTIVES

No Change to Incentives of letters on SCF pallets.

Marketing Mail Flats on SCF Pallets, regardless of entry.

Type of Work-Sharing	Current Discount p/1000 pieces	Effective July Discount p/1000 pieces	Effective July Change	% of Change
3D & 5D	\$21	\$26	\$5	+23.8%
Carrier Route	\$17	\$21	\$4	+23.5%
High Density	\$12	\$15	\$3	+25%
HD+	\$11	\$14	\$3	+27.3%
Saturation	\$4	\$5	\$1	+25%

Marketing Mail Flats on Delivery Sort Pallets (5D CR), regardless of entry.

Type of Work-Sharing	Current Discount p/1000 pieces	Effective July Discount p/1000 pieces	Effective July Change	% of Change
Carrier Route	\$27	\$31	\$4	+14.8%
High Density	\$22	\$27	\$5	+22.7%
HD+	\$18	\$22	\$4	+22.2%
Saturation	\$14	\$17	\$3	+21.4%

NEW NETWORK FACILITIES BY THE DATA



NEW NETWORK FACILITIES BY THE PMG REPORT



- **Richmond RPDC**
- **Atlanta RPDC**
- **Charlotte RPDC**
- **Portland RPDC**
- **Chicago RPDC**
- **Boise RPDC**
- **Houston RPDC**
- **Indianapolis RPDC**
- **Jacksonville RPDC**
- **Jersey City RPDC**
- **Greensboro RPDC**
- **Phoenix RPDC**
- **Santa Clarita RPDC**

NEW NETWORK FACILITIES BY THE PMG REPORT



- **Richmond, Virginia LPC**
- **Norfolk, Virginia LPC**
- **Portland, Oregon LPC**
- **Eugene, Oregon LPC**
- **Duluth, Georgia LPC**
- **Atlanta, Georgia LPC**
- **Macon, Georgia LPC**
- **Augusta, Georgia LPC**
- **Pocatello, Idaho LPC**
- **South Houston, Texas LPC**
- **Beaumont, Texas LPC**
- **Charlotte, North Carolina LPC**
- **Johnson City, Tennessee LPC**
- **Greenville, South Carolina LPC**
- **Jacksonville, Florida LPC**
- **Tallahassee, Florida LPC**
- **Indianapolis, Indiana LPC**
- **Fort Wayne, Indiana LPC**
- **Medford, Oregon LPC**
- **Boise, Idaho LPC**

NEW FACILITY IMPACT

OFFICE OF INSPECTOR GENERAL | UNITED STATES POSTAL SERVICE

Effectiveness of the New Regional Processing and Distribution Center in Richmond, VA

AUDIT REPORT

Report Number 23-161-R24 | March 28, 2024



OFFICE OF INSPECTOR GENERAL | UNITED STATES POSTAL SERVICE

Efficiency of Operations at the North Houston Processing and Distribution Center, Houston, TX

AUDIT REPORT

Report Number 23-150-R24 | November 28, 2023



Sorting and Delivery Center Impacts in the Florida 1 District

AUDIT REPORT

Report Number 23-171-R24 | May 28, 2024



Metro Atlanta residents not getting their mail due to delays at USPS facility

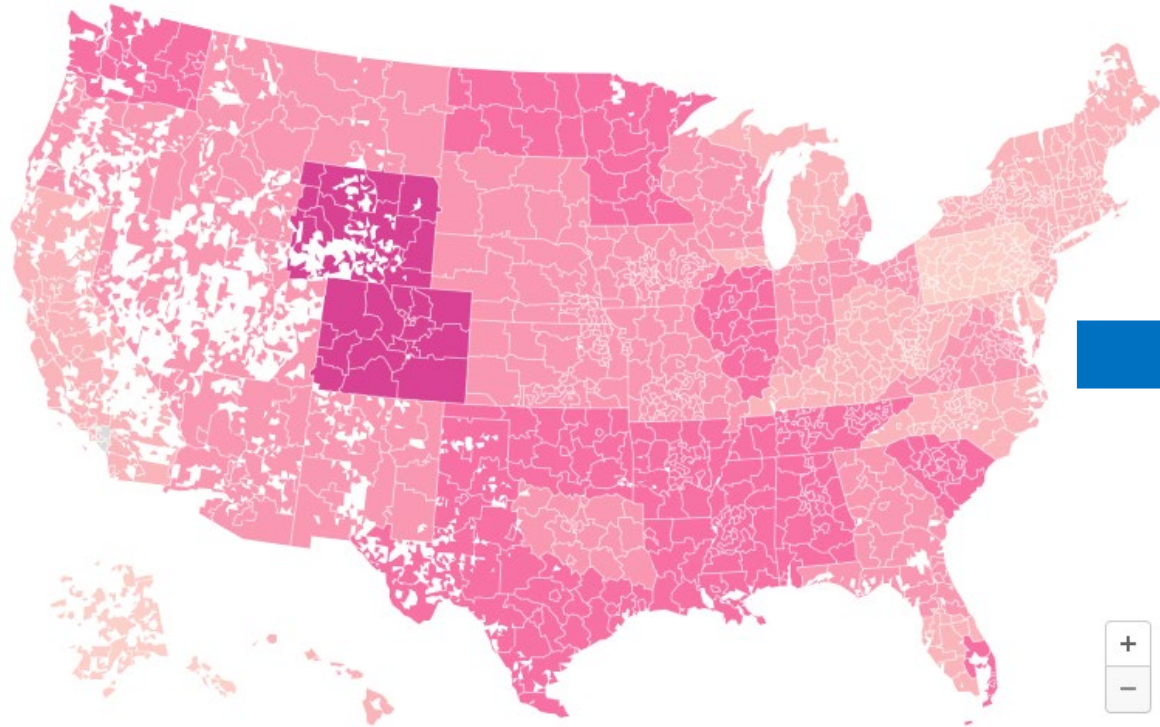
NEWS

USPS' new Atlanta-area hub causes issues for thousands of Upstate utility customers

IMPACT ON THE NETWORK

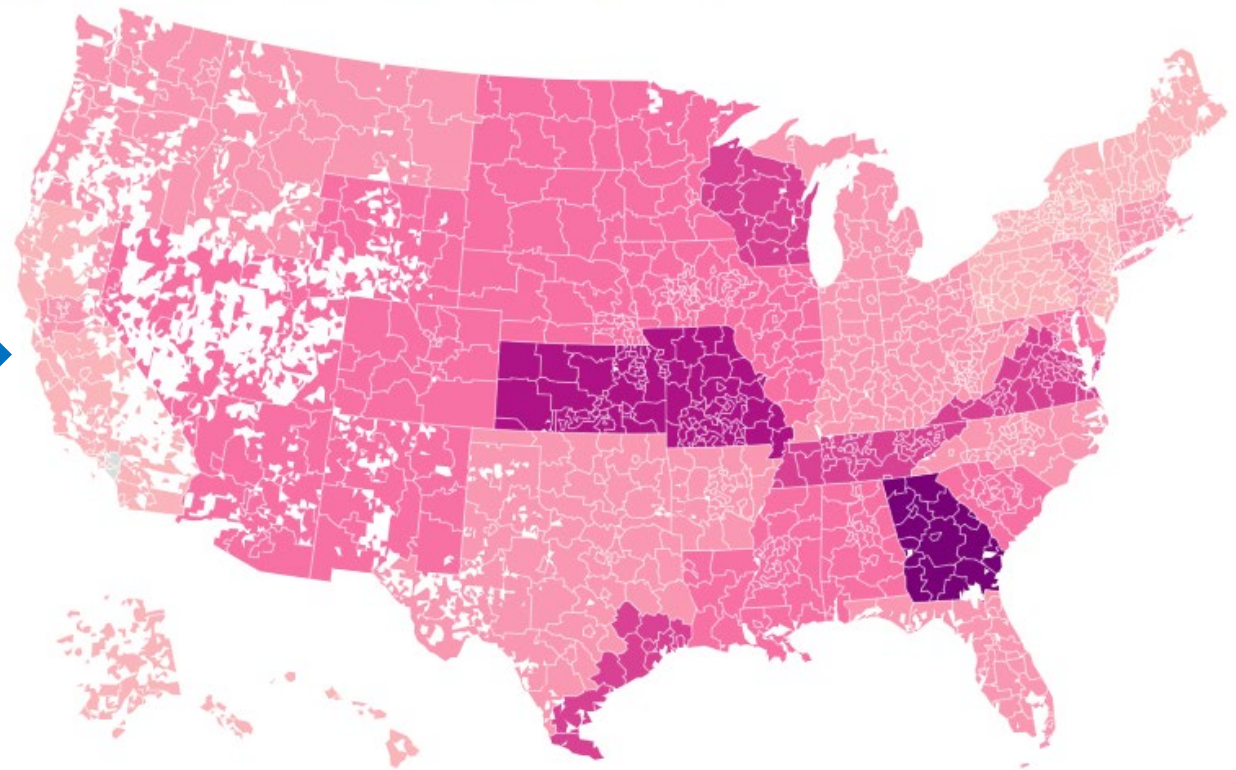
Service Performance First Class Q2 FY2023

Percent On Time
■ < 65 ■ 65-70 ■ 70-75 ■ 75-80 ■ 80-85 ■ 85-90 ■ 90-95 ■ ≥ 95



Service Performance First Class Q2 FY2024

Percent On Time
■ < 65 ■ 65-70 ■ 70-75 ■ 75-80 ■ 80-85 ■ 85-90 ■ 90-95 ■ ≥ 95



+
-

A QUICK POLL

Choose ALL that apply.

We will quickly tabulate your answers.

And share the poll results.





WHAT TO EXPECT: SOFTWARE

KEEPING UP WITH THE DATA

RPDCs, LPCs,
and S&DCs are
being added as
they come online

- ZIP Code separations in Labeling Lists
- Redirections in Mail Direction File
- New Facilities in Address file

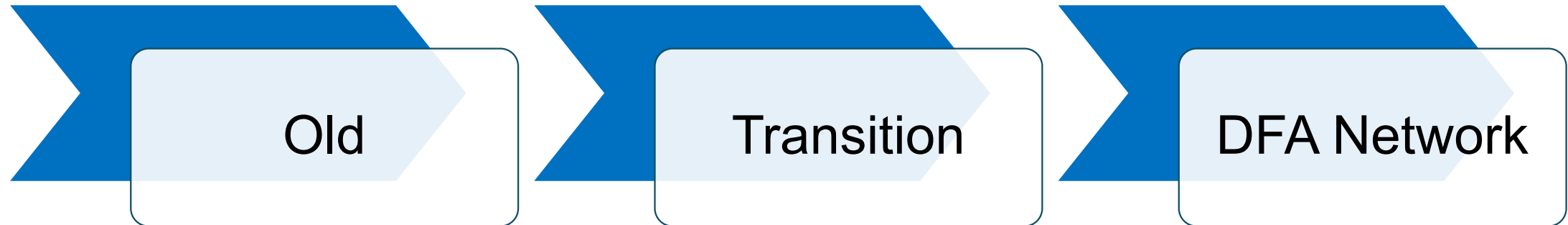
Converting
existing facilities

- Recent Dropship code update ([Industry Alert](#))

WHAT TO EXPECT: UPDATES TO THE SOFTWARE

⦿ Three major areas of impact to software

- USPS Product Offerings
- Sortation levels and rules
- Entry Point levels and rules



BCC SOFTWARE **USER CONFERENCE**

Info**X**change

CHICAGO 2024

AUGUST 12TH - 15TH

Save the dates!

LEARN | GROW | XCHANGE INFORMATION

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Questions & Answers



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