BCC SOFTWARE USER CONFERENCE



CHICAGO 4

AUGUST 12TH - 15TH

Navigating the Changing USPS® Network for Maximum Value

#### INTRODUCTION

YOUR BCC SOFTWARE PRESENTATION TEAM



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#### What is Full Service?

#### Key Requirements for Full-Service

- Apply unique Intelligent Mail barcode (IMb) to each postcard, letter, and flat
  - Barcode Uniqueness: For mailings less than 10,000 pieces, mailers have 2 options to maintain barcode uniqueness.
- Apply unique Intelligent Mail tray barcode (IMtb) to trays and sacks
- Apply unique Intelligent Mail container barcode (IMcb) to placards for containers (i.e. pallets) when required
  - Small volume mailings entered at a BMEU typically do not need an IMcb.
- Submit postage statements and mailing documentation electronically

#### What is Full Service?

- The discount for Marketing Mail and First Class Mail increased 0.003 to 0.005 (up \$2 per 1000 pieces)
- To submit a mailing as Full-Service, and claim the per piece discount, the following fields must be correctly populated in the electronic documentation (eDoc):
  - Mailer Identification (MID)
  - Service Type Identification (STID)
  - By (mail preparer) and For (mail owner) fields
  - Barcode Uniqueness
  - Entry Facility
  - Unlinked CoPal

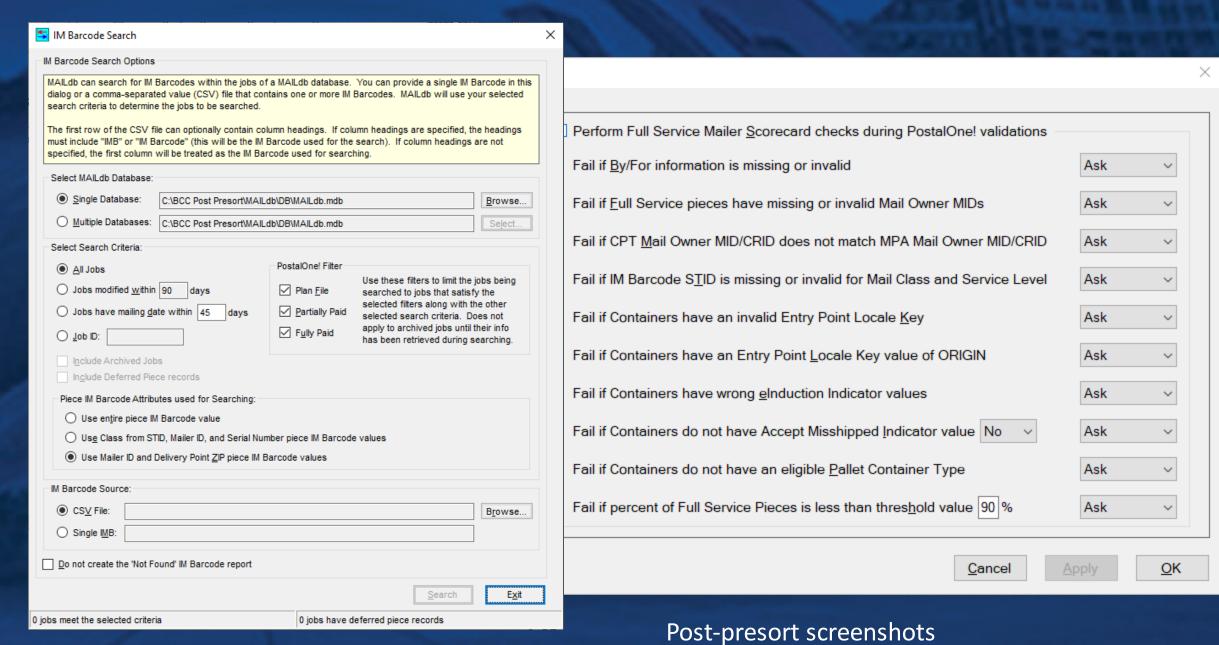
# What is Seamless Acceptance?

- The discount for Marketing Mail and First Class Mail increased 0.001 to 0.002 (up \$1 per 1000 pieces)
- The Mailer Scorecard
- Seamless Parallel
- Seamless Acceptance allows the USPS and mailers to answer 3 key questions by comparing information submitted in the electronic postage statement to mailpiece characteristic data obtained during mail processing.
  - 1. Have all pieces been paid for?
  - 2. Have all of the pieces been paid for correctly?
  - 3. Is the mailing prepared correctly?

# Uniqueness Tools

- Tracking Databases available in
  - Mail Manager (demo)
  - Bulk Mailer
  - BCC Architect
  - BCC Presort
- YourScore

- Post Presort
  - Mailer Scorecard Validations
  - IM Barcode Search Tool



#### Full-Service and Seamless Incentives and Permit Fees

	Current Incentive/Fee	Proposed Incentive/Fee	Percent Change
Full Service IMb First-Class Mail Marketing Mail Periodicals Package Services	\$0.003 \$0.003 \$0.001 \$0.001	\$0.005 \$0.005 \$0.001 \$0.001	66.7% 66.7% 0.0% 0.0%
Seamless First-Class Mail Marketing Mail Periodicals Package Services	\$0.001 \$0.001 \$0.001 \$0.001	\$0.002 \$0.002 \$0.001 \$0.001	100.0% 100.0% 0.0% 0.0%
Permit Fee	\$320.00	\$350.00	9.4%
Periodicals Application Original Entry Fee	\$950.00	\$1,040.00	9.5%

# Making the Most of Incentives

#### **Mail Growth Incentives**

- Starting in 2024, when you surpass your volume from the previous year, you can earn 30% credits that can be redeemed for mailings in the same class.
  - Mail volume in 2023 must be greater than 1 million pieces within the class
  - Credits to be assessed and distributed June, September, December/Early 2024
- Both First Class Mail and Marketing Mail
  - FCM Eligible
    - Flats, Letters, and Cards
  - Mkt Eligible
    - Letters, including HD/Saturation
    - Flats, including HD/Saturation
    - Carrier Route products
    - Parcels, including HD/Saturation
- Registration Ended June 30<sup>th</sup>
- Extended to 2025

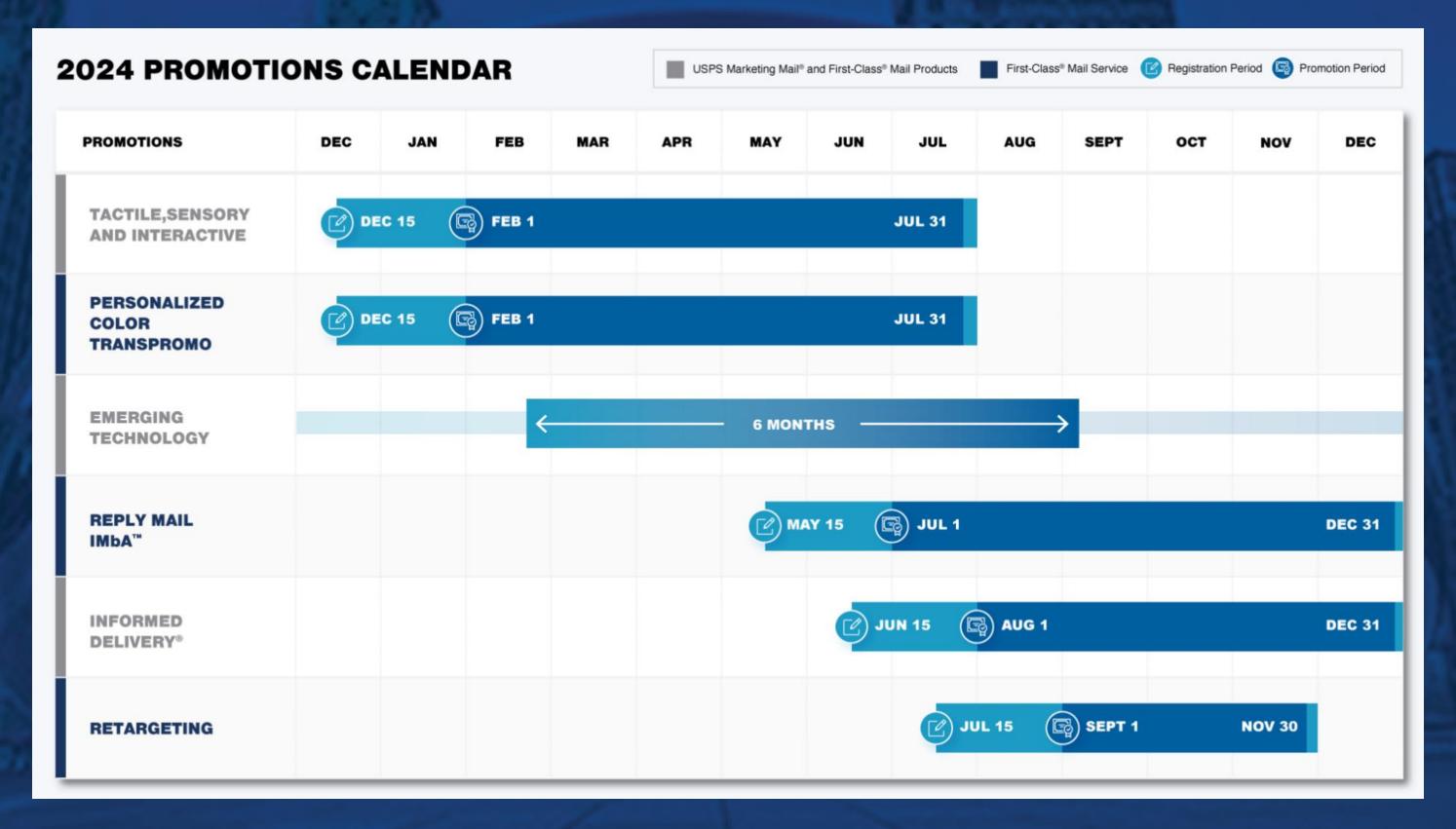
## Making the Most of Incentives

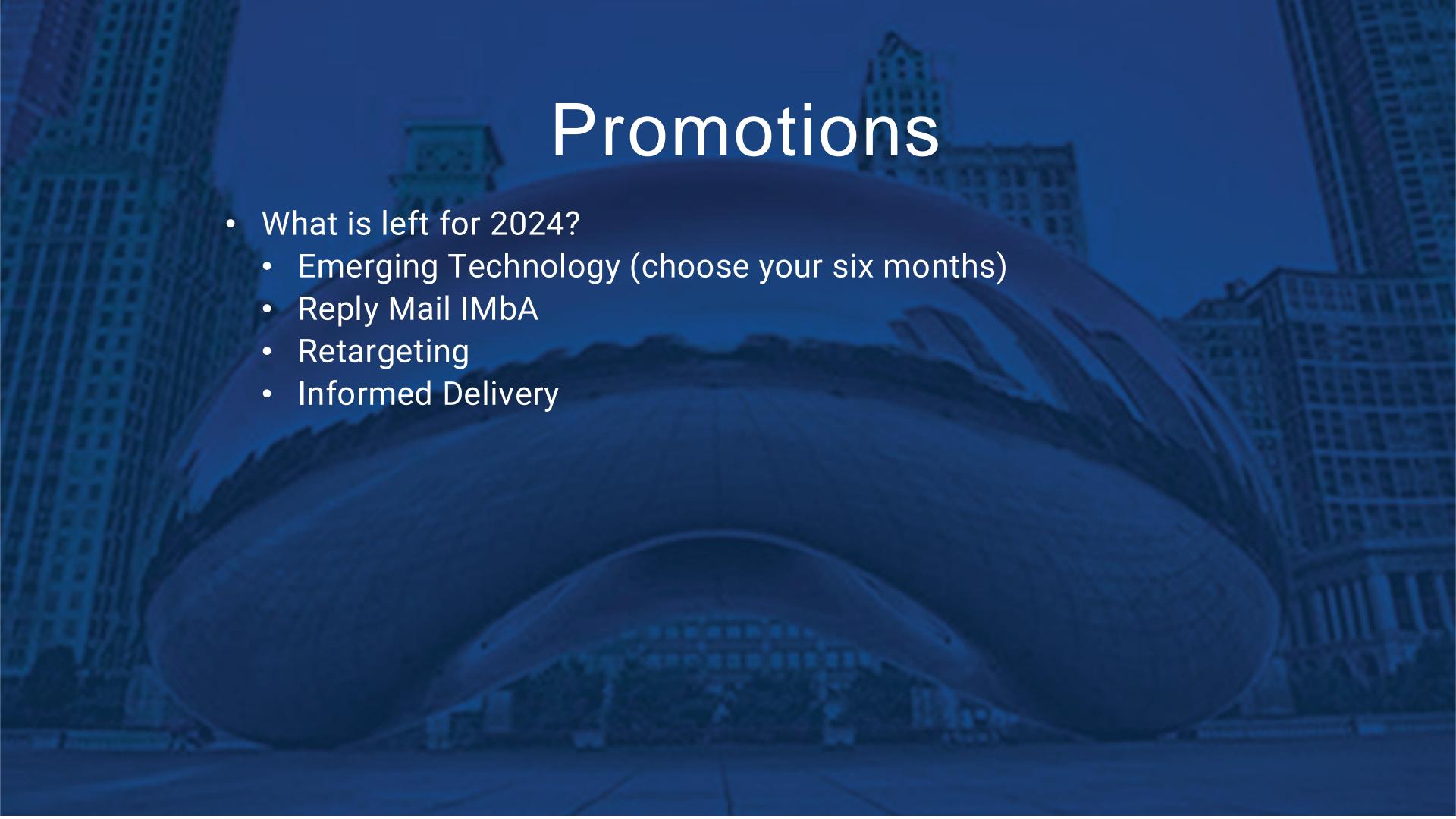
- Marketing Mail SCF Pallet Discount
  - No Destination Entry requirements
  - Applies to Palletized Letters and Flats on an SCF pallet or better
  - 0.003 per letter (\$3/1000)
  - Between 0.005 and 0.021 per flat (\$5/1000 and \$26/1000) depending on preparation level
- Marketing Mail Direct Container Discount
  - No Destination Entry requirements for Pallets
  - Non palletized containers must be entered at the DDU
  - Applies to Flats on a 5 digit container
  - Between 0.017 and 0.031 per flat (\$17/1000 and \$31/1000) depending on preparation level

## Making the Most of Incentives

- Marriage Mail Discount
  - Applies only to Saturation Marketing Mail Letters or Flats (including EDDM-Commercial)
  - Minimum of 4 advertisers per mail piece (on one sheet or multiple sheets, bound or inserted)
  - Mail piece weight not to exceed 2 oz
  - Between 0.012 and 0.030 (\$12/1000 and \$30/1000) depending on Entry Discount and Rate Type
- Catalog Discount
  - Applies to Marketing Mail or Bound Printed Matter letters, flats, or parcels
  - The mail piece must be bound (stapled, stitched, glued or fastened together along one edge) with at least 12 pages, providing an organized listing of products or services offered for sale
  - 0.001 per piece (\$1/1000)

### 2024 Promotions





# Emerging Technology

- Choose your 6 months
- Emerging and Advanced Technology Options
  - Augmented Reality
  - Basic Voice Assistant
  - Mobile Shopping
- Enhanced Emerging Technology Options
  - Advance Voice Assistant
  - Video in Print
  - Near Field Communication
  - Mixed Reality
  - Virtual Reality

3/4%

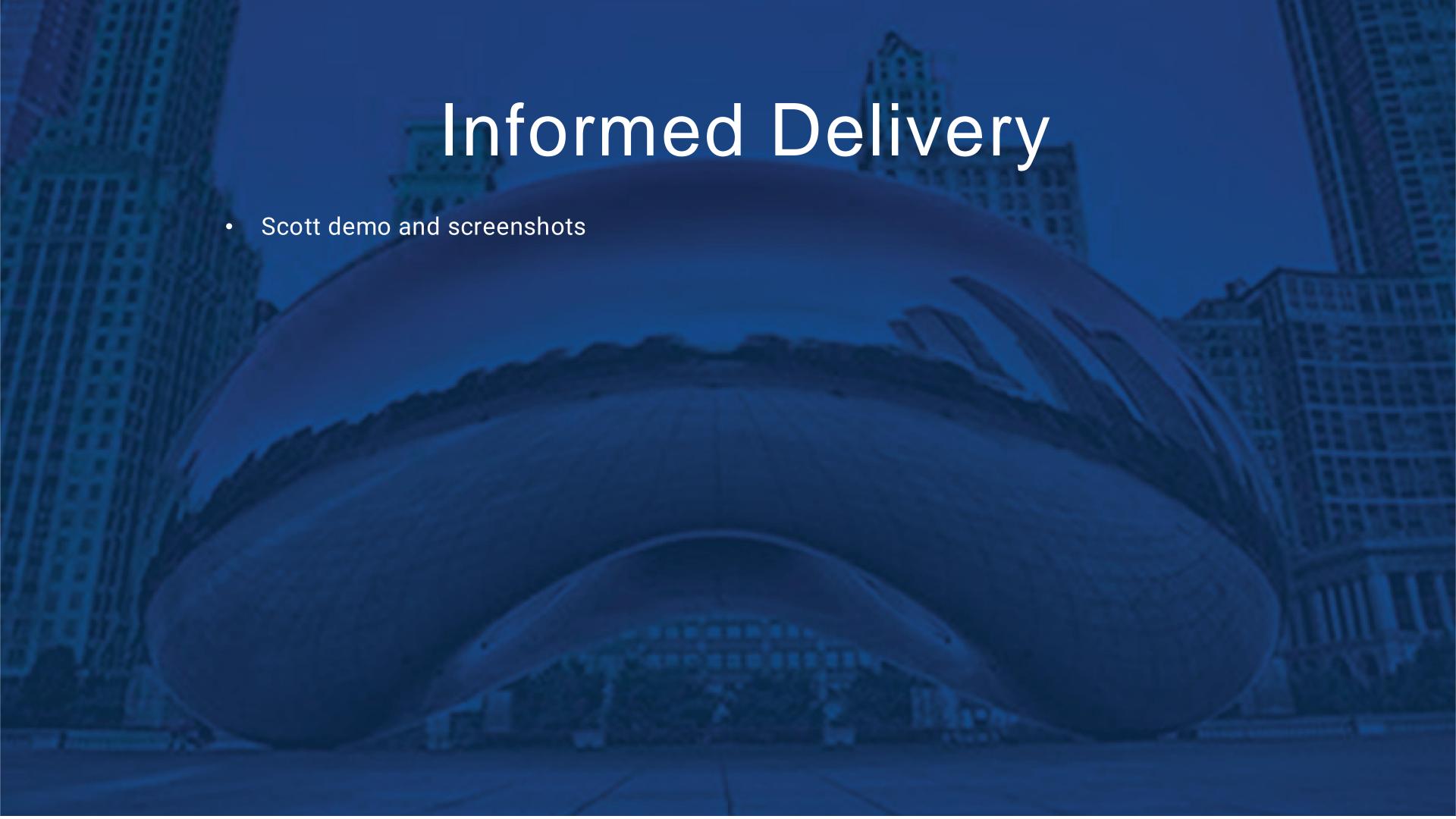


# Informed Delivery

- Promotion began August 1<sup>st</sup>
- Requirements
  - Have an active Informed Delivery Campaign associated with the piece
  - Have a ride-along image associated with the piece
  - Include a call-to-action (some customer response, examples include manage/view account, claim a free gift, download the app, apply now, click for additional details)
  - Cannot encourage Mail diversion

4%

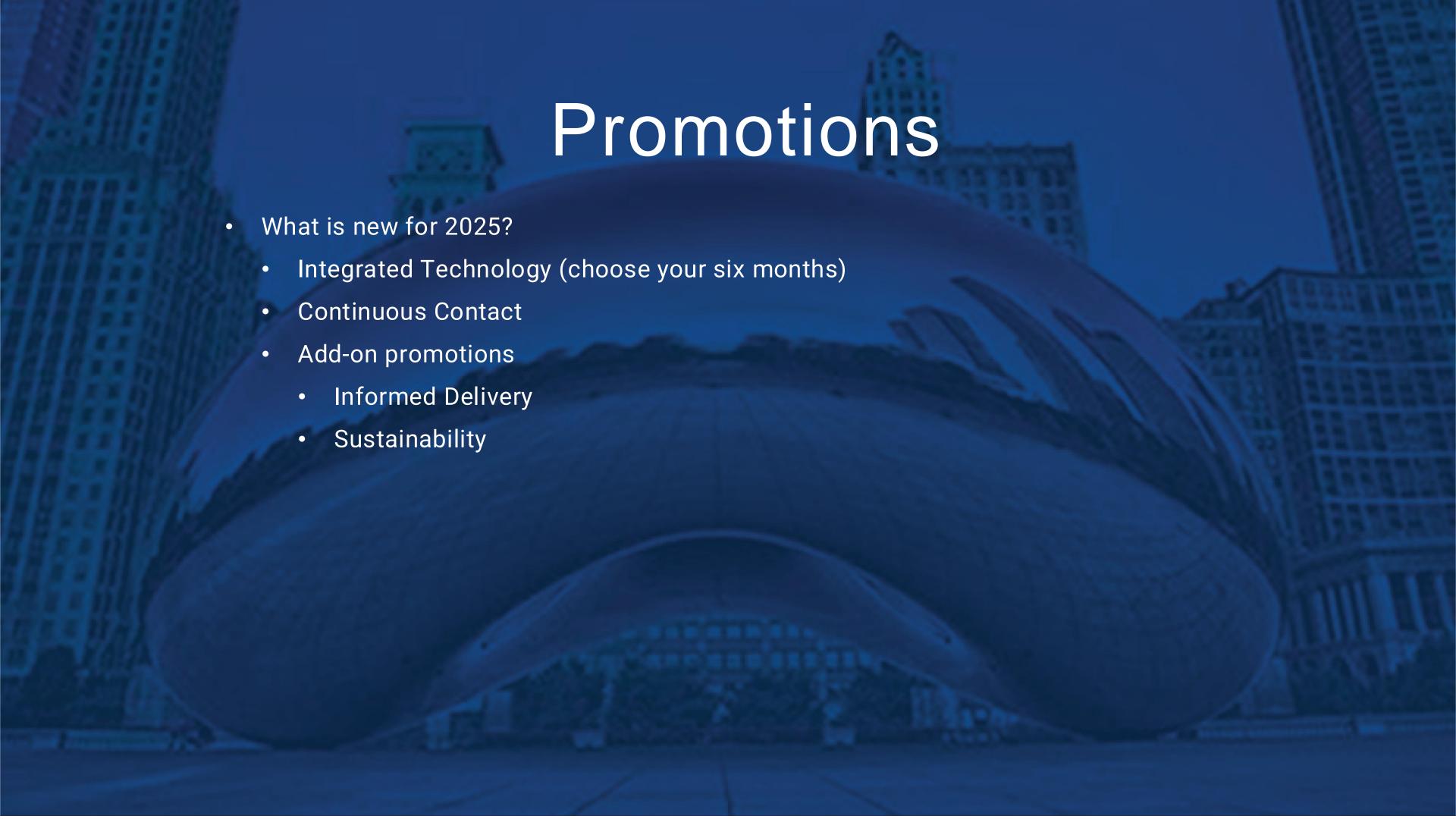
+.5%



### 2025 Promotions



0.5% credit to eDoc submitter



#### Add-on Promotions

- Available all year
- Registration beginning November 20<sup>th</sup>
- Informed Delivery
  - Same requirements as current full promotion
- Sustainability
  - Uses an approved certification and the piece is marked with that certification in some way
  - Shows efforts to be environmentally conscious by demonstrating the paper used in the mailing came from certifiable, responsible sources.



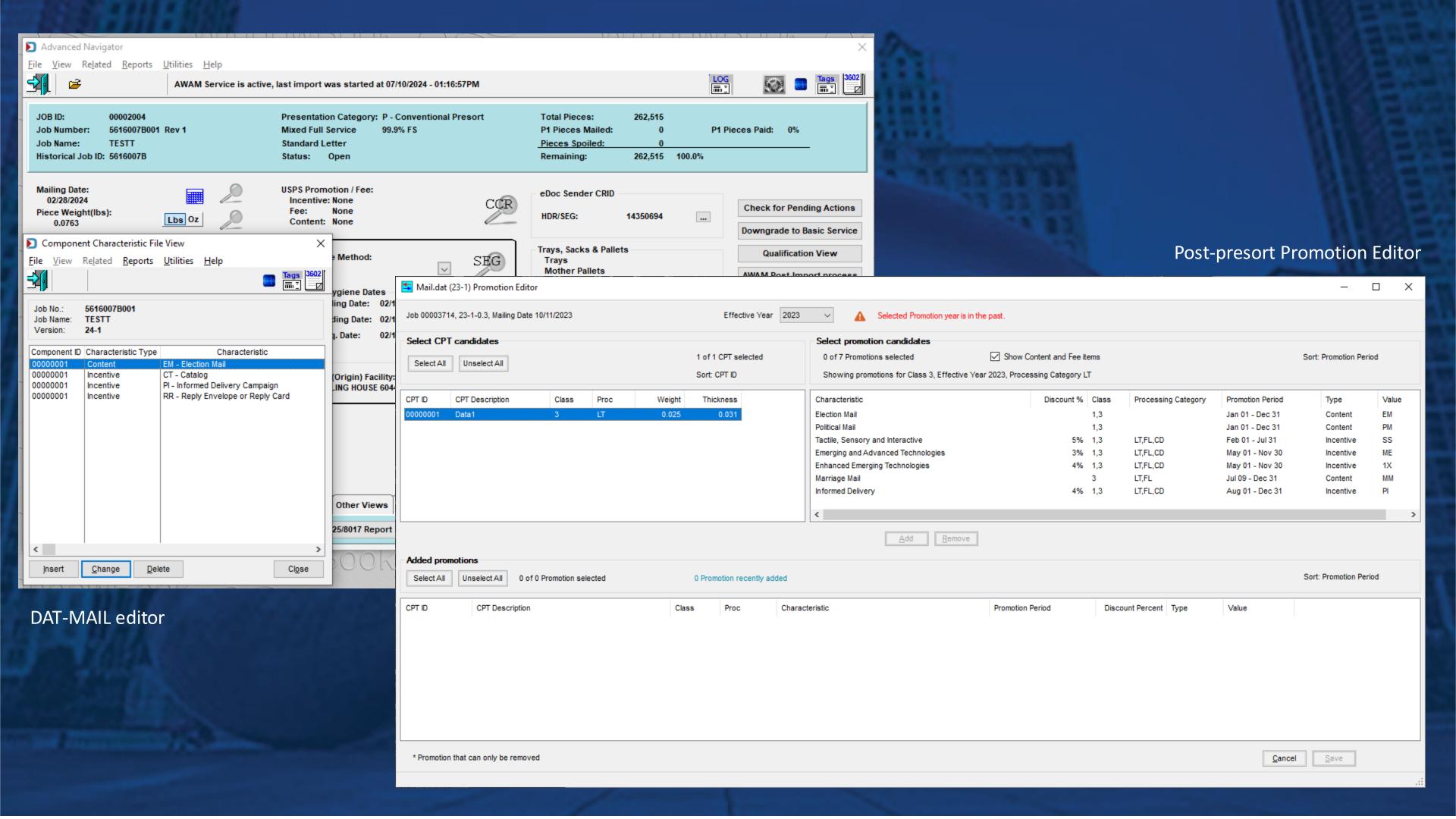


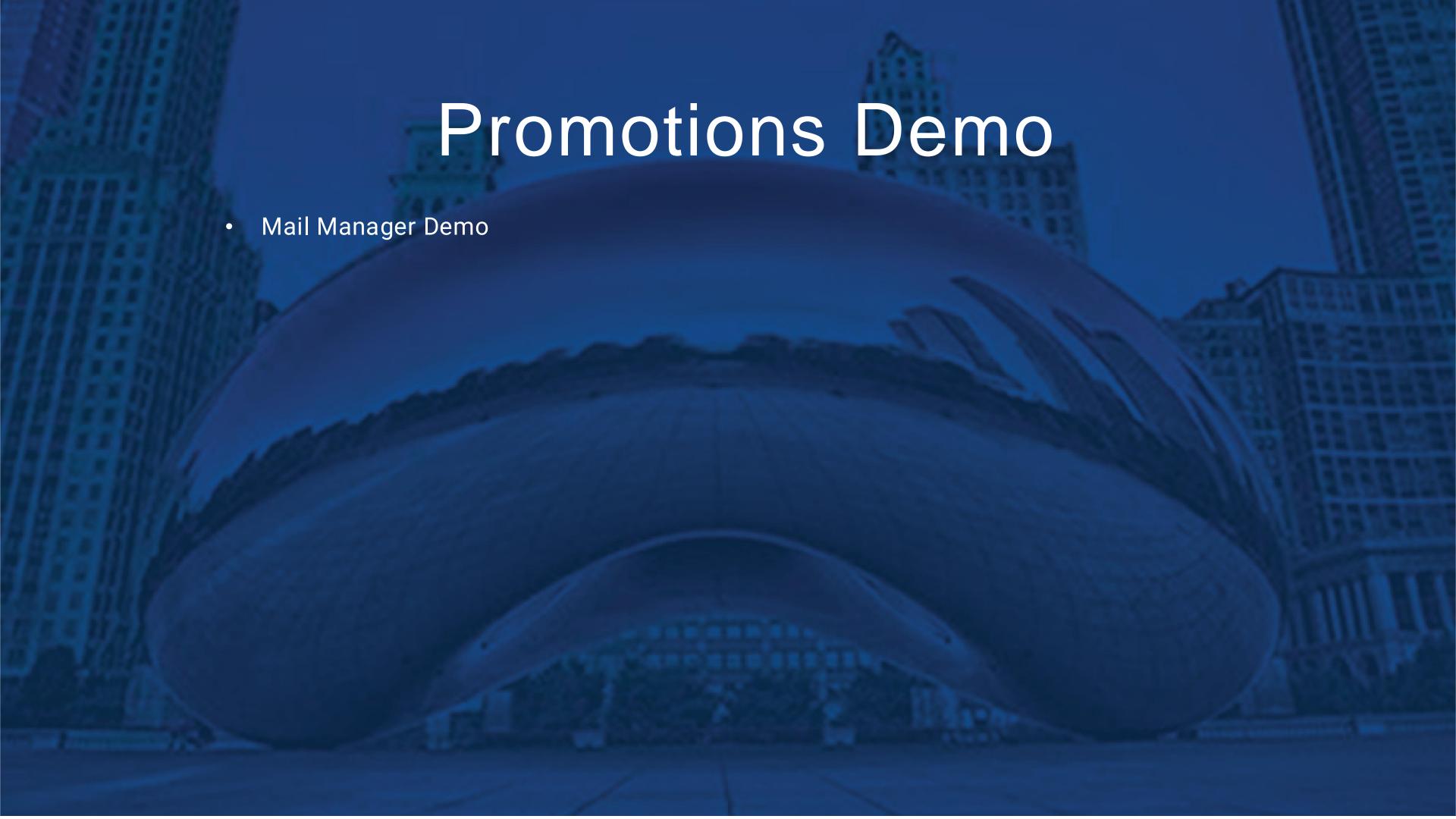
# Continuous Contact

3%

- Registration beginning February 15<sup>th</sup>, Promotion beginning April 1<sup>st</sup>
- Encourages an extended campaign to the same recipient
- All touch points must occur within the promotion period
- Marketing Mail Letters and Flats (Nonprofit and regular)
- Mailing must be iterative (no sending the same piece 10 times)



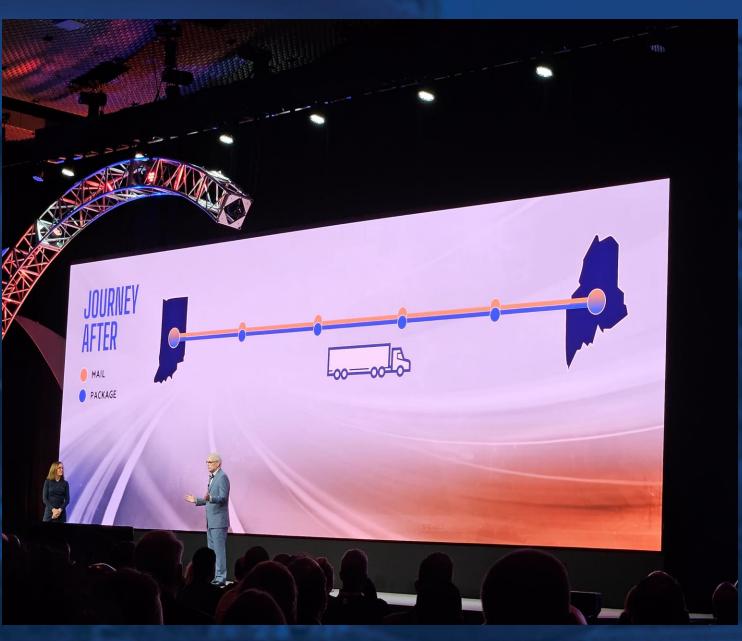






# Keeping Up with the DFA





# Keeping Up with the DFA

Regional Processing and Distribution Center (RPDC)



- All outgoing operations
- Destinating Parcels to the 5 digit
- Cross dock destinating
   3-digit letters and flats

Local Processing Center (LPC)



- Letters and Flats to DPS or carrier route
- Cross dock 5-digit parcels

Sorting and Delivery Center (S&DC)



- Destinating Entry
- Carrier Routed Parcels
- Cross dock to and from DU

Delivery Unit (DU)



 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

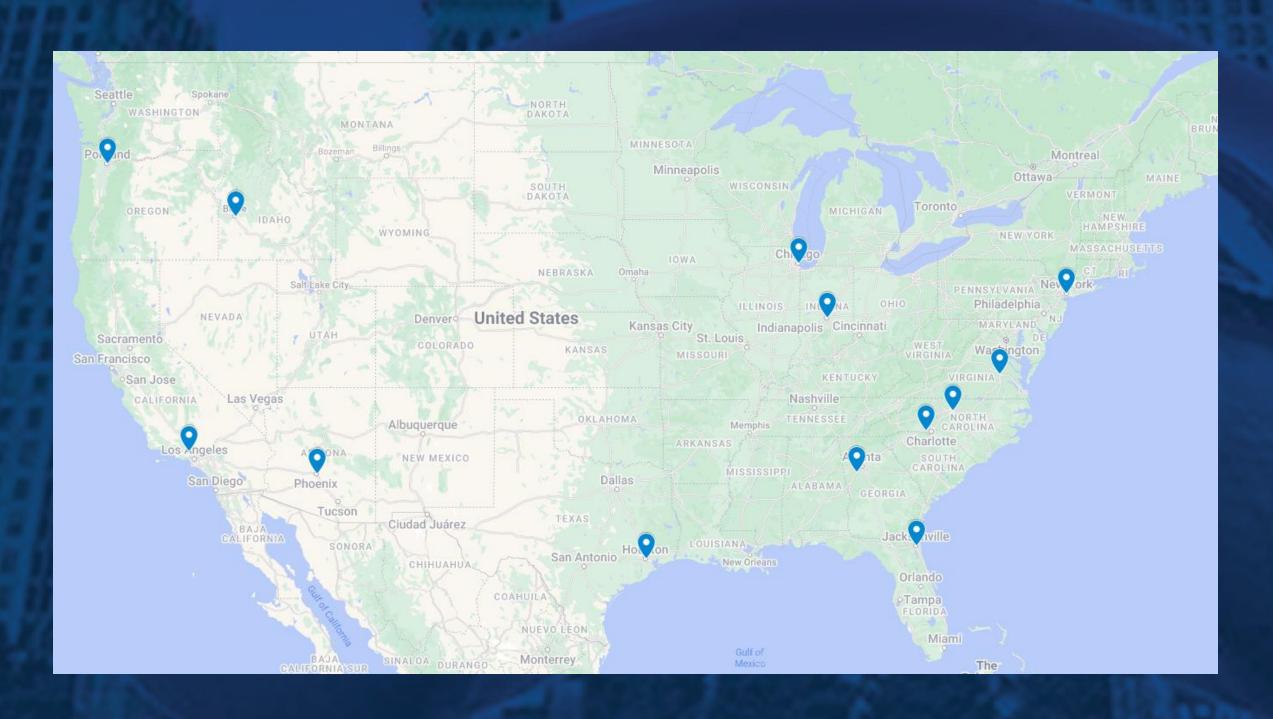
#### Local Processing Centers (LPC)

- 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)

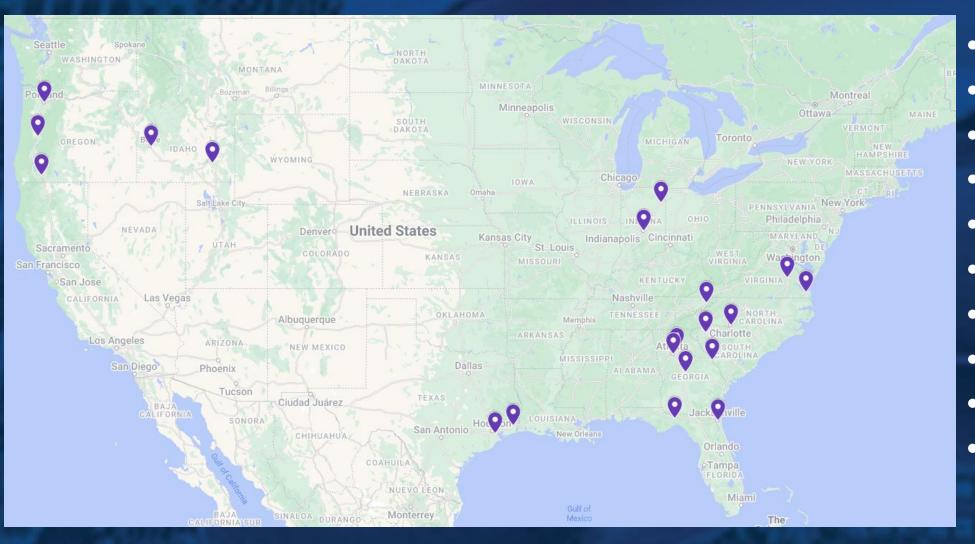
- Function as a Destination Delivery Unit
- Up to 18 ZIP codes or 400,000 people in the same facility
- Act as a hub or sortation facility for DDU facilities

# RPDCs



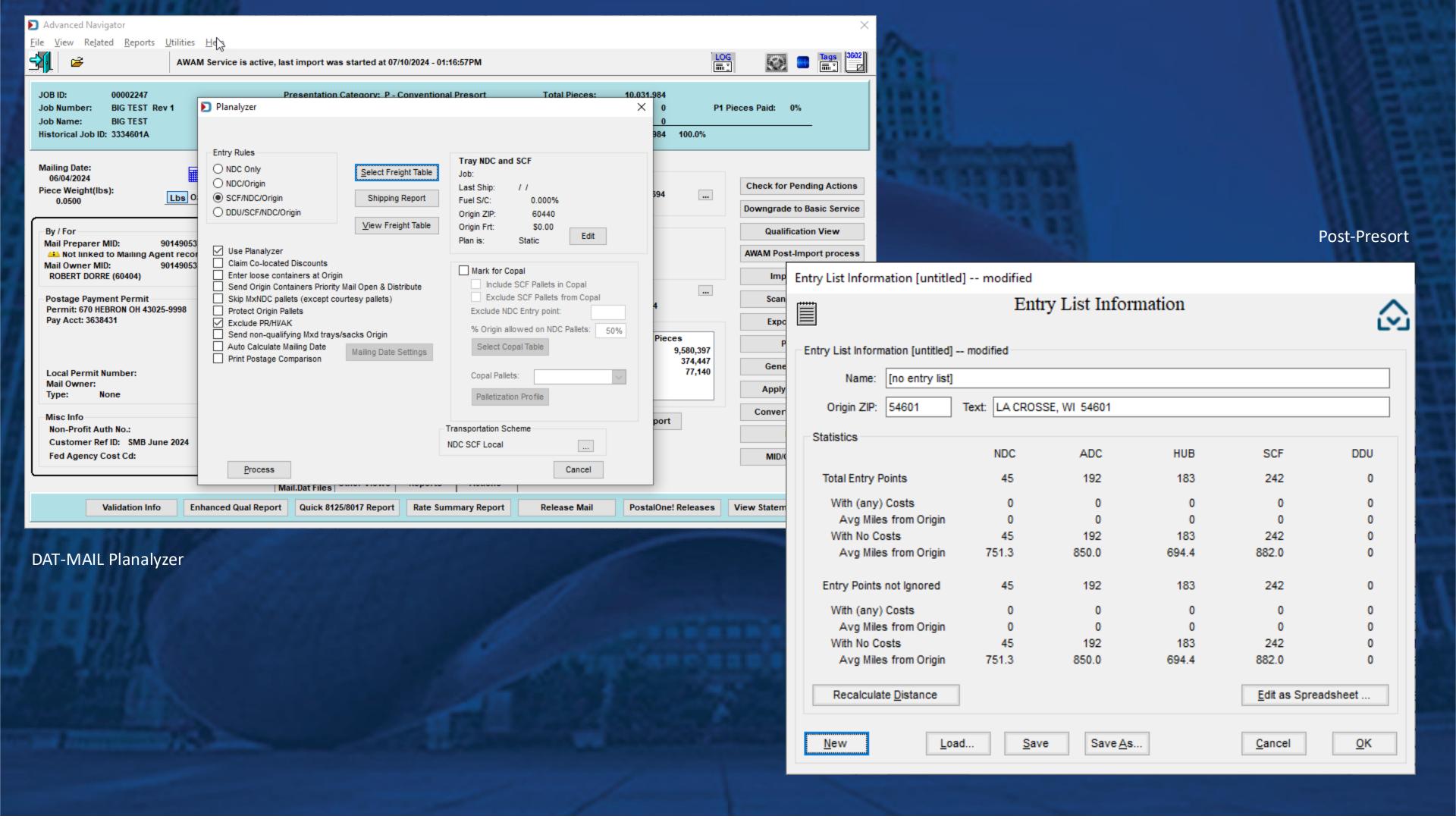
- Richmond RPDC
- Atlanta RPDC
- Charlotte RPDC
- Portland RPDC
- Chicago RPDC
- Boise RPDC
- Houston RPDC
- Indianapolis RPDC
- Jacksonville RPDC
- Jersey City RPDC
- Greensboro RPDC
- Phoenix RPDC
- Santa Clarita RPDC

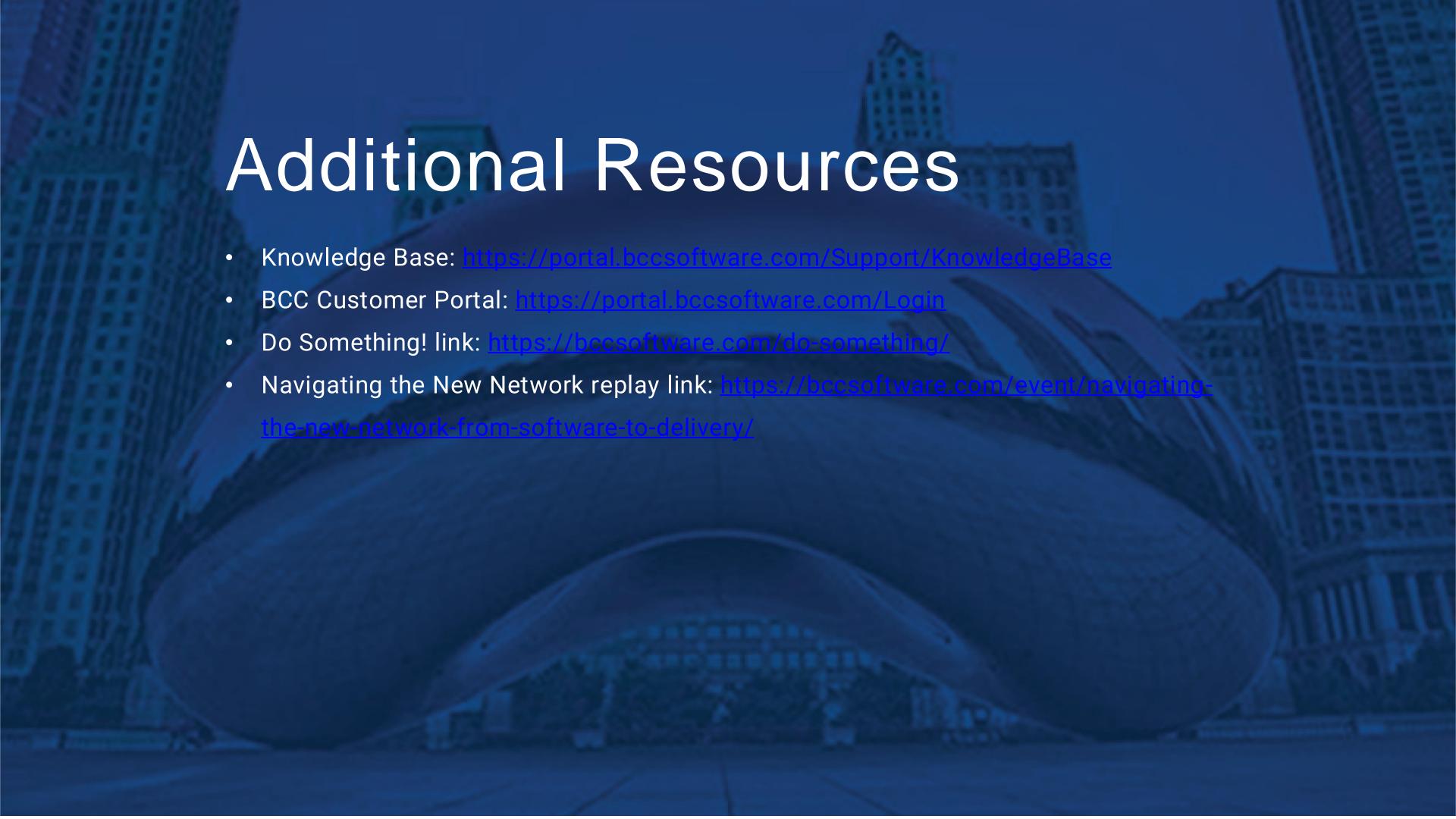
### LPCs



- 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

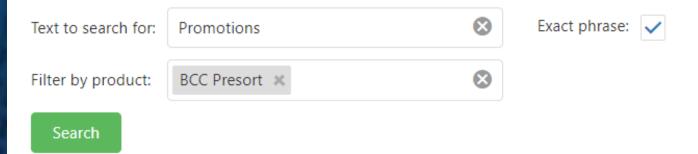
- Beaumont, Texas LPC
- Charlotte, North Carolina LPC
- Johnson City, Tennessee LPC
- Greenville, South Carolina LPC
- Jacksonville, Florida LPC
- Tallahassee, Florida LPC
- Indianapolis, Indiana LPC
- Fort Wayne, Indiana LPC
- Medford, Oregon LPC
- Boise, Idaho LPC





### Additional Resources

#### **Knowledge Base**



#### **Additional Resources**

- USPS Domestic Mail Manual
- USPS Business Customer Gateway 🖾
- USPS Postal Bulletin 🗹
- Delivery Technology Advocacy Council
- Facility Access and Shipment Tracking

Title	Views	KB Number	Description
Getting Started with Full-Service Intelligent Mail®	1,469	KA-02171	Resources to help prepare for and transition to Full-Service Intelligent Mail®.
2024 USPS Mailing Promotions and Incentives	609	KA-03567	Overview of 2024 USPS mailing promotions and incentives.
How to participate in the mail growth incentive	21	KA-04345	
Where can I find the latest USPS Promotions and Incentives?	20	KA-01794	
Are parcels included in the USPS Promotions and Incentive programs?	14	KA-01017	

### Additional Resources

- Knowledge Base Articles for Promotions
  - 2024 Overview:

https://portal.bccsoftware.com/Support/knowledgeBaseContents?id=KA-03567

BCC Presort:

https://portal.bccsoftware.com/Support/knowledgeBaseContents?id=KA-02018

Post-Presort:

https://portal.bccsoftware.com/Support/knowledgeBaseContents?id=KA-04397

Mail Manager, Informed Delivery:

https://portal.bccsoftware.com/Support/knowledgeBaseContents?id=KA-01191

BCC Bulk Mailer:

https://portal.bccsoftware.com/Support/knowledgeBaseContents?id=KA-01028

### Additional Resources

- Incentives Landing Page: <a href="https://postalpro.usps.com/msi">https://postalpro.usps.com/msi</a>
- Promotions Landing Page: <a href="https://postalpro.usps.com/promotions">https://postalpro.usps.com/promotions</a>
- How to Enroll: <a href="https://postalpro.usps.com/promotions/how-to-enroll">https://postalpro.usps.com/promotions/how-to-enroll</a>
- Mailing Promotions Portal: https://postalpro.usps.com/promotions/portal
- Marriage Mail Incentive: <a href="https://postalpro.usps.com/marriage-mail/fact-sheet">https://postalpro.usps.com/marriage-mail/fact-sheet</a>
- Catalog Incentive: <a href="https://postalpro.usps.com/catalog-incentive/fact-sheet">https://postalpro.usps.com/catalog-incentive/fact-sheet</a>
- Mail Growth Incentive: <a href="https://postalpro.usps.com/growth-incentive-fags">https://postalpro.usps.com/growth-incentive-fags</a>
- Delivering for America overview: <a href="https://about.usps.com/what/strategic-plans/delivering-for-america/">https://about.usps.com/what/strategic-plans/delivering-for-america/</a>
- Industry Alerts related to the new facilities and network redesign:
   <a href="https://pe.usps.com/NetworkRedesign/Index">https://pe.usps.com/NetworkRedesign/Index</a>
- Mail Processing Facility Review: <a href="https://about.usps.com/what/strategic-plans/mpfr/welcome.htm">https://about.usps.com/what/strategic-plans/mpfr/welcome.htm</a>

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