

FY21 - Competitive Shipping Revenue % Plan

Competitive Shipping Revenue % Plan

Targets and Thresholds

1	2	3	4	5	6	7	8	9	10
-4.00	-3.00	-2.00	-1.00	0.00	4.00	8.00	12.00	16.00	20.00

Description

Competitive Shipping Revenue is calculated from the annual Integrated Financial Plan (IFP) and Revenue, Volume Comparison (RVC) monthly and YTD report. This indicator is the actual Competitive Shipping Revenue as a percentage of the planned Competitive Shipping Revenue.

Competitive Shipping Revenue % Plan is one portion (50%) of the Functional Effectiveness - HQ-CCBSO indicator.

Measurement Period -

This performance indicator will be measured each month and cumulative scores will be reported as Year-To-Date (YTD) result.

Data Source and Calculation

Source	-	Annual IFP and monthly RVC reports produced by the Revenue & Volume Forecasting Team
Indicator Value	-	Competitive Shipping Revenue as a percentage of the planned Revenue Calculate Competitive Shipping Revenue from monthly RVC report as follows: Competitive Shipping Revenue = Shipping & Package Services Revenue - USPS Marketing Mail Parcels (Market Dominant) Revenue -- Package Services (Market Dominant) Revenue
Business Rule	-	Compare actual revenue to plan to compute % to plan by month and YTD as follows: $\left(\frac{YTD \text{ Competitive Shipping Revenue}}{YTD \text{ Planned Competitive Shipping Revenue}} - 1 \right) \times 100$ Note: Retail Priority Mail and PME are combined in this indicator, International revenue is excluded.
Decimal Precision	-	Two Decimals

Validati

The RVC report is available on the Chief Commerce and Business Solutions BluePage. Click on the link below and view under Quick Links.

<https://qblue.usps.gov/commercebusiness/welcome.htm>

Applicable Positions / Units, Measurement Depth and Weight:

Scorecard Name	Depth	Weight	Total Weight Towards Composite
HQ CCBSO	National	50.0%	15.0%