

SUPPLY MANAGEMENT

USPS | Re:Supply

NEWSLETTER

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To Our Valued Suppliers,

The Postal Service provides an essential service and we have continued to perform our mission throughout the COVID-19 pandemic. We thank you for your performance during this unprecedented period in our country. The health, safety, and well-being of our employees, customers, and suppliers has remained our top priority as we work through these challenging times. To help ensure everyone's safety, we continuously adopt new guidance from the Centers for Disease Control and Prevention (CDC) and other appropriate guidance including updated cleaning procedures, following health, safety, and hygiene practices at our work locations. Additionally we have needed to cancel certain events while instituting remote work policies and travel restrictions, and followed our preparedness plans.

We will do our part to protect each other and by working together and communicating, we can all stay informed and ahead of any changes so that we can plan together and mitigate any impacts on Postal Service supply chains.

On behalf of everyone at the Postal Service, I would like to take this opportunity to recognize and thank all of our suppliers that have been working with us to provide essential products and services to run our business and deliver every day for our customers. Your efforts, combined with those of your USPS colleagues, are making a difference and are greatly appreciated.

I hope that you and your family and colleagues all stay safe and healthy. Thank you for your support.



Mark Guilfoil
Vice President, Supply Management



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New Postmaster General - Louis DeJoy

The Postal Service Board of Governors has selected Louis DeJoy to serve as the nation's 75th Postmaster General, effective June 15.

DeJoy, a business executive with more than 35 years of experience, previously served as Chairman and Chief Executive Officer of New Breed Logistics. He has spent decades collaborating with USPS, Boeing, Verizon, Disney, United Technologies and other public and private companies to provide supply chain logistics, program management and transportation support.

"Louis DeJoy understands the critical public service role of the United States Postal Service, and the urgent need to strengthen it for future generations," said Robert M. "Mike" Duncan, Chair of the Board of Governors. "The board appreciated Louis' depth of knowledge on the important issues facing the Postal Service and his desire to work with all of our stakeholders on preserving and protecting this essential institution."

DeJoy becomes the fifth Postmaster General to join the organization from the private sector since the Postal Service became an independent establishment within the executive branch in 1971.

"Having worked closely with the Postal Service for many years, I have a great appreciation for this institution and the dedicated workers who faithfully execute its mission," DeJoy said. "I look forward to working with the supporters of the Postal Service in Congress and the administration to ensure the Postal Service remains an integral part of the United States government. Postal workers are the heart and soul of this institution, and I will be honored to work alongside them and their unions. It will be an incredible honor to serve as Postmaster General, and I commit myself to upholding the Postal Service's cherished role in our nation."

In his role as chairman and CEO of New Breed Logistics, DeJoy transformed a small, family-owned transportation company with 10 employees into a nationwide provider of highly engineered, technology-driven, contract logistics services employing more than 9,000 people. New Breed Logistics was a contractor to the Postal Service for more than 25 years, supplying the organization with logistics support for multiple processing facilities. The company received Quality Supplier Awards from USPS in 1995, 1996, 1997 and 1998.

In 2014, New Breed merged with XPO Logistics, with DeJoy serving as CEO of XPO Logistics' supply chain business in the Americas before retiring in 2015 and joining the XPO Logistics board of directors, where he served until 2018.

DeJoy's appointment comes upon the retirement of Megan Brennan, the nation's 74th Postmaster General.

Leading the Nation

USPS Tops Survey on Pandemic Performance



USPS has continued normal operations throughout the coronavirus pandemic.

A new Harris Poll Survey ranks the Postal Service first for its overall performance during the *coronavirus pandemic*, topping many of the nation's best-known companies.

The poll asked consumers to rank a wide-ranging list of 100 businesses on four key measures: resolve, integrity, responsiveness and permanence.

USPS ranked No. 1 in the overall composite score, leading companies such as Clorox (No. 2), Google (No. 3), UPS (No. 4), Walmart (No. 5) and FedEx (No. 9).

The Postal Service also ranked first in responsiveness and permanence, which describes the perceived strength of an organization and expectations of its future relevance.

USPS ranked fifth for integrity and 23rd for resolve, which gauged whether an organization is viewed as part of the solution.

“Postal Service employees connect America, especially during times like these,” said Postmaster General Megan J. Brennan. “Throughout the pandemic, our employees have delivered the medicine, checks and essential supplies that customers need to get through this challenging time. It’s rewarding to see the public recognize the indispensable role that our employees play in every community across the nation.”

The Harris Poll, a global research firm, and other groups conducted the survey between January and April, just as the pandemic forced many businesses to curtail operations and much of the public to shelter at home.

Similarly, a separate poll conducted recently by Pew Research Center found USPS is *viewed favorably* by 91 percent of the public.



COVID-19 Command

Kristin Seaver stepped away from her regular duties as Chief Information Officer to serve as the COVID-19 Response Command Incident Commander



COVID-19 command – **Executive Committee** lead
USPS response

In response to COVID19 pandemic, Postmaster General Brennan in March established a COVID-19 Response Command team within the Postal Service to ensure that the organization took a comprehensive approach to its response to the coronavirus pandemic.

The group was led by Kristin Seaver, then the Chief Information Officer. COVID-19 Response Command covers four key areas, each led by a USPS officer:

Employee Continuity: Simon Storey, Employee Resource Management Vice President

Operational Continuity: Joshua Colin, Acting Processing and Maintenance Operations Vice President

Business Continuity: Mark A. Guilfoil, Supply Management Vice President

Customer Continuity: Steve Monteith, Marketing Vice President

Janice Walker, then Corporate Communications Vice President, coordinated all communications related to COVID-19 Response Command, while David Ellis, Managing Counsel Employee Law coordinated all legal concerns on behalf of the general counsel's office.

Supplier Diversity Corporate Plan



The United States Postal Service® (USPS) delivers over 145 billion pieces of mail and packages to approximately 159 million delivery addresses annually. The Postal Service is dedicated to providing excellent customer service, delivering high-quality products and services and ensuring that everyone can receive and send mail at affordable prices. To achieve our goal of providing universal delivery service that is efficient, trusted and affordable, we must maintain a diverse base of suppliers who offer innovative solutions to keep our business on the path to long-term sustainability.

The organization's procurement professionals are committed to providing contracting opportunities to small, minority-owned and women-owned businesses (SMWOBs). These suppliers have demonstrated performance excellence and provided quality products, services and innovative solutions that sustain and improve delivery and operational services, while adjusting to changes in the business environment. SMWOBs are an integral part of our business strategy to continuously improve delivery operations and invest in technology to create new and innovative products and services for our customers.

The Supplier Diversity Corporate Plan ensures a continued focus on improving supplier relationships with SMWOBs. The plan is a comprehensive overview of activities designed to position the Postal Service to reinforce its foundation for a sustainable future.

<https://about.usps.com/suppliers/disagreement-decisions/SupplierDiversityCorporatePlan.pdf>

Mark A. Guilfoil

Vice President, Supply Management

Supplier Performance Awards 30th Anniversary

This year marks the 30th anniversary of the Postal Service's annual supplier recognition effort, highlighting the efforts of suppliers who are making a meaningful positive impact towards the success of the Postal Service. The Supplier Performance Awards program places an emphasis on recognizing suppliers who were involved in Supply Chain Management (SCM) successes that have "truly made a difference" in helping the Postal Service achieve positive bottom-line savings, increase revenue or performance results, and have consistently exhibited a collaborative business relationship with the USPS.

The Supplier Performance Awards Program umbrella includes separate categories of supplier recognition:

2020 Supplier Performance Awards - 2019 Performance Winners

Supplier Excellence Awards

Dun & Bradstreet

ECS Federal LLC

Intralox, LLC

Kern International

Stageline Company

Worldgroup Retail

Supplier Innovation Awards

Banknote Corporation of America

Supplier Diversity Awards

Hollingsworth LLC

Supplier Sustainability Excellence Award

MBA Consulting Services, Inc.

Supplier Performance Awards

Eaton Corporation

Gordian

PAE Applied Technologies LLC

Universal McCann

<https://about.usps.com/suppliers/performance-awards.htm>

USPS Leadership

<https://about.usps.com/who/leadership/officers/sup-mgt-vp.htm>

<https://about.usps.com/who/leadership/pmg-exec-leadership-team.htm>

<https://about.usps.com/who/leadership/board-governors/>

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ARE YOU REGISTERED TO DO BUSINESS WITH THE U.S. POSTAL SERVICE?

All suppliers interested in doing business with the U.S. Postal Service should register their company in the Postal Service Supplier Registration system.

For more information, please go to
<http://about.usps.com/suppliers/becoming/registration.htm>.

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