

The IPP

(Integrated Product Plan)

What is it and what's it for?

- The IPP is the UPU's response to the changing composition of the mail stream, which is increasingly dominated by goods as a result of the growth of e-commerce.
- It's purpose is to develop a fully integrated portfolio of physical products with adequate remuneration to cover the cost of delivering those products.

Why do this?

Existing products:

- overlap and compete with one another in some areas,
- sometimes fail to provide remuneration that allows posts to cover cost of delivery
- at other times are not price competitive in the marketplace, and
- do not meet the evolving needs of customers and supply chain partners.

What does it do?

- It puts the focus on item content rather than external characteristics, classifying postal items into “**documents**” and “**goods**” categories.
- Implemented in two phases:
 - Phase 1 adopted in Istanbul in September 2016 to take effect **January 1, 2018**. Establishes “small packets” as the only category of Letter Post that can contain goods and requires application of an S-10 bar code to them.

What does it do? phase 2

- Phase 2 to be developed 2017-18 and presented to an Extraordinary Congress in the fall of 2018 in Addis Ababa for implementation in 2020.
- The objective is to have a single integrated product portfolio, and integrated remuneration system for all postal items from 0-30kg.
- On top of the primary division between documents and goods, further product specification will result from required speed of delivery and additional value-added features.
- Product requirements will account for the emerging requirements of supply chain partners for AEI (EAD).