

## At A Glance

# European Postal Practice

### Our Practice

NERA's European Postal Practice has over 10 economists and a network of leading academics and industry experts who help postal industries around the world develop and implement economically sound policies. Our team combines rigorous economic thinking and the highest calibre of econometric analysis with practical experience gained from applying these tools to a wide variety of business problems.

We advise postal operators, regulators, policy makers and other stakeholders on issues of industry structure, competition policy, regulation, costs, pricing and efficiency.

Our practice staff work from all three of our European offices, in London, Madrid, and Rome, utilising the expertise of our other offices around the world where appropriate.

### Key Areas of Expertise

#### Privatisation and Liberalisation

NERA provides world-class consulting expertise on the impact of proposed postal reforms and the most appropriate form of industry restructuring. We have particular expertise in the design of institutional and regulatory frameworks.

#### Economic Regulation

NERA is a leading adviser on regulatory issues and strategy. Our consultants are internationally recognised academics and industry experts who have been responsible for important developments in the theory and practice of regulation throughout the world.

#### Cost and Pricing Analysis

Our economists help clients develop cost-reflective charging structures which encourage the efficient use of facilities and/or ensure cost recovery. We have been at the forefront in advising clients across the spectrum of regulated industries on setting access charges.

#### Competition Policy

NERA provides economic expertise and professional support to lawyers and their clients in all areas of competition work before the European Commission and national agencies.

#### Policy Appraisal and Evaluation

Policy appraisal and evaluation, including the development of guidance on methodology, is an important component of our work. NERA experts have been influential in the development of policy in this area at the national and European government levels.

#### Modeling and Forecasting

NERA is renowned for its expertise in the application of econometric and quantitative techniques to real world problems. In particular, NERA has earned a reputation for developing sophisticated models in response to the complex questions we are asked to address.

## Selected Clients

Correos, Spain  
European Commission  
Ministry of Economic Affairs, the Netherlands  
National Audit Office, UK  
National Competition Council, Australia  
Postcomm, UK  
Poste Italiane, Italy  
Postwatch, UK  
Royal Mail, UK  
Swiss Post, Switzerland  
UPS Europe

## Client Experience

A major study for the European Commission on the economics of postal services. This recent study included an analysis of postal costs and an assessment of business strategies in the postal sector.

A report to the Dutch Ministry of Economic Affairs, Directorate Telecommunications and Post, on the future system of postal price regulation in the Netherlands.

For a number of major European postal administrations, NERA has reviewed the cost accounting methodologies to assess their suitability for regulatory accounting purposes.

A study for the UK postal consumer watchdog Postwatch on the costs imposed on business by delays to the mail.

A cost benefit analysis of rural post offices based on a survey of rural residents for the UK postal regulator, Postcomm. This report has been published and has been used by the DTI to inform policy for the rural post office network.

A range of work in the USA relating to legislative and regulatory hearings on postal rate issues.

Advice to a European postal operator in an antitrust proceeding challenging alleged anticompetitive rebates.

A major study for the European Commission on the costs of the universal service obligation (USO) reviewed the obligations that national operators faced, quantified the cost of meeting these obligations, and considered ways in which the costs should be financed.

A project for Correos measuring the costs of their universal service obligation, applying the methodology developed in an earlier EC project.

*For more information on NERA's Postal Practice, including our latest thinking and expert biographies, please visit our website at [www.nera.com/postal](http://www.nera.com/postal).*

## About NERA

NERA Economic Consulting ([www.nera.com](http://www.nera.com)) is a global firm of experts dedicated to applying economic, finance, and quantitative principles to complex business and legal challenges. For over half a century, NERA's economists have been creating strategies, studies, reports, expert testimony, and policy recommendations for government authorities and the world's leading law firms and corporations. We bring academic rigor, objectivity, and real world industry experience to bear on issues arising from competition, regulation, public policy, strategy, finance, and litigation.

NERA's clients value our ability to apply and communicate state-of-the-art approaches clearly and convincingly, our commitment to deliver unbiased findings, and our reputation for quality and independence. Our clients rely on the integrity and skills of our unparalleled team of economists and other experts backed by the resources and reliability of one of the world's largest economic consultancies. With its main office in New York City, NERA serves clients from more than 25 offices across North America, Europe, and Asia Pacific.