



## **Mahindra Named Finalist for United States Postal Service Vehicle Contract**

PHILADELPHIA, PA—It was announced today that Mahindra has advanced to the prototype stage in the competition for the United States Postal Service’s (USPS) Next Generation Delivery Vehicle (NGDV) contract. The Postal Service’s NGDV contract calls for the supply and support of up to 180,000 new postal vehicles over the course of 20 years, and could approach a potential worth of over \$20 Billion. Mahindra was one of only three manufacturers chosen from a pool of 15 applicants to move on to this stage in the process, which will be funded by the USPS and include an extensive period of testing and evaluation. It is significant to note that only the three manufacturers reaching this stage are eligible to win or share the final NGDV production contract.

Mahindra’s selection as a finalist may, in part, be due to their history (70 years) of building right-hand drive commercial vehicles with a capacity for handling demanding conditions. One of the first companies to obtain assembly rights for the Willys Jeep in 1947, Mahindra has since centered their philosophy of vehicle engineering and design around durability and toughness—two requisite characteristics for the rigorous all-day, all-weather use called for by mail delivery.

Mahindra’s contract bid was also likely fortified by their presence in Southeast Michigan—a longtime hub of automotive engineering excellence with a talent pool that their Troy, Michigan-based Mahindra North American Technical Center (MNATC) has leveraged to their advantage. Composed of 100 veteran engineers each averaging 20 years of experience at companies like Apple, Ford, Navistar, Tesla, Freightliner, and Toyota, MNATC’s team submitted a proposal that emphasized safety, ergonomics and fuel economy all within an optimized, ground-up approach to vehicle integration. Consistent with their approach to global vehicle engineering, MNATC supplemented their internal capabilities with key external resources. One such resource was Dr. Matthew Reed, one of the auto industry’s most renowned ergonomics academicians with extensive experience working on past postal service programs. Paired with MNATC’s broad safety engineering capabilities, Dr. Reed’s insight into the postal vehicle/driver environment will help ensure a vehicle better tailored to USPS delivery demands that, in turn, leads to improved safety performance for both drivers and pedestrians.