Scenario #1

Column#

Line#

Please fill in all boxes. If not applicable, enter 0 or leave blank.

Assume all accounts were paid in full 15 days after the cycle date

Assume spend volume and transaction counts repeat monthly throughout the 5 year contract period

f applicable, the State assumes quarterly spend totals will be annualized and revale due to or from the State will be adjusted the 4th quarter based on the aggregated annual \$ spend ther reached in their financial/revenue proposal "Lines 9 and 11 for cash transaction fees should ONLY be utilized if the vendor's proposal indicates such fees, if applicable, will be netted out of rebate amounts.

Total \$

Purchasing

Purchasing \$

Purchasing \$

Travel

Transactions

4,200

12,600

50,400

Travel \$

Transactions

\$1,500,000

\$4,500,000

\$18,000,000

\$334,800,00

\$18,000.00

0.0186

0,0010

Fleet

Transactions

5,000

15,000

60,000

D

Fleet \$

Transactions

\$1,300,000

\$3,900,000

\$15,600,000

0.0186

0.0010

\$290,160.00

\$15,600.00

Ε

Teller # Cash

Transactions

12

36

144

0.00

\$0.00

Teller \$ Cash

Transactions

\$112,500

\$337,500

\$1,350,000

0.0000

\$0.00

0.0000

50.00

0.0000

\$0.00

ATM # Cash

Transactions

25

75

300

0.00

ATM \$ Cash

Transactions

\$12,500

\$37,500

\$150,000

0.0000

0.0000

\$0.00

0.0000 \$0,00

\$0.00

**If these cash transaction fees are included in the vendor's proposal and will be charged as transactions on the cardholder statement, please leave these fields BLANK.

Line#		\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Standard Transaction	Large Tiebet
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,263	\$26,968,000	Large Ticket \$5,800,000
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,616,000	\$69,600,000
4	Signing Bonus	\$0.00			,	4-00,020,000	403,000,000
5	Basis points offered per spend category on cycle due date (c		1##)		11	0.0186	0.0050
6	Multiply basis points offered by annual totals (line 5 X line 3					\$6,019,257.60	\$348,000.00
7	Adjusted basis points offered per spend category for early of	r late pay (show ded	luctions as -negative am	iount) (Format: 0,####)		0.0010	0.0000
8	Multiply basis points offered by annual totals (line 7 X line 3					\$323,616,00	\$0.00
9	**Teller Cash transaction fees. Enter only as either a \$ amo-	ant per transaction i	fee (column E) or as a pe	ercentage of \$ spend volun	ne (column F) (Format: 0.	.####)	
10	Multiply applicable fee by annual totals (line 9 X line 3)					•	
11	**ATM Cash transaction fees. Enter only as either a \$ amou	nt per transaction f	ze (column G) or as a pe	rcentage of \$ spend volum	e (column H) (Format: 0,	.####)	
12	Multiply applicable fee by annual totals (line 11 X line 3)						
13	If applicable, multiply signing bonus \$ amount by .2 and ent					\$0.00	
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and	ine 8				\$7,349,433.60	
15	Add line 13 and line 14					\$7,349,433.60	
	Add amounts from Column #'s E, F, G, and H; line #'s 10 and					\$0.00	
17	Subtract line 16 from line 15. This is the Total Rebate \$ Amo	unt proposed per so	enario #1.			\$7,349,433.60	
						37,543,438.00	

Total

^{*} WV State Purchasing Division will apply vendor preference points to arrive at the Final Total Rebate calculation

Scenario #2

Please fill in all boxes. If not applicable, enter 0 or leave blank.

Assume all accounts were paid in full 35 days after the cycle date

14 Add amounts from Column #'s A, B, C, D, F and H line 6 and line 8

16 Add amounts from Column #'s E, F, G, and H; line #'s 10 and 12

15 Add line 13 and line 14

Assume an accounts were paid in rull 30 days arist ne types oate
Assume spend volume and transaction counts repeat monthly throughout the 5 year contract period
If applicable, the State assumes quarterly spend totals will be annualized and rebate due to or from the State will be adjusted the 4th quarter based on the aggregated annual \$ spend tier reached in their financial/revenue proposal
"Lines 9 and 11 for cash transaction fees should ONLY be utilized if the vendor's proposal indicates such fees, if applicable, will be netted out of rebate amounts.

**If these cash transaction fees are included in the vendor's proposal and will be charged as transactions on the cardholder statement, please leave these fields BLANK.

Colun	n#					A	В		С		D	E	F	G	н
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel \$	# Fleet	Fleet S	Telier # Cash	Teller S Cash	ATM # Cash	ATM S Cash
Line £		S Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Standard Transaction	Large Ticket	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,263	\$26,968,000	\$5,800,000	4,200	\$1,500,000	5,000	\$1,300,000	12	\$112,500	25	\$12,500
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000	12,600	\$4,500,000	15,000	\$3,900,000	36	\$337,500	75	\$37,500
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,616,000	\$69,600,000	50,400	\$18,000,000	60,000	\$15,600,000	144	\$1,350,000	300	\$150,000
4	Signing Bonus	\$0.00									·,,		*1,000,010	000	4130,000
5	Basis points offered per spend category on cycle due date	(day 25) (Format: 0.4	r###)			0.0186	0.0050		0.0186		0.0186	1	0.0000	Г	0.0000
6	Multiply basis points offered by annual totals (line 5 X line	3)				\$6,019,257.60	\$348,000.00		\$334,800.00		\$290,160.00		\$0.00	- t	
7	Adjusted basis points offered per spend category for early	or late pay (show de	ductions as -negative a	mount) (Format: 0.####	1	-0.0010	0.0000		-0.0010		-0.0010		0.0000	F	\$0.00 0.0000
8	Multiply basis points offered by annual totals (line 7 X line	3)				-\$323,616,00	\$0.00		-\$18,000.00		-\$15,600.00		\$0.00	-	
9	**Teller Cash transaction fees. Enter only as either a \$ am	ount per transaction	fee (column E) or as a	percentage of \$ spend v	olume (column F) (Form		70.00		<u> </u>		923,000.00	0.00	0.0000	L	\$0.00
10	Multiply applicable fee by annual totals (line 9 X line 3)				, , , , , , , , , , , , , , , , , , , ,	,						\$0.00	\$0.00		
11	**ATM Cash transaction fees. Enter only as either a \$ amo	ount per transaction	fee (column G) or as a i	percentage of Sispendive	olume (column H) (Form	at: 0.####)					L	30.00	30.00	0.00	0.0000
	Multiply applicable fee by annual totals (line 11 X line 3)	•			. ,	,								0.00	0.0000
13	If applicable, multiply signing bonus \$ amount by .2 and er	nter value (line 4 X .2)			\$0.00							Ł	\$0.00	50.00

\$6,635,001.60

\$6,635,001.60

\$5,635,001.60

\$0.00

17 Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #2.

^{*} WV State Purchasing Division will apply vendor preference points to arrive at the Final Total Rebate calculation

Scenario #3

Scenario #3
Please fill in all boxes. If not applicable, enter 0 or leave blank.

Assume all accounts were paid 80% of amount due by day 19 after the cycle date and the remaining 20% in full 25 days after the cycle date

Assume spend volume and transaction counts repeat monthly throughout the 5 year contract perior

If applicable, the State assumes quarterly spend totals will be annualized and rebate due to or from the State will be adjusted the 4th quarter based on the aggregated annual \$ spend tier reached in their financial/revenue proposal

**Lines 14 and 16 for cash transaction fees should ONLY be utilized if the vendor's proposal indicates such fees, if applicable, will be netted out of rebate amounts.

**If these cash transaction fees are included in the vendor's proposal and will be charged as transactions on the cardholder statement, please leave these fields BLANK.

Colur		Total	Total	Total \$	Purchasing	A Purchasing \$	B Purchasing \$	#Travel	c Travel \$	# Fleet	D Fleet S	E Teiler#Cash	F Teller S Cash	G ATM # Cash	H ATM Ś Cash
Line f	!	\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Standard Transaction	Large Ticket	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,263	\$26,968,000	\$5,800,000	4,200	\$1,500,000	5,000	\$1,300,000	12	\$112,500	25	\$12,500
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000	12,600	\$4,500,000	15.000	\$3,900,000	36	\$337,500	75	\$37,500
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,616,000	\$69,600,000	50,400	\$18,000,000	60,000	\$15,600,000	144	\$1,350,000	300	\$150,000
4	Signing Bonus	\$0.00	· - -	1				****	,,,	,	ψ10,000,000	ATT	91,000,000	360	\$130,000
5	Percentage of Annual Total (line 3) eligible for rebate (Fo	ormat: 0.####)		-		1.0000	1,0000		1.0000		1.0000	Г	0.0000		0.0000
6	Percentage of Annual Total (line 3) eligible for additiona	I (early pay) rebate	e (Format: 0.####)			0.8000	1.0000		0.8000		0.8000	- F	0.0000		
7	Percentage of Annual Total (line 3) eligible for reduced	(late pay) rebate (l	Format: 0.####)			0.2000	1,0000		0.2000		0,2000	- H	0.0000		0.0000
8	Basis points offered per spend category on cycle due da	te (day 25) (Forma	it: O.####)			0.0185	0.0050		0.0186		0.0186	- F	0.0000		0,0000
9	Multiply basis points offered by the applicable percenta	ge of annual totals	(line 3 X line 5 X lin	e 8)		\$6,019,257.60	\$348,000.00		\$334,800.00		\$290,160.00	-	\$0.00		
10	Adjusted basis points offered per spend category for ear	rly or late pay (sho	w deductions as -ne	gative amount) (Form	nat: 0.####)	0.0005	0,0000		0.0006		0.0006	- F	0,0000		\$0,00
11	Multiply basis points offered by the applicable percentage	ge of annual totals	(line 3 X line 6 X lin	e 10)	•	5155,335.68	\$0.00		\$8,640.00		\$7,488.00		\$0.00		0.0000
12	Adjusted basis points offered per spend category for ear	rly or late pay (sho	w deductions as -ne	gative amount) (Form	nat; 0.####)	0.0000	0.0000		0.0000		0.0000	- F	0.0000	l'	\$0.00
13	Multiply basis points offered by the applicable percental	ge of annual totals	(line 3 X line 7 X lin	e 12)		\$0.00	\$0.00		\$0.00		\$0.00	-	\$0.00		0.0000
14	**Teller Cash transaction fees. Enter only as either a \$ a	mount per transa	ction fee (column E)	or as a percentage o	f \$ spend volume (c	olumn F) (Format: 0.###			1-1-		40,00	\$0,00	0.0000		\$0.00
15	Multiply applicable fee by annual totals (line 11 X line 3)			,			,				-	50,00	\$0.00		
16	**ATM Cash transaction fees. Enter only as either a \$ as	mount per transac	tion fee (column G)	or as a percentage of	Š spend volume (c	olumn H) (Format: 0.###	H#1				L	30,001	30.00	\$0.00	0.0000
17	Multiply applicable fee by annual totals (line 13 X line 3)				. ,								-	\$0.00	0.0000
18	If applicable, multiply signing bonus \$ amount by .2 (line	4 X .2)				\$0.00							L,	90,00	30.00

\$7,163,681.28

\$7,163,681.28

\$7,163,681.28

50.00

22 Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #3,

19 Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10

21 Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14

20 Add line 13 and line 14

^{*} WV State Purchasing Division will apply vendor preference points to arrive at the Final Total Rebate calculation

Scenario #4
Piesse Sill in all boxes. If not applicable, enter 0 or leave blank.
Assume all accounts were paid 80% of amount due by day 19 after the cycle date and the remaining 20% in full 90 days after the cycle date
Assume spend volume and transaction counts repeat monthly throughout the 5 year contract period
If applicable, the Sites essumes quarterity spend totals will be amounted and rebies due to or from the State will be adjusted the 4th quarter based on the aggregated annual \$ spend lier resched in their financial/revenue proposal
"If applicable, the Sites are included in the vendor's proposal includes such fees, if applicable, will be netted out of rebate amounts.
"If these cash transaction fees are included in the vendor's proposal end will be charged as transactions on the cardholder statement, please leave these fields BLANK.

COILL	nn #					Α	В		c		D	F	E	a	u	
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel \$	# Fleet	Fleet S	Teller # Cash	Teller S Cash	ATM # Cash	ATM \$ Cash	
Line		\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Standard Transaction	Large Ticket	Transactions	Transactions	Transactions	Transactions	Transactions	Transartions	Transactions	Transactions	
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,253	\$26,968,000	\$5,800,000	4,200	\$1,500,000	5,000	\$1,300,000	17	\$112,500	THE PERSONS	\$12,500	
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000	12,500	\$4,500,000	15.000	\$3,900,000	36	\$337,500	75	\$37.500	
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,616,000	\$69,600,000	50,400	\$18,000,000	60,000	\$15,600,000	144	\$1,350,000	300		
4	Signing Bonus	\$0.00								oujuuo	313,000,000	744	31,330,000	auu	\$150,000	
	Percentage of Annual Total (line 3) eligible for rebate (Formal			'		0.8000	0.8000		0.8000		0.8000		0.0000			
6	Percentage of Annual Total (line 3) eligible for additional (ear	rly pay) rebate (Format: I	D. france)			0.8000	0.0000		0.8000		0.8000		0.0000		0.000.0	
7	Percentage of Annual Total (line 3) eligible for reduced (late	pay) rebate (Format: 0.#	wen)			0.0000	0.0000		0.0000		0.0000				0.0000	
8	Basis points offered per spend category on cycle due date (da	ay 25] (Format: D.####)				0.0106	0,0050		0.0166		0.0186		0.0000		0.0000	
9	Multiply basis points offered by the applicable percentage of	annual totals (line 3 X line	ne 5 X line 8)			\$4,815,406,08	\$278,400,00		\$267,840,00		1,232,128.00		0.0000		0.0000	
10	Adjusted basis points offered per spend category for early or	late pay (show deduction	ons as -negative amount) (F	ormat: 0.####)		0.0006	0.0000		0.0006		0.0006		\$0,00		\$0.00	
	Multiply basis points offered by the applicable percentage of					\$155,335.68	\$0.00						0.0000		0.0000	
12	Adjusted basis points offered per spend category for early or	late pay (show deductio	ons as -negative amount) (F	ormat: 0.####)		0.0000	0.000		\$8,640.00		\$7,488.00		50.00		\$0.00	
	Multiply basis points offered by the applicable percentage of					\$0.00	\$0.00		\$0.00		0.0000		0.0000		0.0000	
	**Teller Cash transaction fees. Enter only as either a \$ amou			se of \$ spend volume (colu	mn F) (Format: () ####\		30.00		30.00		\$0.00		≦0.00°		\$0.00	
	Multiply applicable fee by annual totals (line 11 X line 3)	•		, .,,,,,,,,,,,,,,	······						_	\$0.00				
16	**ATM Cash transaction fees. Enter only as either a \$ amoun	nt per transaction fee (co	lumn G) or as a percentag	e of 5 spend volume toolur	nn H1 (Format: () ####)						L.	\$0,00	30,00			
17	Multiply applicable fee by annual totals (line 13 X line 3)	,											_	\$0.0		
	If applicable, multiply signing bonus S amount by .2 (line 4 X .	.21				\$0.00								\$0.1	50.00	
	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8					\$5,765,237.76										
	Add line 13 and line 14					\$5,765,237.76										
						23,703,237.70										

^{*} WV State Purchasing Division will apply vendor preference points to arrive at the Final Total Rebate calculation

21 Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14
22 Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #4.

Example Calculation Scenario #1

Please fill in all boxes. If not applicable, enter 0 or leave blank.

15 Add line 13 and line 14 and enter value

Assume all accounts were paid in full 3 days after the cycle date

Assume spend volume and transaction counts repeat monthly throughout the 5 year contract period

Assume spend volume and transaction counts repeat morning introgrout the 5 year contract period if applicable, the Stale assumes quantity spend tollar with bean unabled and rebate due to or from the Stale will be adjusted the 4th quarter based on the aggregated ennual \$ spend titer reached in their financial/revenue proposal "Lines 9 and 11 for cash transaction fees should ONLY be utilized if the vendor's proposal indicates such fees, if applicable, will be netted out of rebate amounts.

"If these cash transaction fees are included in the vendor's proposal and will be charged as transactions on the cardholder statement, please leave these fields BLANK.

No rebate will be earned if pald after day 35. No rebate is earned on Teller and ATM Cash transactions. Applicable cash transaction fees are charged to card accounts. Assume rebate is earned when payment or partial payment is received.

For example calculation base rebate on day 25 is 111 basis points. Assume additional 1 basis point for each day paid earlier, or deducted for each day paid later than the due date (day 25). Large ticket transactions are at 50 basis points with no adjustment if paid by day 35.

		Total	Total	⊤otal \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel \$	# Fleet	Fleet \$	Teller # Cash	Teller S Cash	ATM # Cash	ATM S Cash	
Line#		\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Standard Transaction	Large Ticket	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,263	\$26,958,000	\$5,800,000	4.200	\$1,500,000	5.000	\$1,300,000	12	\$112.500			
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000	12,600	\$4,500,000	15,000	\$3,900,000	25		25	\$12,500	
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,615,000	\$69,600,000	50,400	\$18,000,000			30	\$337,500	75	\$37,500	
4	Signing Bonus	\$100,000		V,,	302,230	\$523,020,000	303,000,000	30,400	\$18,000,000	60,000	\$15,600,000	144	\$1,350,000	300	\$150,000	
5	Basis points offered per spend category on cycle due date ((day 25) (Format: 0.#	###)			111	50	1	111							
6	Multiply basis points offered by annual totals (line 5 X line	3)and enter value	•			\$3,592,137.60	\$348,000.000		\$199,800.00		\$173,150.00		\$0.000		- 0	1
7	Adjusted basis points offered per spend category for early	or late pay (show ded	ductions as -negative an	ount) (Format: 0.####)		22	0		72		2273,200.00		30.000		- 30	1
	Multiply basis points offered by annual totals (line 7 X line 3					\$711,955.20	30		\$39,600.00		334,320.00				U	1
9	**Teller Cash transaction fees. Enter only as either a \$ amo	ount per transaction	fee (column E) or as a p	ercentage of \$ spend volum	ie (column F) (Format: 0.#	(###)			100,000,00		701,020100		- 20			j
10	Multiply applicable fee by annual totals (line 9 X line 3) and	enter value				·					-	9	co.			
11	**ATM Cash transaction fees. Enter only as either a \$ amo	unt per transaction f	ee (column G) or as a pe	ercentage of \$ spend volum	e (columi: H) (Format: 0.#	###)					_		у.			ı
12	Multiply applicable fee by annual totals (line 11 X line 3)and	d enter value				•								30	U	i
13	if applicable, multiply signing bonus \$ amount by .2 and en	ter value (line 4 X .2)				\$20,000							1	\$0	0	i
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and	line 8 and enter total	l value			\$5,098,972.80										

\$5,118,972.80

55,118,972.80

16 Add amounts from Column #'s E, F, G, and H; line #'s 10 and 12 and enter value

¹⁷ Subtract line 16 from line 15 and enter value. This is Total Rebate \$ Amount proposed per scenario #1. * WV State Purchasing Division will apply vendor preference points to arrive at the Final Total Rebate calculation

Example Calculation Scenario #2

15 Add line 13 and line 14

Please fill in all boxes. If not applicable, enter 0 or leave blank.
Assume all accounts were paid in full 35 days after the cycle date

16 Add amounts from Column #'s E, F, G, and H; line #'s 10 and 12

Assume spend volume and transaction counts repeat monthly throughout the 5 year contract period

results spear with a state assumes quarterly spend totals will be annualized and rebated use to or from the State will be adjusted the 4th quarter based on the aggregated annual \$ spend dar reached in their financial/revenue proposal "Lines 9 and 11 for cash transaction fees should OMLY be utilized if the vendor's proposal indicates such fees, if applicable, will be netted out of rebate amounts.

**If these cash transaction fees are included in the vendor's proposal and will be charged as transactions on the cardholder statement, please leave these fields BLANK.

For example calculation base rebate on day 25 is 111 basis points. Assume additional 1 basis point for each day paid earlier, or deducted for each day paid later than the due date (day 25). Large ticket and Teller Cash transections are at 50 basis points with no adjustment if paid by day 35. No rebate will be earned if paid after day 35. No rebate is earned on ATM Cash transactions. Teller and ATM cash transaction fees are netted out of quarterly rebate paid to the State. Teller Cash transaction fees are 1% of \$ dollar volume. ATM Cash transactions fees are \$3 per transaction. Assume rebate is earned when payment or partial payment is received.

Cotum	n#					A	В		c		В	E	2	e	ш
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel S	# Fleet	Fleet S	Teller # Cash	Teller S Cash	ATM # Cash	ATM \$ Cash
Line #		\$ Net Spend	¥ of Transactions	Purchasing Spend	# of Transactions	Standard Transaction	Large Ticket	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,263	\$26,968,000	\$5,800,000	4,200	\$1,500,000	5,000	\$1,300,000	12	\$112,500	Transactions	Transactions
2	Quarterly Totals	\$107,079,000	160,500	\$58,304,000	132,789	\$80,904,000	\$17,400,000	12,600	\$4,500,000	15,000	\$3,900,000	36		25	\$12,500
1	Annual Totals	\$428,316,000	642,000	\$993,216,000	531,156	\$323,616,000	\$69,600,000	50,400	\$18,000,000	60,000	\$15,600,000		\$337,500	75	\$37,500
4	Signing Bonus	\$100,000		1	,	+,,	\$00,000,000	30,400	\$20,000,000	40,000	\$15,600,000	144	\$1,350,000	300	\$150,000
5	Basis points offered per spend category on cycle due date (c	lay 25) (Format: 0.####)		-		111	50	1	111						
6	Multiply basis points offered by annual totals (line 5 X line 3)				\$3,592,137.60	\$848,000.000		\$199,800.00		0/77 460 60		50		0
7	Adjusted basis points offered per spend category for early o	r late pay (show daductio	ns as -negative amount! (Format: 0.####1		-10	9270,000.009		3139,000.00		\$172,160.00		\$6,750.000		\$0
	Multiply basis points offered by annual totals (line 7 X line 3		,			-\$323,616.00	60		-10		-10				0
9	**Teller Cash transaction fees. Enter only as either a \$ amo	unt per transaction fee (c	olumn E) or as a percenta	ge of 5 spend volume (colum	mn S) (Format: 0 ####)				-\$18,000.00		-\$15,600.00		\$O		\$0
10	Multiply applicable fee by annual totals (line 9 X line 3)) (- a. mass. samme)								0 1%		
11	**ATM Cash transaction fees. Enter only as either a \$ amou	nt per transaction fee (co	lumn G) or as a percentag	e of S spend volume (colum	nn H\/Format: 0 ####1								\$13,500		
12	Multiply applicable fee by annual totals (line 11 X line 3)	,		to as a sherife referring (norm)	and the comment									\$3	
13	If applicable, multiply signing bonus \$ amount by .2 and ent	er value (line 4 X .2)				\$20,000								5900	0
	Add amounts from Column #'s A, B, C, D, F and H line 6 and I					\$3,962,631,60									

\$3,982,631.60

17 Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #2.

^{*} WV State Purchasing Division will apply vendor preference points to arrive at the Final Total Rebata calculation

Example Caciulation Scenario #3

20 Add line 13 and line 14

21 Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14

Please fill in all boxes. If not applicable, enter 0 or leave blank.

Assume all accounts were paid 80% of amount due by day 19 after the cycle date and the remaining 20% in full 35 days after the cycle date

Assume spend volume and transaction counts repeal monthly throughout the 5 year contract period

If applicable, the State assumes quarterly spend totals will be annualized and rebate due to or from the State will be adjusted the 4th quarter based on the aggregated annual \$ spend lier reached in their financial/revenue proposal **Lines 14 and 16 for cash transaction fees should ONLY be utilized if the vendor's proposal indicates such fees, if applicable, will be neited out of rebate amounts.

**If these cash transaction fees are included in the vendor's proposal and will be charged as transactions on the cardholder statement, please leave these fields BLANK.

For example calculation base rabetle for annual spend tier on day 25 is 111 basis points. Assume additional 1 basis points for each day paid earlier, or deducted for each day paid later than the due date (day 25). Large dicket transactions are at 50 basis points with no adjustment if paid by day 35. No rebate will be earned if paid after day 35. No rebate will be earned on Teller and ATM Cash transactions. Applicable Teller and ATM cash transaction fees are charged to card accounts. Assume rebate is earned when partial payments are received.

Colur	nn #					A	В		_ C		D	F		e	a	
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel S	# Fleet	Fleet S	Teller # Cash	Teller \$ Cash	ATM # Cash	ATM S Cash	
Line f		\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Standard Transaction	Large Ticket	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions		
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,263	\$26,968,000	\$5,800,000	4,200	\$1,500,000	5,000	\$1,300,000	12	\$112,500	25	Transactions	
2	Quarterly Totals	\$107,079,000	1,60,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000	12,60D	\$4,500,000	15,000	\$3,900,000	75	\$337,500		\$12,500	
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,616,000	\$69,600,000	50,400	\$18,000,000	60,000	\$15,600,000	444		75	\$37,500	
4	Signing Bonus	\$100,000.00)	1		,,,	***,****,****	30,400	910,000,000	00,000	\$13,600,000	144	\$1,350,000	300	\$150,000	
5	Percentage of Annual Total (line 3) eligible for rebate (Form			•		1.0000	1.0000		1.0000		1.00001		2 2000			_
6	Percentage of Annual Total (line 3) eligible for additional (e	arly pay) rebate (Forma	at: 0.####)			0.8000	1,0000		0.8000		1.0000		0.0000		0.0	
7	Percentage of Annual Total (line 3) eligible for reduced (lat	e pay) rebate (Format:	0,####)			0.2000	0.0000		0,2000		0.2000		0.0000		0.0	
8	Basis points offered per spand category on cycle due date (day 25) (Format: 0.###	#)			0.0111	0.0050		0.0111		0.2000		0.0000		0.0	
9	Multiply basis points offered by the applicable percentage	of annual totals (line 3)	K line 5 X line 8)			\$3,592,137,60	\$348,000.00		\$199,800.00				0.0000		0.0	
10	Adjusted basis points offered per spend category for early of	or late pay (show deduc	tions as -negative amount	(Format: 0.####)		0.0006	0.0000		0.0006		\$173,160.00		\$0.00			0,00
11	Multiply basis points offered by the applicable percentage	of annual totals (line 3)	K line 6 X line 10)			\$155,335.68	\$0.00		\$8,640.00		0.0006		0.0000		0.00	
12	Adjusted basis points offered per spend category for early of	or late pay (show deduc	tions as -negative amount	(Format: 0.####)		-0.0010	0.0000		-0.0010		\$7,488.00		\$0.00			.00
15	Multiply basis points offered by the applicable percentage	of annual totals (line 3)	K line 7 K line 12)			-\$64,72,9.20	30.00				-0.0010		0.0000		0.00	
	**Teller Cash transaction fees. Enter only as either a \$ amo			tage of \$ spand volume (colu	mo Fl (Format: 0.8888)	-304,723.10	,000		-\$3,600.00		\$3,120.00		\$0.00		\$0	1.00
15	Multiply applicable fee by annual totals (line 11 X line 3)				·····) (r a ·····ati ati ati ati						-	\$0,00	0.0000			
16	**ATM Cash transaction fees. Enter only as either a \$ amon	unt per transaction fee	(column G) or as a percent	age of S spend volume (colum	nn H) (Format: 0 ####)						L	\$0.00	\$0.00			_
17	Multiply applicable fee by annual totals (line 13 X line 3)				······································									\$0,00		
	If applicable, multiply signing bonus \$ amount by .2 (line 4.)	X .2)				\$20,000.00							L	\$0.00	\$0	0.00
	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6,					\$4,413,118.08										
						34,413,110,00										

\$4,493,118.08

22 Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #3.

^{*} WV State Purchasing Division will apply vendor preference points to arrive at the Final Total Rebate calculation

Example Caclulation Scenario #4

20 Add line 13 and line 14

21 Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14

Please fill in all lawse. If not applicable, enter 0 or leave blank.

Assume all accounts were paid 80% of amount due by day 19 after the cycle date and the remaining 20% in full 90 days after the cycle date.

Assume spend volume and transaction counts repeat monthly throughout the 5 year contract period.

If applicable, the State assumes quarterly spend tolats will be annualized and rebate due to or from the State will be adjusted the 4th quarter based on the aggregated annual \$ spend tier reached in their financial/revenue proposal "*Lines 14 and 18 for cash transaction fees should ONLY be utilized if the vendor's proposal indicates such fees, if applicable, will be noted out of rebate amounts.

**If these cash transaction fees are included in the vendor's proposal and will be charged as transactions on the cardholder statement, please leave these fields \$LANK\$.

For example calculation base rebate for annual spend tier on day 25 k 111 bask points. Assume additional 1 basis point for each day paid earlier, or deducted for each day paid inter than the due date (day 25). Large ticket and Teller Cash transactions are at 50 bask points with no adjustment if paid by day 35. No rebate will be earned if paid after day when partial payments are received.

\$3,647,341.76

\$3,632,941,76

\$14,400.00

20741	411 17					A	В		С		D	E	F	G	и
Line 4		Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Purchasing # of Transactions	Purchasing S Standard Transaction	Purchasing \$ Large Ticket	# Travel Transactions	Travel \$ Transactions	# Fleet Transactions	Fleet \$ Transactions	Teller # Cash Transactions	Teller \$ Cash	ATM # Cash	ATM \$ Cash
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44.263	\$26,968,000	\$5,800,000	4.200	\$1,500,000	5,000		Transactions	Transactions	Transactions	Transactions
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$00,904,000	\$17,400,000	12,600	\$4,500,000	15,000	\$1,300,000	12	\$112,500	25	\$12,500
3	Annual Totals	\$428,816,000	642,000	\$393,216,000	531,156						\$3,900,000	36	\$337,500	75	\$37,500
ā	Signing Bonus	\$100,000.00		3252,210,000	331,136	\$323,616,000	\$69,600,000	50,400	\$18,000,000	60,000	\$15,600,000	146	\$1,350,000	300	\$150,000
	Percentage of Annual Total (line 3) eligible for rebate		<u>'</u>			1									
						0.8000	0.8000		0.8000		0.8000		0.8000		0.0000
	Percentage of Annual Total (line 3) eligible for additio					0.8000	0.0000		0.0000		D.8000		0.0000		0.0000
7	Percentage of Annual Total (line 3) eligible for reduce					0.000.0	0.0000		0.0000		0.0000		0.0000		0.0000
	Basis points offered per spend category on cycle due					0.0111	0.0050		0,0111		0.0111		0.0050		0.0000
9	Multiply basis points offered by the applicable percen	tage of annual totals (ii	ne 3 X line 5 X line 8)			\$2,873,710.08	\$278,400.00		\$159,840.00		\$138,528.00		\$5,400.00		
10	Adjusted basis points offered per spend category for e	early or late pay (show o	deductions as -negative an	nount) (Format: 0.前前前)		0.0005	0.0000		0.0006		0.0006				50.00
	Multiply basis points offered by the applicable percen					\$255,335.68	\$0.00		\$8,640.00				00000		0.0000
	Adjusted basis points offered per spend category for e			nount) (Format: 0 ####)		0.0000	0.0000				\$7,488.00		90.00		\$0.00
	Multiply basis points offered by the applicable percen			indicate or the contract					0.0000		0.0000		0.0000		0.0000
	**Teller Cash transaction fees. Enter only as either a					00.00	\$0.00		\$0,00		\$0,00		\$0.00		\$0,00
	Multiply applicable fee by annual totals (line 11 X)[ne		on lee (column E) or as a p	ercentage of 5 spend volume	(column F) (Formet: 0.####)							\$0.00	0.0100		
												\$0,00	\$13,500.00		
	"ATM Cash transaction fees. Enter only as either a \$		n fee (column 6) or as a p	ercentage of \$ spend volume	(column H) (Format: 0.####)						_			\$3.00	0.0000
17	Multiply applicable fee by annual totals (line 13 X line	3)												5900,00	50.00
18	If applicable, multiply signing bonus \$ amount by .2 (li	ne 4 X .2)				\$20,000.00								.300,00	50.00
19	Add amounts from Column #'s A, B, C, D, F and H; line	#'s 6, 8 and 10				\$3,627,341.76									

^{*} WV State Purchasing Division will apply vendor preference points to arrive at the Final Total Rebate calculation

22 Subtract line 16 from line 15. This is the Fotal Rebate \$ Amount proposed per scenario #4.

UNITED STATES OF AMERICA

Schedule C PRICING TERMS

This Schedule outlines the pricing structure for **State of West Virginia** and is subject to the conditions and assumptions detailed below

Initial Spending Limit: \$___\$100,000,000__ (subject to change by the Bank)

A. Fees and Charges:

1.	Annual Fee	Waived
2.	Cash Advance / ATM	\$5 for ATM transactions; 2% of withdrawal if cash advanced from teller
3.	Purchase Finance Charge	Per West Virginia Code
4.	Foreign Transaction Fee	For transactions made with a foreign merchant in a foreign currency or the account billing currency, fees established by the Card Association and levied to Citi will be passed on, plus a fee of 1%.
5.	Return Payment Fee	\$10
6.	Implementation	Waived
7.	Training	Waived
8.	File Integration and Reporting	No charge for standard file to central data point or Citi's standard online reporting system
9.	Custom File Development and Integration	As requested, cost and timeline will be scoped and, if agreed, invoiced to Company. Custom integration includes but is not limited to AS2, SWIFTNet, and web-service API's
10.	Custom Card Design	As requested, cost and timeline will be scoped and, if agreed, invoiced to Company per occurrence
11.	Central Travel Account / Travel Agency Data	If the Company requires an enhanced data feed from their Travel Management Company (TMC) with matching and reconciliation, fees may apply per TMC. To be scoped and mutually agreed
12.	Card Special Handling	\$25 per request for expediting a card via courier to the cardholder or a company location
13.	Convenience Checks	Not Included per West Virginia Request
14.	Convenience Checks Stop Payment	Not Included per West Virginia Request

15. Statements	Via CitiManager – no cost; via paper - \$1.00/account/month
16. Telephone Payment	\$14.95 per request
17. Statement and Receipt Copies	\$2.00/copy. Up to 12 at no charge
18. Additional Customization	After completion of the impiementation according to the agreed Implementation Statement of Work document, any program changes to the agreed parameters, including but not limited to program hierarchy changes, system set-up and reissuance of cards, may be subject to additional charges.

- B. Pricing Term: The pricing for this Agreement shall be effective for five (5) years from the date hereof or for the term of this Agreement, whichever time is shorter. Citibank will honor pricing for the State's two (2) option years, beyond the initial five (5) year contract term.
- C. Payment Due Date: Payment is due in full 25 days after billing statement date

D. Rebates

- The State of West Virginia and Non-State Liability Participating Entities shall be eligible for rebates according to the rebate parameters set forth below. Pricing is inclusive of any financial support that may be provided by the Bankcard Associations
- Transactions associated with reduced large ticket interchange are counted towards Qualified Annual Spend Volume and eligible for flat 50 basis points in rebate. Transactions associated with negotiated merchant interchange are counted towards Qualified Annual Spend Volume and eligible for flat 25 bps in rebate.
- The combined sales volume for the State, State Liability Participating Entities and all Non-State Liability Participating Entities of regular and large ticket transactions will determine the sales volume tier for sales volume. Rebate payments will be remitted to the State of West Virginia or the applicable Non-State Liability Participating Entities quarterly. The sales volume at each rebate period will be annualized to determine the appropriate sales volume threshold for basis point calculation. At the end of each 12 month period, actual annual sales volume will be determined beginning with the first day of the 12 month period and the necessary adjustments will be made and included in the final quarter's payment.
- The method for calculating the payment performance is based on the monthly pay date for each month in the quarter. The
 annual sales volume will be calculated as purchases less returns, credits, cash advances, convenience checks, and
 unauthorized use of Cards or Accounts during the Rebate Period.
- Rebates are net of any outstanding balances that are 180 days past its Payment Due Date and, upon a Termination Event, net of the full outstanding balance due from the Company under this Agreement and any other commercial card program between the Bank and the State or any of State's Affiliates. The Bank reserves all rights of setoff under applicable law.
- The State shall be eligible for rebates according to the rebate parameters set forth below.

Sal Tie (E	cludes Large ket Rebates 50	Cycle	30 19 day payments	30 25 day payments
\$	300,000,000		1.70%	1.64%
\$	325,000,000		1.75%	1.69%
\$	350,000,000		1.80%	1.74%
\$	375,000,000		1.85%	1.79%
\$	400,000,000		1.90%	1.84%
\$	420,000,000		1.92%	1.86%
\$	450,000,000		1.94%	1.88%
\$	500,000,000		1.96%	1.90%
\$	550,000,000		1.98%	1.92%

\$ 600,000,000	2.00%	1.94%
\$ 700,000,000	2.03%	1.97%
\$ 800,000,000	2.06%	2.00%
\$ 900,000,000	2.08%	2.02%
\$ 1,000,000,000	2.10%	2.04%

E. Early Payment Incentive: The Bank will add 1 basis point for every day early (prior to 25) that Company remits payment. For payments received from day 26 through day 35, Contractor shall decrease one (1) basis point for each day up through day 35. Sales volume associated with a payment received after day 35 will not qualify for rebates.

For centrally billed programs, payment timeliness is calculated for each cycle by measuring the number of days in between the statement cycle date and the payment posting date.

F. Signing Incentive:

Citibank will not be providing a signing incentive.

G. Liability, Payment Structure and Network:

This Citibank One Card Program and Central Travel Account is corporate liability with central bill and central payment. One Cards and Central Travel Accounts will be setup on the Visa or MasterCard network.

H. Assumptions and Pricing Changes:

The Bank reserves the right to adjust pricing due to fluctuations in interchange rates, significant changes in interest rates or if market disruption affects the Bank's ability to raise funds in the market, or if laws or regulations in any jurisdiction (or their interpretation thereof) should change, and such change has an adverse effect on either the income or the costs of the Bank. In such cases, the Bank shall be entitled to vary the pricing to the extent necessary to put the Bank into the same position as before.