

FINANCIAL PROPOSAL April 11, 2017

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The financial proposal is valid for 30 days. The financial proposal will remain valid thereafter for up to an additional 60 days ("Extension Period"), unless, during the Extension Period, there is a material adverse change in the regulatory environment applicable to J.P. Morgan, the financial industry, or the Organization's financial condition or credit worthiness, each as determined by J.P. Morgan in its sole discretion. In case of such a change J.P. Morgan reserves the right to amend this proposal thereafter or upon any requested changes. Any requested changes may result in a new financial proposal.

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Definitions

"Large Ticket Transaction Volume" means total Large Ticket Transactions made on any and all cards or accounts, net of returns, cash advances, convenience check amounts, fraudulent transactions and any transactions that do not qualify for interchange under applicable Association rules.

"Net Charge Volume" means total charges made on any and all cards or accounts, net of returns, cash advances, convenience check amounts, fraudulent transactions and any transactions that do not qualify for interchange under applicable Association rules. Net Charge Volume does not include Large Ticket Transaction Volume.

"Total Charge Volume" means the sum of Net Charge Volume and Large Ticket Transaction Volume.

Pricing Assumptions — U.S. ProgramsThe proposed pricing for your requested card programs is based on the following assumptions:

	COMMERCIAL CARD SOL	UTIONS	
	U.S. One Card	U.S. Single-Use Account	Total
Annual Total Charge Volume	\$436,000,000	TBD	\$436,000,000
Statement Billing Period	30	30	
Payment Days from Statement Date	25	25	
Cards	8,000	n/a	8,000
Contract Initial Term	5 ye	ears with one-year auto renew	als
Type of Liability, Billing, and Payment	Corporate, Central, Central	Corporate, Central, Central	

Financial Incentives — U.S. Programs

Annual Volume Incentive

J.P. Morgan will pay the Organization a rebate based on the annual Total Charge Volume associated with all programs achieved according to the following schedule. The rebate will be calculated as the Volume Rebate Rate (as determined according to the following schedule) multiplied by the annual Net Charge Volume associated with all programs, subject to the rebate adjustments below.

Aspead Total Charge Volume	Volume Rebate Rate @ 30 % 25 Settlement Term
\$225,000,000	1.94%
\$275,000,000	1.95%
\$325,000,000	1.96%
\$350,000,000	1.97%
\$375,000,000	1.98%
\$400,000,000	1.99%
\$425,000,000	2.00%
\$450,000,000	2.01%
\$475,000,000	2.02%
\$500,000,000	2.03%
\$750,000,000	2.04%
\$1,000,000,000+	2.05%

Should the Organization achieve the minimum annual Total Charge Volume required to earn an annual Volume Incentive as stated above, J.P. Morgan will pay the Organization a rebate based on annual Large Ticket Transaction Volume associated with all programs. The rebate will be calculated as 1.00% ("Large Ticket Rebate Rate") multiplied by the annual Large Ticket Transaction Volume associated with all programs.

File Turn Adjustment 30 & 25 program

Programs with Settlement Terms of 30 & 25 will have an Average File Turn of 40 if the Organization spends ratably throughout each cycle. The Average File Turn Adjustment for the Organization's Program(s) with Settlement Terms of 30 & 25 is calculated by determining the difference between the Organization's actual Average File Turn for such Program(s) and 40. If the Organization's actual Average File Turn for such Program(s) is less than 40, the Volume Rebate Rate and Large Ticket Rebate Rate will each be increased by 0.0050% for each whole number less than 40. If the Average File Turn for such Program(s) is greater than 40, the Volume Rebate Rate and Large Ticket Rebate Rate will each be decreased by 0.0050% for each whole number greater than 40 but less than 56.

Terms and Conditions

- J.P. Morgan may adjust pricing if the U.S. One Card program or U.S. Single-Use Account program performance decreases by more than 20%. The U.S. One Card program assumes \$54,500 in average annual spend per card. The U.S. Single-Use Account program assumes an average annual transaction size of \$1,500.
- The U.S. One Card program will be on a Visa platform, the U.S. Single-Use Account program will be on a MasterCard platform.

- This offer will be effective at time of contract signing.
- Credit losses and any redemption expenses will be deducted from all rebates. In cases where rebates earned
 are insufficient to cover these deductions, the Organization will be invoiced for the difference.
- The Organization shall not be liable for fraudulent transactions provided the Organization operates its program in accordance with Chase's fraud reduction requirements (i.e., block required high risk MCCs, maintain reasonable security precautions and controls regarding accounts and transaction info, and comply with other requirements as Chase may reasonably require from time to time).
- To qualify for rebates, the Organization must have an Average File Turn less than 56 and not be in default under the contract. Rebates will be calculated annually in arrears and paid in the first quarter for the previous contract year, and will be paid by wire transfer to an account designated by the Organization.
- In the event that the association lowers its interchange rates, J.P. Morgan reserves the right to adjust rebates accordingly.
- All clients are subject to prior credit approval before a firm commitment will be issued from J.P. Morgan.
- SINGLE-USE ACCOUNT PROGRAM ELIGIBILITY is dependent on Participants satisfying JPMorgan's eligibility criteria prior to implementing a Single-Use Account Program.

If the Organization requests services not listed in this table, the Organization agrees to pay the fees associated with such services.

UNITED STATES

The following are the fees associated with U.S. Single-Use Account and U.S. One Card programs:

Late payment charge	Central bill: 1% of full amount past due assessed at end of the Cycle in which payment first became due and each Cycle thereafter
	Individual Bill: 1% of full amount past due assessed 28 days after end of the Cycle in which payment first became due and each Cycle thereafter
International transaction	1.5% of the US Dollar amount charged
Rush card	\$25 per card if processed through J.P. Morgan. If processed through the Credit Card Network the Organization shall pay any fees charged by the Credit Card Network.
Standard card	\$0.00
ADDITIONAL SERVICES AND	FEES
Cash advances	2.5% of amount advanced (\$2.50 minimum with no maximum)
Convenience check	2% of check amount (\$1.50 minimum with no maximum)

^{&#}x27; the Organization requests services not listed in this table, the Organization agrees to pay the fees associated with such services.

Scenario #1

Column#

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 15 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

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.

											U	E	F	Gi	н	
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel \$	# Fleet	Fleet \$	Teller # Cash	Teller S Cash	ATM # Cash	ATM \$ Cash	
Line #		\$ Net Spend	# of Transactions	2urchasing 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				. ,,	¥,,	,	+ 22,000,000	00,000	\$10,000,000	144	\$1,330,000	300	\$120,000	
5	Basis points offered per spend category on cycle due date (o	day 25) (Format: 0.##	I##)			0.0200	0.0100		0.0200		0.0200		0.0000	r"	0.000	1
6	Multiply basis points offered by annual totals (line 5 X line 3)				\$6,472,320.00	\$696,000.00		\$360,000.00		\$312,000.00		\$0.00		0.0000	
7	Adjusted basis points offered per spend category for early o	r late pay (show ded	uctions as -negative am	ount) (Format: 0.###)		0.0005	0.0005		0.0005		0.0005		0.0000		\$0.00	
8	Multiply basis points offered by annual totals (line 7 X line 3)	=			\$161,808.00	\$34,800.00		\$9,080.00		\$7,800.00		90.00	7	0.0000	
9	**Teller Cash transaction fees. Enter only as either a \$ amo	unt per transaction f	ee (column E) or as a pe	rcentage of \$ spend volum	e (column F) (Format: 0.	####)	43-1,000.00		,15,000.00		37,000,00		0.000	L	\$0.00	1
10	Multiply applicable fee by annual totals (line 9 X line 3)				. ,	,						50.00				
11	**ATM Cash transaction fees. Enter only as either a \$ amou	Int per transaction fo	e (column G) or as a pe	rcentage of S spend volum	e (column H) (Formet: 0.	****					L	30.00	\$0.00		· · · · · · · · · · · · · · · · · · ·	1
	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 ent	er value (line 4 X .2)				\$0.00							L	90,00	\$0.00	1
	Add amounts from Column #s A, B, C, D, F and H line 6 and					\$8,053,728.00										
						10,473,720,00										

\$8,053,728.00

\$8,053,728.00

\$0.00

17 Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #1.

^{*} 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 spend volume and transaction counts repeat monthly throughout the 5 year contract period

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

"Unes 9 and 11 for cash transaction fees should OMLY 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 fleids BLANK.

Colur	лп#					A	В		c		D	F	F	6	н
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel \$	# Fleet	Fleet S	Teller # Cash	Teller S Cash	ATM # Cash	ATM \$ Cash
Line 4	8	\$ 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)					-		,			4-4		***********
5	Basis points offered per spend category on cycle due date (d	ay 25) (Format: 0.##	##)	•		0.0200	0.0100		0.0200		0.0200		0.0000		0.0000
6	Multiply basis points offered by annual totals (line 5 X line 3))				\$6,472,320.00	5696,000.00		\$360,000.00		\$312,000.00		\$0.00	,	\$0.00
7	Adjusted basis points offered per spend category for early or	r late pay (show ded	luctions as -negative am	ount) (Formet: 0.###)		-0.0005	-0.0005		-0.0005		-0.0005		0,0000		0.0000
8	Multiply basis points offered by annual totals (line 7 X line 3))				-\$151,808.00	-\$34,800.00		-\$9,000.00		-\$7,800.00		\$0,00	/	\$0,00
9	**Teller Cash transaction fees. Enter only as either a \$ amou	unt per transaction f	eε (column E) or as a pe	ercentage of \$ spend volu	ıme (column F) (Format:	D.8888)					1177	0.00	0.0000	,	
1,0	Multiply applicable fee by annual totals (line 9 X line 3)										T t	\$0.00			
11	**ATM Cash transaction fees. Enter only as either a \$ amou	nt per transaction fe	e (column G) or as a per	rcentage of \$ spend volu	me (column H) (Format: (D.####)								0.00	0.0000
12	Multiply applicable fee by annual totals (line 11 X line 3)													\$0.00	
13	If applicable, multiply signing bonus \$ amount by .2 and ente		\$0.00							_		Aprela			

\$7,626,912.00

\$7,626,912.00

\$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

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

rease in mail ozocustis were paid 80% of armount due by day 19 after the cycle date and the remaining 20% in full 25 days after the cycle date
Assume all accounts were paid 80% of armount 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 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 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 those 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	an#					A	В		¢:		D	14	e	G	u
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel\$	# Fleet	Fleet S	Teller # Cash	Teller S Cash	ATM # Cash	ATM Ś Cash
Line #	į	\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Standard Transaction	Large Ticket	Transactions	Transactions	Transactions	Transactions	Transactions	Trensactions	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 ' ' ' '		·	************	,	440,000,000	40,000	\$25,000,000	144	31,330,000	300	\$130,000
5	Percentage of Annual Total (line 3) eligible for rebate (Fo	rmat: 0.####)		'		1.0000	1.0000		1.0000		1.0000	1	0.0000	г	0.0000
6	Percentage of Annual Total (line 3) eligible for additional		e (Format: 0.####)			1.0000	1.0000		1,0000		1,0000	- H	0.0000		
7	Percentage of Annual Total (line 3) eligible for reduced					0.0000	0.0000		0.0000		0.0000				0.0000
8	Basis points offered per spend category on cycle due da					0.0200	0.0100		0.0200		0.0200	- 1	0,0000		0.0000
9	Multiply basis points offered by the applicable percenta	ze of annual total	s (line 3 X line 5 X lin	e 8)		\$6,472,320.00	\$696,000.00		\$360,000.00		\$312,000.00	H	\$0.00		0,0000
10	Adjusted basis points offered per spend category for ear				ort- O states)	0.0003	0.0003		0.0003		0.0003	- H		- 1	\$0.00
	Multiply basis points offered by the applicable percentage				,	\$80,904.00	\$17,400.00		\$4,500.00		\$3,900.00	- H	0,0000	1	0.0000
	Adjusted basis points offered per spend category for ear				ar: 0.####)	0.0000	0.0000		0.0000		0.0000	1	\$0.00	1	\$0.00
	Multiply basis points offered by the applicable percentage				and oldernay	\$0.00	\$0.00		\$0.00		\$0.00		0.0000	ŀ	0.0000
	**Teller Cash transaction fees. Enter only as either a \$ a				S spend volume (c		30.00		, ,,,,,,,,,,		\$0.00		\$0.00	ι	\$0.00
	Multiply applicable fee by annual totals (line 11 X line 3)			o. as a paracritage a.	+ -p= volutive (c	Column 1 / (1 Colonia E Colonia	····,				. +	\$0.00	0.0000		
	**ATM Cash transaction fees. Enter only as either a \$ ar		tion fee (column G)	or as a nercentage of	\$ spend volume (co	olumn Hi /Format- O ###	HE)				L	\$0,00	\$0,00	4	
17	Multiply applicable fee by annual totals (line 13 X line 3)			a. and personnage of	J Spena Tolanie (E	Diamini ii) (a Cimiac. Ciana	" ,						-	\$0.00	0.0000
	If applicable, multiply signing bonus \$ amount by .2 (line					50,00							. [\$0.00	\$0.00
	Add amounts from Column #'s A, B, C, D, F and H; line #'					\$7,947,024,00									
	Add line 13 and line 14	,				\$7,947,024.00									
	Add amounts from Column #'s F. F. G. and H: line #'s 17	and 14				\$7,547,024200									

\$7,947,024.00

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

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

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

Scenario #4
Please fill in all boxes. If not applicable, enter 0 or leave blank.
Assume all accounts were paid 80% of amount due by day 18 after the cycle date and the remaining 20% in full 90 days after the cycle date.
Assume all accounts were paid 80% of amount due by day 18 after the cycle date and the remaining 20% in full 90 days after the cycle date.

if applicable, the State assumes quarterly append totals will be armustized and reballed due to in form the State will be adjusted the 4th quarter based on the aggregated annual \$ spend their reached in their financialitevenue 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 rebale 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.

		Total	Total	Total \$	Purchasing
Line #		\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,263
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789
3	. Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156
4	Signing Bonus	\$0.00			
5	Percentage of Annual Total (line 3) eligible for rebate (Form	at: O.K###)			ı
6	Percentage of Annual Total (line 3) eligible for additional (e	ariy pay) rebate (Format: 0	LERNA)		
7	Percentage of Annual Total (line 3) eligible for reduced (lat	e pay) rebate (Format: 0.#	HHH)		i
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)			
9	Multiply basis points offered by the applicable percentage	of annual totals (line 3 X lin	e 5 X (ine 8)		
10	Adjusted basis points offered per spend category for early of	or late pay (show deduction	ns as -negative amount) (F	armat; 0,####]	
11	Multiply basis points offered by the applicable percentage	of annual totals (line 3 X II)	ne 6 X line 10)	•	
12	Adjusted basis points offered per spend category for early (or late pay (show deductio	ns as -negative amount) (F	ormat: 0.###)	
13	Multiply basis points offered by the applicable percentage				i i
14	**Teller Cash transaction fees. Enter only as either a \$ amo	unt per transaction fee (co	olumn E) or as a percentage	of S spend volume (colum	on F1 (Format: O. 6688)
15	Multiply applicable fee by annual totals (line 11 X line 3)				, ,
16	""ATM Cash transaction fees. Enter only as either a \$ amor	unt per transaction fee (co	lumn G) or as a percentage	of S spend volume (colum	in H) (Format: 0.####!

17 Multiply applicable fee by annual totals (line 13 X line 3)

18 If applicable, multiply signing bonus 5 amount by .2 (line 4 X .2)

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

20 Add line 13 and line 14
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,

\$0.
\$7,669,593.
\$7,669,593.
 \$0.
\$7,669,593,

Purchasing \$

\$26,968,000

\$80,904,000

\$323,616,000

1.0000

0.0000

1.0000

0.0200

0.0000

\$6,472,320.00

Standard Transaction

Purchasing \$

Large Ticket \$5,800,000

\$17,400,000

\$69,500,000

1.0000 0.0000

1.0000

0.0100

0.0000 \$0.00

-0.0004

-\$27,840.00

\$696,000.00

#Trayel

Transactions

4,200

12,600

50,400

Travel \$

Transactions

\$1,500,000

\$4,500,000

\$18,000,000

1.0000

1.0000

0.0200

\$0.D0

-0.0004

-\$7,200,00

\$360,000.00 0.0000

Fleet

Transactions

5,000

15,000

60,000

Fleet 5	D	E	F	G	н
\$1,800,000 12 \$112,500 25 \$12,500 \$3,900,000 36 \$37,500 75 \$37,500 \$515,000,000 \$144 \$1,350,000 300 \$150,000 \$1	Fleet \$	Teller # Cash	Teller \$ Cash	ATM # Cash	ATM S Cash
\$3,900,000 36 \$337,500 75 \$37,500 \$15,500,000 144 \$1,330,000 300 \$150,000	Transactions	Transactions	Transactions	Transactions	Transactions
\$15,500,000 144 \$1,350,000 300 \$150,000 \$0.000	\$1,300,000	12	\$112,500	25	\$12,500
1,0000	\$3,900,000	36	\$337,500	75	\$37,500
0.0000	\$15,600,000	144	\$1,350,000	300	\$150,000
L0000	1.0000		0.0000	1	0.0000
D,0200	0.0000		0.0000		0.0000
\$312,000.00 0.0000 \$0.000 \$0.000 \$0.0000 \$0.0000 \$0.0000 \$0.0000 \$0.0000 \$0.0000 \$0.0000 \$0.000 \$0.000 \$0.000 \$0.000 \$0.000 \$0.000 \$0.000 \$0.000 \$0.000 \$0.000 \$0.000 \$0.000 \$0.000	L0000		0.0000		0.0000
0.0000 0	0.0200		0.0000		0.0000
\$0.00	\$312,000.00		\$0.00		\$0.00
-0.0004			0.0000		0.0000
-0.0004 0.0000 0.0000 -\$6,240.00 \$0.00 \$0.000 \$0.00 \$0.00 \$0.000 \$0.00 \$0.00 \$0.000	\$0.00		\$0,00		\$0.00
\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00					0.0000
\$0.00 0.0000 \$0.00 \$0.00 \$0.00 \$0.00	-\$6,240.00		\$0.00		
\$0.00 0.0000		\$0.00	0.0000		
		\$0.00	\$6,00		
	_			\$0.00	0.0000
\$0.00 \$0.00				\$0.00	\$0.00

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

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

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 the reached in their financial/revenue proposal "Lines 9 and 11 for cash transaction fees should OWLY 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 slatement, please leave these fields BLANK.

For example calculation base rebate on day 25 is 111 basis points. Assume additional 1 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 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.

Colui	nn #					A	В		c		D	E	F	G	u	
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing S	#Travel	TravelS	# Fleet	Fieet 5	Teller # Cash	Teller S Cash	ATM # Cash	ATM \$ Cash	
Line t	,	\$ 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	Transactions		
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		25	\$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	144	\$337,500	/5	\$37,500	
4	Signing Bonus	\$100,000			,	4020,020,000	(405)000,000	20,100	220,000,000	00,000	\$13,000,000	144	\$1,350,000	300	\$150,000	
5	Basis points offered per spend category on cycle due date (o	lay 25) (Format: 0.##	##)			111	SA SA	1	111						r	_
6	Multiply basis points offered by annual totals (line 5 X line 3	and entervalue	•			\$3,592,137.60	\$348,000.000	1	\$199,800,00		3470 400 60		0			0
7	Adjusted basis points offered per spend category for early o	r late pay (show ded	ections as -negative amo	unt) (Format: 0.####)		75,555,557,55	2240/00000	1	\$133,000,00		\$173,160.00		\$0.000		\$I	0
8	Multiply basis points offered by annual totals (line 7 X line 3)			, ,		\$711,955.20	30		\$39,600.00		334,320.00		40			의
9	**Teller Cash transaction fees, Enter only as either a \$ amo	unt per transaction f	ee (column E) or as a pen	centage of S spend volume I	column F1 (Format: 0.####	7	,,,,	1	333,000.00		34,320,00		- 50		SI	0
10	Multiply applicable fee by annual totals (line 9 X line 3)and e	nter value		• , ,	,	•					-		0%			
11	**ATM Cash transaction fees. Enter only as either a \$ amou	nt per transaction fe	e (column G) or as a perc	entage of S spend volume (column H) (Format: 0.####	1					L	L.	\$0			7
12	Multiply applicable fee by annual totals (line 11 X line 3) and	enter value				•								\$0		의
13	If applicable, multiply signing bonus \$ amount by .2 and enter	er value (line 4 X .2)				\$20,000							į.	50	1	<u>o</u>
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and I	ine 8 and enter total	valse			\$5,098,972.80										
	Allh an th as I					00,000,012,q0										

\$5,118,972.80

\$5,118,972.80

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

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

Assume spent volunte and delisacion course repeat moving unougnous new year courset 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 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 rebats on day 25 is 111 basis points. Assume additional 1 basis points or each day paid earlier, or deducted for each day paid latar than the due date (day 25). Large ticket and Teller Cash transactions are at 50 basis points with no adjustment if paid by day 35. No rebate is earned on ATM Cash transactions. Teller and ATM cash transactions fees are 63 per transaction. Assume rebate is earned when payment or partial payment is received.

Colun	#															
Colum	un v	T-4-1				A	В		C		D	E	F	G	н	
Line (•	Total \$ Net Spend	Total # of Transactions	Total \$ Purchesing Spend	Purchasing # of Transactions	Purchasing \$ Standard Transaction	Purchasing \$ Large Ticket	#Travel Transactions	Trave! \$ 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	\$1,900,000	12	Transactions	Transactions	Transactions	
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	580,904,000	\$17,400,000	12,600	\$4,500,000	15,000	\$3,900,000	36	\$112,500	25	\$12,500	
3	Annuai Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,616,000	\$69,500,000	50,400	\$18,000,000	60,000	\$1.5,600,000	144	\$337,500	75	\$37,500	
	Signing Bonus	\$100,000		1	-,	71-	,,,	30,100	720,000,000	00,000	\$1.5,000,000	144	\$1,350,000	300	\$150,000	
5	Basis points offered per spend category on cycle due date (da	ay 25) (Format: 0.####)	*	-		131	50		111		111					
6	Multiply basis points offered by annual totals (line 5 X line 3)					\$3,592,137.60	\$348,000,000		\$199,800.00		\$273,160.00		20 200			
7	Adjusted basis points offered per spend category for early or	late pay (show deduction	ns as -negative amount) (Format: 0.####)		-10	0.00-10-10-0		-10		\$173,100,00		\$6,750.000		<u>\$0</u>	
В	Multiply basis points offered by annual totals (line 7 X line 3)			•		-\$323,616.00	en en		\$18,000.00		\$15,600,00		0		0	
9	**Teller Cash transaction fees. Enter only as either a \$ amou	nt per transaction fee (c	olumn E) or as a percenta	ge of \$ spend volume (colu	nn F) (Format: 0.####)				920,000.00		\$15,600,00		30		30	
10	Multiply applicable fee by annual totals (line 9 X line 3)				, (,,						_		1%			
11	**ATM Cash transaction fews. Enter only as either a \$ amoun	nt par transaction fee (co	lumn G) or as a percentar	te of Sispenci volume (colum	nn Hì (Format: 0.####)						Ļ		\$19,500			
12	Multiply applicable fee by annual totals (line 11 X line 3)		. , ,		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,									Ş3	0	
13	If applicable, multiply signing bonus \$ amount by .2 and enter	r value (line 4 X .2)				\$20,000							L	\$900	0	
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and Ill	ne 8				\$3,962,631.60										
15	Add line 13 and line 14					33,592,032.00										

\$14,400

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 Caclulation Scenario #3

20 Add line 13 and line 14

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

Fleaze 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 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 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 14 and 16 for cash insaction reas 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.

For example calculation base rebate for annual spend tier 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. No rebate will be earned if paid after day 35. No rebate is named 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.

COIU	THE W					A			c		D	E	F	6	u
		Tota!	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel \$	# Fleet	Fleet S	Teller # Cash	Tellar S Cash	ATM # Cash	ATM S Cash
Line i		\$ Net Spend	# of Transactions	Purchasing Spand	# 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	
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	\$337,500	75	\$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	144	\$1,350,000	100	\$37,500
4	Signing Bonus	\$100,000.00			·		,,,	,	420,000,202	00,000	722,000,000	244	\$1,350,000	.000	\$150,000
5	Percentage of Annual Total (line 3) eligible for rebate (Form	at; 0,488#)		•		1.0000	1.0000		1.0000		1.0000		0.0000		
6	Percentage of Annual Total (line 3) eligible for additional (ea	arly pay) rebate (Forma	t: O.####)			0.8000	0.0000		0.8000		0.8000		0.0000		0.0000
7	Percentage of Annual Total (line 3) eligible for reduced (late	e pay) rebate (Format: (J.####)			0.2000	0.0000		0.2000						0.0000
8	Basis points offered per spand category on cycle due date (c	ley 25) (Format: 0.####	1			0.0111	0.0050		0.0111		0,2000		0.0000		0.0000
9	Multiply basis points offered by the applicable percentage of	fannual totals (line 3)	line 5 X line 8)			\$3,592,137.60	\$348,000,00		\$199,800.00		\$173,160,00		0.0000		0.0000
10	Adjusted basis points offered per spend category for early o	r late pay (show deduc	tions as -negative amount	(Format: Q.####)		0.0006	0,0000		0.0006		\$175,160,00 0,0005		\$0,00		
11	Multiply basis points offered by the applicable percentage of	f annual totals (line 3)	line 6 K line 10)			\$155,339.68	\$0.00		\$8,640.00				0.0000		0.0000
12	Adjusted basis points offered per spend category for early o	r late pay (show deduc	tions as -negative amount	(Format: 0.4###)		-0.0010	0.000		-0,0010		\$7,488.00		\$0,00		\$0.00
13	Multiply basis points offered by the applicable percentage of	f annual totals (line 3)	line 7 X line 12)	,		-\$64,723.20	0.0000				-0.0010		0.0000		0.0000
14	**Teller Cash transaction fees. Enter only as either a \$ amo	unt per transaction fee	(column E) or as a percen	tage of \$ spand volume (colu	no El (Enomat: O Mattel	99972040)0,00		-\$3,600,00		-\$3,120.00	40.00	\$0.00		\$0.00
15	Multiply applicable fee by annual totals (line 11 X line 3)				, (\$0.00			
16	**ATM Cash transaction fees. Enter only as either a \$ amou	nt pertransaction fee (column G) or as a percent	age of Sispend volume (colum	on H) (Format: 0 ####)						L	\$0.00	\$0.00		7
17	Multiply applicable fee by annual totals (line 13 X line 3)			-9	iii ii) (i oi iii a a oi iii a oi								-	\$0.0	
18	If applicable, multiply signing bonus \$ amount by .2 (line 4 X	(.2)				\$20,000.00							L	\$0.0	\$0.00
	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6,					\$4,413,118.08									
	Add the an end the as					34,415,110.00									

\$4,438,118.08

\$0.00 \$4,433,118.08

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 #3.

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

Example Caclulation Scenario #4

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 90 days after the cycle date

Assume sense has to see a recent one of one to sense the Cycle date and any remercing 20 as it has to days after the Cycle date.

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

If applicable, the State essumes quarterly spend lotals will be annualized and relate due to or from the State will be adjusted the 4th quarter based on the aggregated annual \$ spend for reached in their financial/revenue proposal "Lines 14 and 16 for cash transaction fees should OMLY be utilized if the vendor's proposal includes such from 4 far applicable, will be netted out of relates amounts.

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

For example calculation base rebate for annual spend tier on day 25 is 111 basis points. Assume additional 1 basis points of each day paid earlier, or deducted for each day paid later than the due date [day 25]. Large ticket and Tellor Cash 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 (searned on ATM Cash transactions. Teller and ATM cash transactions. Teller and ATM cash transactions fees are 35 or favored in the State. Teller Cash transaction fees are 25 of 5 dollar volume. ATM Cash transactions fees are 53 per transactions. when partial payments are received,

	Total Net Spend ## Average Monthly Totals \$35,691,000 \$45,691,000 \$107,079,000 \$428,316,000 \$107,079,000 \$100,000,000 \$10	\$3,500 \$32,7	ng Spend # of Transactions 8,000 44,263 4,000 132,789	A Purchasing S Standard Transaction \$26,968,000 \$80,904,000 \$323,626,000	B Purchasing \$ Large Ticket \$5,000,000 \$17,400,000 \$69,600,000	# Travel Transactions 4,200 12,600 50,400	C Trave S Transactions \$1,500,000 \$4,500,000 \$18,000,000	# Fleet Transactions 5,000 15,000 60,000	D Fleet \$ Transactions \$1,300,000 \$3,900,000 \$15,600,000	E Teiler#Cash Trensactions 12 36 144	F Teller \$ Cash Transactions \$112,500 \$337,500 \$1,350,000	G ATM Ø Cash Transactions 25 75	H ATM 5 Cash Transactions 512,500 \$37,500 \$150,000
	Percentage of Annual Yotal (line 3) etigible for rebate (Format: 0.###) Percentage of Annual Total (line 3) etigible for additional (early pay) rebate (Format: 0.###)			0.8000	0.8000		0.2000		0.8000		0.8000		0.0000
	7 Percentage of Annual Total (line 3) eligible for reduced (late pay) rebate (Format; 0,484%)				0.0000		0,8000		0.000		0.0000		0.0000
	8 Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)				0.0050		0.000		0.0000		0.0000		0.0000
9 Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5				0.0111 \$2,873,710.08	\$278,400.00		\$159,540.00		0.0111		0.0050		0.0000 \$0.00
10 Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.3H##)				8000.0			0.0006		\$138,528.00		\$5,400.00		\$0.00
11	11 Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 6 X line 10)				0.0000 \$0.00				0,0006		0.0000		0.0000
12 Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format; 0.444#)				\$155,335.68 0.0000	. 3000		\$8,640.00		\$7,488.00		\$0,00		50.00
	13 Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 7 X line 12)				0.0000 \$0,00		0.0000		0.0000		0.000.0		0.0000 \$0,00
14	14 "Teller Cash transaction fees. Enter only as either a \$ amount per transaction fee (culumn E) or as a percentage of \$ spend volume (column F) (Format; 0, ###)				30,00		\$0.09		\$0,00		\$0.00		\$0,00
15	15 Multiply applicable fee by annual totals (line 11 X line 3)								Ļ.	\$0.00			
16	**ATM Cash transaction fees. Enter only as either a \$ amount per transaction fee (colu	umn G) or as a percentage of S sper	d volume (column H) (Format: 0 8588)						L	\$0.00	\$13,500.00		
17	Multiply applicable fee by annual totals (line 13 X line 3)										L	\$3.00	
18	18 If applicable, multiply signing bonus \$ amount by .2 (line 4 X .2)										Ŀ	\$900.0	\$0.00
19	19 Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10												
20	Add line 13 and line 14			\$3,627,341,76 \$3,647,341,76									
21 Add amounts from Column it's F, F, G, and H; line it's 12 and 14				\$14,400,00									
22	Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario	#4.		\$3,682,941.76									

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