

Attachment C: Cost Sheet - Financial/Revenue Proposal - Assumptions

- U.S. Bank is proposing two separate offers one using the Visa brand and second using the Mastercard brand.
- Whereas the state lists "large ticket" volume, U.S. Bank pays a Discount Interchange rebate on all discount interchange-eligible spend, including large ticket.
- U.S. Bank uses file turn to calculate the speed of payment incentive. "File turn" is defined as the sum of daily balances divided by the sum of daily sales. The two components of file turn are defined as follows:
 - Sum of the Daily Balances—Sum of each daily outstanding balance over the reporting period.
 - Sum of Daily Sales—Sum of the Net Charge Volume for each day of the reporting period

File turn represents the weighted-average age of bank receivables as they accumulate (through your charge activity) and are liquidated (through your payments). For example, when a monthly invoice is produced for an account, some charges might be as much as 30 days old, and some charges might be only one day old.

File turn days differ from client held days (also known as "days sales outstanding"). Client held days are defined as file turn days, minus 15. For example, paying 19 days after the cycle date equates to 34 file turn days.

- In Scenario 2, U.S. Bank assumes that 80% of accounts paying 19 days after the cycle date corresponds to 80% of your overall spend volume, and 20% paying 25 days after the cycle date corresponds to 20% of your overall spend volume. We use a weighted average of 35 client held days to account for 100% of volume.
- In Scenario 3, U.S. Bank assumes that 80% of accounts paying 19 days after the cycle date corresponds to 80% of your overall spend volume, and 20% paying 25 days after the cycle date corresponds to 20% of your overall spend volume. We use a weighted average of 21 client held days to account for 100% of volume.
- In Scenario 4, U.S. Bank assumes that 80% of accounts paying 19 days after the cycle date corresponds to 80% of your overall spend volume, and 20% paying 90 days after the cycle date corresponds to 20% of your overall spend volume. We use a weighted average of 34 client held days to account for 100% of volume. Please note that as long as the average speed of pay is less than 60 client held days, the State will be eligible to receive a rebate. Late payment on a fraction of your spend does not prevent the State from earning a rebate, but does affect the speed of payment component.
- U.S. Bank has decided to offer a rebate without an up-front incentive in order to maximize the volume and speed of payment rebates available throughout the life of your contract. We believe this is in the State's best interest as it allows the State to earn a higher overall incentive as we help you to grow your program year-over-year. If the State would prefer an up-front incentive component we are happy to review our offer and reallocate part of the incentives in the following grids in order to offer an up-front component.

U.S. Bank Visa Financial Proposal

U.S. Bank is committed to providing competitive financial incentives to the State of West Virginia (the State). The following financial proposal details the volume and speed of payment incentives. The full financial impact of U.S. Bank commercial card programs is made up of three components:

- Competitive incentive program
- Proven strategies for increasing program volume
- Tools for cutting procurement costs

The savings that can be accrued to the State are significant, often far surpassing the rebate dollars that an organization earns.

U.S. Bank offers the State our purchasing card and ePayables program with the following incentives and fees based on the projections provided by the State. If these assumptions are inaccurate, U.S. Bank reserves the right to revisit our offer.

Performance Incentive

U.S. Bank offers the State the opportunity to earn a performance incentive based on net annual charge volume¹ and speed of payment.

The incentive opportunity has two parts that, while calculated separately, are dependent upon each other: the State must qualify for both parts of the incentive to receive a performance incentive. If earned, the sum of the parts will be paid to the State annually.

Part 1: Performance Volume Incentive

At the end of each annual period, U.S. Bank will calculate the net charge volume for the entire State program, and apply the result to the Part 1 matrix below in order to determine the qualifying incentive opportunity.

Part 2: Speed of Payment Incentive

At the end of each annual period, U.S. Bank will calculate the speed of payment (client held²) performance for the entire State program. The result will be applied to the Part 2 matrix below and the qualifying incentive opportunity will be determined.

¹ Net annual charge volume means all charges set forth on the monthly billing statements furnished for all accounts, less cash advances, fees, fraudulent charges, chargebacks, charges qualifying for discount interchange rates and amounts charged-off by U.S. Bank.

² Client Held Days are the number of days from the day U.S. Bank funds a charge transaction to the day payment for that transaction is posted, inclusive of the beginning and ending days, minus 15.

Volume incentive

Annual Volume (US\$)	Rate
100,000,000	1.7540%
150,000,000	1.8240%
200,000,000	1.8840%
250,000,000	1.9340%
300,000,000	1.9790%
350,000,000	2.0190%
400,000,000	2.0240%
450,000,000	2.0290%
500,000,000	2.0340%
550,000,000	2.0390%
600,000,000	2.0440%
650,000,000	2.0490%
700,000,000	2.0540%
750,000,000	2.0590%
800,000,000	2.0640%
850,060,000	2.0690%
900,000,000	2.0740%
950,000,000	2.0790%
1,000,000,000	2.0840%

Client Held Days must be 45 or less Credit Losses deducted from Rebate Fraud Losses absorbed by U.S. Bank Rebate payment: Annual

Speed of Payment Incentive

Client Held Days	Rate	Client Held Days	Rate			
45	-0.0750%	22	0.0400%			
44	-0.0700%	21	0.0450%			
43	-0.0650%	20	0.0500%			
42	-0.0600%	19	0.0550%			
41	-0.0550%	18	0.0600%			
40	-0.0500%	17	0.0650%			
39	-0.0450%	16	0.0700%			
38	-0.0400%	15	0.0750%			
37	-0.0350%	14	0.0800%			
36	-0.0300%	13	0.0850%			
35	-0.0250%	12	0.0900%			
34	-0.0200%	11	0.0950%			
33	-0.0150%	10	0.1000%			
32	-0.0100%	9	0.1050%			
31	-0.0050%	8	0.1100%			
30	0.0000%	7	0.1150%			
29	0.0050%	6	0.1200%			
28	0.0100%	5	0.1250%			
27	0.0150%	4	0.1300%			
26	0.0200%	3	0.1350%			
25	0.0250%	2	0.1400%			
24	0.0300%	1	0.1450%			
23	0.0350%	0	0.1500%			

Sample Incentive Calculation

An incentive scenario can be calculated using the following performance dynamics:

- \$357,216,000 net annual charge volume
- 19 client held days speed of payment

In this example, the Part 1 incentive opportunity would be 2.0190%. This opportunity can be increased for each single-day improvement in portfolio speed of payment performance (see Part 2 matrix). For example, if the State payment performance is calculated at 19 client held days, the combined opportunity would be 2.0740% (2.0190% + 0.0550%).

In this example, the combined potential of the purchasing card and ePayables performance incentive is 7,408,659.84 annually $(2.0740\% \times $357,216,000)$.

Discount Interchange Programs

U.S. Bank recognizes that increased commercial card usage is important to your organization's overall procure-to-pay strategy and that program expansion, cost efficiency and expense control are critical components in streamlining your procurement and spending processes. We continue to embrace commercial card expansion initiatives including reduced interchange programs for our clients' strategic suppliers, which targets large ticket and other discount interchange commercial card transactions. Through these discount interchange initiatives, U.S. Bank helps enable many suppliers to expand their acceptance of commercial cards. These programs allow our clients to eliminate many administrative processes with their preferred suppliers, saving our clients time and money while capturing data on both their small and large dollar purchases by using their U.S. Bank commercial cards.

U.S. Bank is pleased to offer the State the following rebate on your discount interchange transactions:

Discount Interchange Volume Incentive

Rate

Client Held Days must be 45 or less Credit Losses deducted from Rebate Fraud Losses absorbed by U.S. Benk Rebate Payment: Annual

Speed of Payment Incentive

Client Held Days	Rate	Client Held Days	Rate
45	-0.0750%	22	0.0400%
44	-0.0700%	21	0.0450%
43	-0.0650%	20	0.0500%
42	-0_080096	19	0.0550%
47	-0.0550%	18	0.0800%
40	-0.0500%	47	0.0650%
39	-0.0450%	is	0.0700%
98	-0.04009%	15	0.0750%
37	-0.0350%	14	0.0800%
36	-0_0300%	13	0.0850%
35	-0.0250%	12	0.080096
34	-0.0200%	11	0.0950%
33	-0.0150%	40	0.1000%
32	-0.0100%	9	0.1050%
34	-0.0050%	8	0.110096
30	0.0000%	7	0.1150%
25	0.0050%	6	0.1200%
28	0.0100%	5	0.1250%
27	0.0150%	4	0.1300%
26	0.0200%	3	0.1350%
25	0.0250%	2	0.1400%
24	0.030096	1	0.1450%
23	0.0350%	Ŋ.	0.1500%

Sample Discount Interchange/Large Ticket Incentive Calculation

An incentive scenario can be calculated using the following performance dynamics:

- \$69,600,000 net annual charge volume
- 19 client held days speed of payment

In this example, the Part 1 incentive opportunity would be 1.0000%. This opportunity can be increased for each single-day improvement in portfolio speed of payment performance (see Part 2 matrix). For example, if the State payment performance is calculated at 19 client held days, the combined opportunity would be 1.0550% (1.0000% + 0.0550%).

In this example, the combined potential of the purchasing card and ePayables performance incentive is \$734,280 annually (1.0550% × \$69,600,000).

Total Incentive

Combining both standard grids and Discount Interchange/Large Ticket grids annually the State would earn \$8,142,939.84 annually and \$40,714,699.20 over a five-year term.

Proposed Fees

Purchasing Card	
Feature	Fee
General Fees	
Annual Card Fee	Fee Waived
Delinquency Fees Fee assessed on the entire past due amount if full balance is not paid by the due date Fee assessed each subsequent cycle on the entire past due amount	1 0% (Minimum \$2 00) 2 5% (Minimum \$2.00)
Interest Charges	No Fee
Cash Advance Fee	2.5% (Minimum \$2.00)
Convenience Check Fee	2.5% (Minimum \$2.00)
Convenience Check Stop Payment Fee	\$15.00
Convenience Check Copy Fee	\$5.00
Returned Convenience Check Fee	\$15.00
Statement Copy	\$5.00 per additional statement
Draft/Receipt Copy	\$5.00 per draft
Replacement Card Fee	Fee Waived
Expedited Delivery Fee	\$20.00 per shipment
Non-Sufficient Funds Fee	\$15.00
Foreign Currency Fee (if applicable)	1.0% per transaction
Other	
Implementation and Training Cost	No Fee
Access Online	No Fee
Custom Mapping	Fee based upon scope of service
Logo Embossing Fee	Fee Waived (Standard Fee: \$300)
Customized Plastic Quantity of less than 2,000 cards Quantity of more than 2.000 cards, or specialty printing needs (minimum of 1,000 cards)	Fee Waived

U.S. Bank Mastercard Financial Proposal

U.S. Bank offers the State our purchasing card and ePayables program on the Mastercard platform with the following incentives and fees based on the projections provided by the State. If these assumptions are inaccurate, U.S. Bank reserves the right to revisit our offer.

Performance Incentive

U.S. Bank offers the State the opportunity to earn a performance incentive based on net annual charge volume and speed of payment.

The incentive opportunity has two parts that, while calculated separately, are dependent upon each other: the State must qualify for both parts of the incentive to receive a performance incentive. If earned, the sum of the parts will be paid to the State annually.

Part 1: Performance Volume Incentive

At the end of each annual period, U.S. Bank will calculate the net charge volume for the entire State program, and apply the result to the Part 1 matrix below in order to determine the qualifying incentive opportunity.

Part 2: Speed of Payment Incentive

At the end of each annual period, U.S. Bank will calculate the speed of payment (client held) performance for the entire State program. The result will be applied to the Part 2 matrix below and the qualifying incentive opportunity will be determined.

Volume Incentive

Annual Volume (US\$)	Rate
160,000,060	1.9350%
150,009,000	1.9050%
260,000,000	1.9650%
250,000,000	2.0150%
300,000,000	2.0600%
350,000,000	2.1000%
400,000,000	2.1050%
450,000,000	2.1100%
500,000,000	2.1150%
550,000,000	2.1200%
600,000,000	2.1250%
650,000,000	2.1300%
700,000,000	2.1350%
750,000,000	2.1400%
800,000,000	2.1450%
850,000,000	2.1500%
900,000,000	2.1550%
950,000,000	2.1600%
1,000,000,000	2.1650%

Client Held Days must be 45 or less Credit Losses deducted from Rebate Fraud Losses absorbed by U.S. Bank Rebate payment: Annual

Speed of Payment Incentive

Client Held Days	Rate	Client Held Days	Rate			
45	-0.0750%	22	0.0400%			
44	-0.0700%	21	0.0450%			
43	-0.0650%	20	0.0500%			
42	-0.0600%	19	0.0550%			
41	-0.0550%	18	0.0600%			
40	-0.0500%	17	0.0650%			
39	-0.0450%	16	0.0700%			
38	-0.0400%	15	0.0750%			
37	-0.0350%	14	0.0800%			
36	-0.0300%	13	0.0850%			
35	-0.0250%	12	0.0900%			
34	-0.0200%	11	0.0950%			
33	-0.0150%	10	0.1000%			
32	-0.0100%	9	0.1050%			
31	-0.0050%	8	0.1100%			
30	0.0000%	7	0.1150%			
29	0.0050%	6	0.1200%			
28	0.0100%	5	0.1250%			
27	0.0150%	4	0.1300%			
26	0.0200%	3	0.1350%			
25	0.0250%	2	0.1400%			
24	0.0300%	· 1	0_1450%			
23	0.0350%	0	0.1500%			

Sample Incentive Calculation

An incentive scenario can be calculated using the following performance dynamics:

- \$357,216,000 net annual charge volume
- 19 client held days speed of payment

In this example, the Part 1 incentive opportunity would be 2.1000%. This opportunity can be increased for each single-day improvement in portfolio speed of payment performance (see Part 2 matrix). For example, if the State payment performance is calculated at 19 client held days, the combined opportunity would be 2.1550% (2.1000% + 0.0550%).

In this example, the combined potential of the purchasing card and ePayables performance incentive is \$7,698,004.80 annually (2.1550% × \$357,216,000).

Discount Interchange Programs

U.S. Bank is pleased to offer the State the following rebate on your discount interchange transactions:

Discount Interchange Volume Incentive

Rate	١
1.0000%	=

Cilent Held Days must be 45 or less Credit Losses deducted from Rebate Fraud Losses absorbed by U.S. Bank Rebate Payment: Annual

Speed of Payment Incentive

Client Held Days	Rate	Client Held Days	Rate				
45	-0 0750%	22	0.0400%				
44	-0.0700%	21	0.0450%				
43	-0.0650%	20	0.0500%				
42	-0.0600%	19	0.0550%				
41	-0.0550%	18	0.0600%				
40	-0.0500%	17	0.0850%				
39	-0.0450%	16	0.0700%				
38	-0.0400%	15	0.0750%				
37	-0.035096	14	0.0800%				
36	-0.0300%	13	0.0850%				
35	-0.0250%	12	0.0800%				
34	-0.0200%	11	0.0950%				
33	-0.015096	10	0.1000%				
32	-0.010096	9	0.1050%				
31	-0.0050%	8	0,1100%				
30	0.0000%	7	0.1150%				
29	0.0050%	6	0.1200%				
28	0.0100%	5	0.1250%				
27	0.0150%	4	0.1300%				
26	0.0200%	3	0.1350%				
25	0.0250%	2	0.1400%				
24	0.0300%	1	0.1450%				
23	0.0350%	0	0.1500%				

Sample Discount Interchange/Large Ticket Incentive Calculation

An incentive scenario can be calculated using the following performance dynamics:

- \$69,600,000 net annual charge volume
- 19 client held days speed of payment

In this example, the Part 1 incentive opportunity would be 1.0000%. This opportunity can be increased for each single-day improvement in portfolio speed of payment performance (see Part 2 matrix). For example, if the State payment performance is calculated at 19 client held days, the combined opportunity would be 1.0550% (1.0000% + 0.0550%).

In this example, the combined potential of the purchasing card and ePayables performance incentive is \$734,280 annually $(1.0550\% \times \$69,600,000)$.

Combining both standard grids and Discount Interchange/Large Ticket grids, the State would earn \$8,432,284.80 annually and \$42,161,424 over a five-year term.

Proposed Fees

Purchasing Card										
Feature	Fee									
General Fees										
Annual Card Fee	Fee Waived									
Delinquency Fees Fee assessed on the entire past due amount if full balance is not paid by the due date Fee assessed each subsequent cycle on the entire past due amount	= 1.0% (Minimum \$2.00) = 2.5% (Minimum \$2.00)									
Interest Charges	No Fee									
Cash Advance Fee	2.5% (Minimum \$2.00)									
Convenience Check Fee	2.5% (Minimum \$2.00)									
Convenience Check Stop Payment Fee	\$15.00									
Convenience Check Copy Fee	\$5.00									
Returned Convenience Check Fee	\$15.00									
Statement Copy	\$5.00 per additional statement									
Draft/Receipt Copy	\$5.00 per draft									
Replacement Card Fee	Fee Waived									
Expedited Delivery Fee	\$20.00 per shipment									
Non-Sufficient Funds Fee	\$15.00									
Foreign Currency Fee (if applicable)	1.0% per transaction									
Other										
Implementation and Training Cost	No Fee									
Access Online	No Fee									
Custom Mapping	Fee based upon scope of service									
Logo Embossing Fee	Fee Walved (Standard Fee: \$300)									
Customized Plastic										
 Quantity of less than 2,000 cards 	■ Fee Waived									
 Quantity of more than 2,000 cards, or specialty printing needs (minimum of 1,000 cards) 	■ Fee Waived									

Confidentiality Agreement

All material covered in this proposal is considered proprietary and confidential. Information supplied by the State to U.S. Bank for the purpose of this proposal is also confidential.

This proposal represents the basis for a proposed business relationship and is not a contract for services. Pricing features herein are valid until July 2, 2017.

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 less are included in the vendor's proposal and will be charged as transactions on the carcholder statement, please leave these fields BLANK.

Colur	nn#					A	В		C		D	E		a	u
		Tota!	Total	Total\$	Purchasing	Purchasing \$	Purchasing \$	#Travel	Travel \$	# Fleet	Fleet S	Teller # Cash	Teller S Cash	ATM # Cash	ATM \$ Cash
Line #		5 Net 5pend	# 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	75	\$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	29 75	\$37,500
3	Annual Totals	5428,316,000	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								,	420,000,000	244	41,530,000	300	\$130,000
5	Basis points offered per spend category on cycle due date (c	lsy 25) (Format: 0.##	HE)			0.0213	0.0103		0.0213		0.0213		0.0000		0.0000
6	Multiply basis points offered by annual totals (line 5 X line 3)				\$6,876,840,00	\$713,400.00		\$182,500.00		\$331,500.00		50.00		0.0000
7	Adjusted basis points offered per spend category for early o	r late pay (show ded	uctions as -negative amo	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	}				\$151,808.00	\$34,800,00		\$9,000,00		\$7,800.00		50,00		0,0000
9	**Teller Cash transaction fees. Enter only as either a \$ amo	unt per transaction f	ee (column E) or as a per	rcentage of \$ spend volume	e (column F) (Format: O.	anna)			- William		27,200,000	0.00	0.0250		\$0.00
	Multiply applicable fee by annual totals (line 9 X line 3)					,						60.00			
11	**ATM Cash transaction fees, Enter only as either a \$ amou	nt per :ransaction fe	e (column G) or as a pen	centage of \$ spend volume	(column H) (Format: D.	.auxa)							\$38,750.00		
	Multiply applicable fee by annual totals (line 11 X line 3)	•												0.00	0.0250
13	if applicable, multiply signing bonus \$ amount by .2 and ent	ervalua (lina 4 X .2)				\$0.00							L	\$9.00	\$3,750,00
	Add amounts from Column #'s A, B, C, D, F and H line 5 and					\$8,517,648.00									

\$8,517,648.00

\$8,180,148.00

\$37,500,00

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

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 part in this 30 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 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.

Colui	mn#					A	ы				U	E	r	· ·	п	
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	#Travel	Travel \$	# Fleet	Fleet \$	Teller # Cash	Teller \$ 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	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														
3	Basis points offered per spend category on cycle due date (d	lay 25) (Format: 0.##	##)			0.0213			0.0213		0.0213		0.0000		0.0000	
6	Multiply basis points offered by annual totals (line 5 X line 3]				\$6,876,840.00			\$382,500.00		\$331,500,00		\$0,00	Į.	\$0.00	
7	Adjusted basis points offered per spend category for early o	r late pay (show ded	uctions as -negative am	ount) (Formet: 0.####)		-0.0005			-0.0005		-0,0005		0.0000		0.0000	
8	Multiply basis points offered by annual totals (line 7 X line 3					-\$161,808,00	-\$34,800.00		-\$9,000.00		-\$7,800.00		\$0,00	L	\$0;00	
9	**Teller Cash transaction fees. Enter only as either a \$ amou	unt per transaction f	ee (column E) or as a pe	rcentage of \$ spend volu	me (column F) (Format: 0	.####)					ļ	0.00	0.0250			
	Multiply applicable fee by annual totals (line 9 X line 3)										1	\$0,00	\$33,750.00			
11	**ATM Cash transaction fees. Enter only as either a \$ amou	int per transaction fe	e (column G) or as a per	centage of \$ spend volur	ne (column H) (Formet: 0	.####)								0.00	0.0250	
12	Multiply applicable fee by annual totals (line 11 X line 3)												ı	\$0.00	\$3,750,00	
13	If applicable, multiply signing bonus \$ amount by .2 and ent	er value (line 4 X .2)				\$0.00										
						0.1.000.000.00										

\$8,090,832.00

\$8,090,832.00

\$37,500,00

\$8,053,332.00

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

Semento #8

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

Assume all accounts were paid 80% of amount due by cay 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

Assumes spend volumes and transaction counts repeat monthly throughout the 5 year contract period

file applicable, the State assumes quarterly spend voitals 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.

Colum		Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend		A Purchasing \$ Standard Transaction	B Purchasing \$ Large Ticket	# Travel Transactions	C Travel \$ Transactions	# Fleet Transections	D Fleet \$ Transactions	E Teller # Cash Transactions	F Teller \$ Cash Transactions	ATM # Cash Transactions	H ATM \$ Cash Transactions
1	Average Monthly Tota s	\$35,693,000	58,500	\$32,768,000	44,263	\$26,968,000	\$5,800,000	4,200	\$1,500,000	5,000	\$1,500,000	12	\$112,500	25	\$12,500
2	Quarterly Totals	\$107,075,000	160,500	\$98,304,000	182,789	\$80,904,000	\$17,400,000	12,500	\$4,500,000	15,000	\$8,900,000	36	\$837,500	75	\$57,500
5	Annuel Totals	\$428,916,000	642,000	\$393,216,000	591,156	\$329,616,000	\$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													<i>Quantitation</i>
5	Percentage of Annual Total (line 3) eligible for rebate (Fo					1,0000	1.0000		1,0000		1,0000	1	0,0000		0.0000
6	Percentage of Annual Total (line 3) eligible for additional					1.0000	1,0000		1.0000		1,0000		0.0000		0.0000
7	Percentage of Annual Total (fine 3) eligible for reduced (0.0000	0.0000		0.0000		0.0000	1	0.0000		0,000
8	Basis points offered per spend catagory on cycle due date	e (day 25) (Format	t; O.8698)			0,0213	0.0103		0.0213		0.0213	1	0,0000		
9	Multiply basis points offered by the applicable percentag	e of annual totals	(line 3 X line 5 X line	8)		\$6,876,840.00	\$713,100,00		\$382,500.00		\$881,900.00	i			0,0000
10	Adjusted basis points offered per spend category for early	y or late pay (show	v deductions ая -лед	gative amount) (Forms	at: O.MBRW)	0.0002	0,0002		0.0002		0,0002		\$13,00		\$8,00
11	Multiply basis points offered by the applicable percentag	e of annual totals	(line 3 X line 6 X line	10)		\$84,723.20	\$23,920.00		\$8,600.00		93,120,00	1			0.0000
12	Adjusted basis points offered per spend category for early	y or late pay (sho	v deductions as -nes	zativa amount) (Formi	nt: O.RHAN	0,000,0	0,000		0.0000		0.0000	i	\$6.00		\$0.00
13						\$0.00	\$0,00		\$0.00		\$0.00	-	0,0000		0,0000
14					S spend volume (co		1		90.00		. 34400	\$0.00	\$0,00		\$0.00
15	Multiply applicable fee by annual totals (line 11 X line 9)				, .,		,					\$0.00	0.0250		
18	**ATM Cash transaction fees. Enter only as either a \$ an	nount per trensed	fan fee (column G) a	or as a percentum of:	spand volume ton	luma H) (Formut: C ####	١				L	\$0,00	\$83,750,00	-	
	Multiply applicable fee by annual totals (line 13 X line 9)		, ,		y aparita variante (au	MINITO (1 OTHER DIRECT)	,						-	\$0.00	0.0250
	If applicable, multiply signing bonus \$ amount by .2 (line					\$0.00							L	\$0,00	\$9,750.00
	Add amounts from Column 8's A, B, C, D, F and H; line #'s					\$8,389,603.20									
	Add line 13 and line 14	-,				\$8,389,603.20									
	Address to the column to the transfer of the state of the	1.00				90,005,003.20									

\$37,500.00

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

21 Add amounts from Column 8's E, F, G, and H; line 8's 12 and 14

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

20 Add line 13 and line 14

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

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 80 days after the cycle date
Assume spend volume and transaction counts repet morthly throughout the 5 year contract period
If applicable, the State assumes quarterly spand totals will be annualized and rebate due to or from the State will be adjusted the 4th quarter based on the aggregated annual \$ apend tier reached in their financial/revenue proposal
"financial and to for cash transaction fees ahoutd ONLY be utilized if the vendor's proposal indicates such fees, if applicable, which is not related out of relates amounts.

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

-\$145,627 20

50.00 58,112,172.60

\$8,112,172.50

Purchasing \$ Large Ticket \$5,800,000

\$17,400,000

1.0000

0.0000

0.0000

-0.0005

-\$91,320.60

0,0103 \$213,400.00

Travel \$ Transactions \$1,500,000

\$4,500,000

\$18,000,000

1.0000

1.0000

0.0000 \$0.00

-D,0005

\$8,100.00

0.0213 \$382,500.00

Travel

Transactions 4,200 12,600 50,400

Fleet

Transactions 5,000

15,000

60,000

Colum	m#	Total	Total	Total \$	Purchasing	A Purchasing S							
Line #		\$ Net Spend	# of Transactions	Purchasing Spand	# of Transactions	Standard Transaction							
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,263	\$25,968,000							
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000							
9	Annual Totals	591,156	\$323,616,000										
4	4 Signing Bonus \$0.00												
5 Percentaga of Annual Total (line 3) eligible for rebate (Format: 0.8###)													
6	8 Percentage of Annual Total (line 3) aligible for additional (early pay) rebate (Format: 0.8888) 0.0												
7	Percentage of Annual Total (line 3) eligible for reduced (lat	e pay) rebate (Format: 0.4				1.0000							
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)				0.0213							
9	Multiply basis points offered by the applicable percentage	of annual totals (line 3 X li	ine 5 X line 8)			96,875,640,00							
10	Adjusted basis points offered per spend category for early			Format: D.####)		0.0000							
11	Multiply basis points offered by the applicable percentage					\$0.00							
12	0.000												
15 Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 7 X line 12)													
14	**Teller Cash transaction fees. Enter only as either a \$ am			ige of \$ spend volume (colu	mr. F) (Format: 0.####)								
	** 5 4		,										

12	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)
1.5	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 7 X line 12)
14	**Teller Cash transaction fees。Enter only as either a \$ amount per transaction fee (column E) or as a percentage of \$ spend volume (column F) (Format: 0.開業制
15	Multiply applicable fee by annual totals (line 11 X line 3)
16	**ATM Cash transaction fees. Enter only as either a \$ amount per transaction fee (column G) or as a percentage of \$ spend volume (column H) (Format: 0.####)
17	Multiply applicable fee by annual totals (line 13 X line 3)
18	If applicable, multiply signing bonus \$ amount by .2 (line 4 X .2)
19	Add amounts from Column 8's A, B, C, D, F and H; line 8's 6, 8 and 10

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

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

D Fleet \$ Transections \$2,300,000 \$3,900,000	E Teller # Cash Transactions 12 36	F Teller \$ Cash Transactions \$112,500 \$337,500	G ATM # Cash Transactions 25 75	H ATM \$ Cash Transactions \$12,500 \$37,500
\$15,600,000	144	\$1,350,000	300	\$150,000
1.0000		0,0000		0.0000
0.0000		0.0000		0.0000
1,0000		0.0000		0.0000
0.0213		0.0000		0.0000
\$33,,500,00		\$0,00		\$0.00
0,0000		0.0000		0.0000
\$0.00	i i	\$0.00	679	\$0.00
-0.0005		0.0000		0.0000
\$7,020,00		\$0.00		50,00
	\$0.00	0.0250		
	\$0.00	\$33,750.00		
_			\$0.00	0.0250
			\$0.00	-5 750°00

Example Calculation Scenario #1

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

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 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.

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.

Colun	in#					A	B		C		D	P	F	6		
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel\$	# Fleet	Fleet S	Teller # Cash	Teller S Cash	ATM # Cash	ATM \$ Cash	
Line #		\$ Net Spend	4 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	11 de la actuação		
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000	12.60C	\$4,500,000	15,000	\$3,900,000	12		25	\$12,500	
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,616,000	\$69,600,000	50,40C	\$18,000,000	60,000	\$15,600,000	36	\$337,500	75	\$37,500	
4	Signing Bonus	\$100,000		,,	,	4	402/000/000	30,400	920,000,000	80,000	\$13,600,000	144	\$1,350,000	300	\$150,000	
5	Basis points offered per spend category on cycle due date (c	day 25) (Format: 0.8#	H#)			111	50		111					•		
6	Multiply basis points offered by annual totals (line 5 X line 3)and enter value				\$3,592,137 601	\$348,000,000		\$199,800.00		\$173,160.00		40.000	ł	0	
7	Adjusted basis points offered per spend category for early o	r late pay (show ded	uctions as -negative am	ount) (Formet: 0.####)		72	0		9,400,000.001		2473,000,00		\$0.000	1	\$0	
	Multiply basis points offered by annual totals (line 7 X line 3		_			\$711,955.20	90		589,600.00		694 930 ph			1	. 0	
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 volume	(column F) (Format: 0.##	##1	- 74		749,000,00		\$34,320,00		50	1	SO.	
10	Multiply applicable fee by annual totals (line 9 X line 3)and e	enter value			,	,					H		0%	1		
11	**ATM Cash transaction fees. Enter only as either a \$ amou	int per transection fe	e (column G) or as a pai	centage of 5 spend volume i	(column H) (Format: 0.88)	##1					L		50	—		
	Multiply applicable fee by annual totals (line 11 X line 3) and			_ , ,	, , ,									\$0		
13	If applicable, multiply signing bonus S amount by .2 and ent-	er value (line 4 X .2)				*70,000								\$0		

\$20,000

\$5,098,972.80

\$5,118,972.80

\$5,128,972.60

13 If applicable, multiply signing bonus \$ amount by .2 and enter value (line 4 X .2)

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

15 Add line 13 and line 14 and enter value

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

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

Assume special mixed by seasons are your transaction country 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 titer reached in their financial/revenue proposal "fulnes and in for cash transaction fees should ONLY be utilized if the vendor's proposal indicates such fees, if applicable, will be natted out of rebate amounts.

"If these cash transaction fees are included in the vendor's proposal and will be charged as transactions on the cardioider statement, 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 will be earned if paid after day 35. No rebate is earned on ATM Cash transactions. Teller and ATM cash transaction fees are 53 per transaction. Assume rebate is earned when payment or partial payment is received.

Colum	n#					A	В		c		D	E	F	G	н
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	#Travel	Travel \$	# Fleet	Fleet \$	Teller # Cash	Tellar \$ 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	Transactions
1	Average Monthly Totals	\$35,693,000	58,500	\$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	\$8,900,000	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	\$100,000]											
5	Basis points offered per spend category on cycle due date (de	y 25) (Format: 0.####)				111	50		111		111		50	11	
6	Multiply basis points offered by annual totals (line 5 X line 3)					\$3,592,137.50	\$348,000,000		\$199,800.00		\$173,160.00		\$6,750.000		\$0
7	Adjusted basis points offered per spend category for early or	late pay (show deductio	ns as -negative amount) (Fe	ormat: 0.####)		-10	0		-10		-10		0		0
	Multiply basis points offered by annual totals (line 7 X line 3)					-\$373,616.00	\$0		-\$18,000.00		\$15,600.00		50		\$0
9	**Teller Cash transaction fees. Enter only as either a \$ amou	nt per transaction fee (o	olumn E) or as a percentag	e of \$ spend volume (colum	nn F) (Format: 0.####)							C	1%		
	Multiply applicable fee by annual totals (line 9 X line 3)										L		\$13,500		
11	**ATM Cash transaction fees. Enter only as either a \$ amoun	t per transaction fee (co	(umn G) or as a percentage	a of \$ spend volume (colum	n H) (Format: D.####)								-	<u> </u>	
12	Multiply applicable fee by annual totals (line 11 X line 3)													\$900	0
15	If applicable, multiply signing bonus \$ amount by .2 and enter	value (line 4 X .2)				520,000									

\$9,962,691,60

35,982,63,,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 Rebate calculation

Example Cadulation Scenario #3

Column #

Please fill in all hoxes. 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

Assums per documents were percent at the option of amount one by day in enter the option date and the templating Acts in full 30 days after the option date.

Assums spend volume and themsection counts repeat monthly throughout the 5 year contract period.

If applicable, the State assumes quarterly spend totals will be annualized and related 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 natified out of rebate amounts.

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

For example calculation base rebats for annual spend tier on day 25 is 11,1 bests points. Assume additional 1 basts point for each day peld earlier, or deducted for each day peld inter than the due date (day 25). Large ticket transactions are at 50 basts points with no adjustment if paid by day 55. No rebats will be earned if paid after day 35. No rebats will be earned if paid after day 35. No rebats will be earned on Teller and ATM Craft transactions. Applicable Teller and ATM cash transaction fees are charged to card accounts. Assume rebats is earned when partial payments are received.

Cuit	antini m						A	В		C		D	F				
			Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel \$	# Fleet	Fleet S	Teller# Cash	Teller \$ Cash	ATM # Cash	H	
Line	1#		\$ Net Spend		Purchasing Spend	# of Transactions	Standard Transaction	Large Ticket	Transactions	Transactions	Transactions	Transactions	Transactions			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	\$1,300,000	TI MISALLIURIS	Transactions	Transactions	Transactions	
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	14	\$112,500	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	30	\$387,500	75	\$37,500	
4	Signing Bonus		\$100,000,00]		,,	****	30,400	410,000,000	60,000	\$15,600,000	144	\$1,950,000	300	\$150,000	
5		nuai Total (line 3) eligible for rebets (Ford			_		1.0000	1.0000		1,0000		4					-
6		nual Total (line 3) eligible for additional (a					0.8000	0.0000		C.8000		1.0000		0,0000		0.0000	
7	Percentage of An	nual Total (line 3) aligible for reduced (la	ite pay) rebete (Formet:	O.####)			0.2000	0.0000		0.2000		0.8000		0,0000		0.0000	
	Basis points offer	ad per spand category on cycle due date ((day 25) (Format: 0.###	#)			0,0111	0,0050		0.0111		0.2000		0.0000		0,0000	4
9	Multiply basis pol	nts offered by the applicable percentage	of annual totals (line 8)	X line S X line II)			\$8,592,187,80	\$846,000,00				0.0111		0.0000		0,0000	
15	 Adjusted basis po 	ints offered per spend category for early	or late pay (show deduc	ctions as -nametive amou	nt) (Format: 0.####)		0.0006	0.0000		\$199,800.00		\$1.73,160.00		\$0.00		\$0,00	
17	 Multiply basis pol 	nts offered by the applicable percentage	of annual totals (line 3)	X line 6 X line 10h			\$155,895,68	\$0.00		0.0006		0.0006		0.0000		0.0000	4
		ints offered par spend category for early			nti (Format: O.####)		-0.0010	0.0000		\$8,640.00		\$7,488.00		\$0.00		\$0.00	A.
15	Multiply basis pol	nts offered by the applicable percentage	of annual totals (line 3.)	X (ine 7 X line 12)	,		-364,728 20	90.00		-0,0010		-0,0010		0,0000		0.0000	4
1/	4 **Tellar Cash tran	saction fees. Enter only as either a \$ am	ount per transaction fee	e (column E) or as a narc	entage of \$ spend volume lesi	uman El (Correcto C 4444)	~90%125 2J	50.00		-\$9,600.00		\$5,120.00		\$0.00		\$9,00	4
12	Multiply applicab	le fee by annual totals (line 11 X line 3)		- (and a second second second	enter () (a ottina c comma)							\$0.00	0.0000			
		saction fees, Enter only as either a \$ amo	ount per transaction fee	(column G) or as a nerve	entage of \$ energy volume (only	uma III dEnomata C dalasi						[\$0.60	30,00			
1	Multiply applicab	le fee by annual totals (line 15 X line 3)		(arrage of a sperio voidine (con	atus rij (rommac o.www.									\$0.00	0,0000	1
		tiply signing bonus \$ amount by .2 (line 4	Y 2)				400,000.00								\$0,00		
		n Column #'s A, B, C, D, F and H; line #'s 6,					\$20,000.00							_			4
20			An and To				\$4,413,118,08										

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

22 Subtract Sna 16 from line 15. This is the Total Rebute \$ Amount proposed per scenario #8.

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

Example Caclulation Scenario #4

when partial payments are received.

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.

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 apend volume and transaction rounts repeat monthly throughout the 5 year contract period

If applicable, the State assumes quarterly apend totals will be annustized and relate due to or from the State will be adjusted the 4th quarter based on the aggregated annual 5 spend for reached in their financial/revenue proposal

"If these cash it annual of for cash transaction fores should off.!! be utilized if the vendor's proposal includes much feed, if applicable, will be netted out of robusts amounts.

"If these cash transaction face 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 311 bask points. Assume additional 1 bask point for each day paid earlier, or deducted for such day paid earlier, or deducted for such day paid better than the due date (day 25). Large ticket and Teller Cash transactions are at 50 hasks points. Assume additional 1 bask points with no adjustment if paid by day 35. No rebate will be curred if paid after day 35. No rebate is sumed on ATM Cash transaction. Assume rebate is named 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 named

Colur	nin #					A	В		c		D	E	F	G	н
2014)		Total	Total	Total S	Purchasing	Purchasing \$	Purchasing \$	# Trave)	Travel \$	# Fleet	Fleet \$	Teller# Cash	Teller \$ Cash	ATM # Cash	ATM \$ Cash
Line t	1	\$ 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	59,500	\$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
,	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	\$100,000.00										_			
5	Percentage of Annual Total (line 3) sligible for rebate (F	ormat: 0.####}				0.8000	0.8000		0.8000		0.8000		0.8000		0.0000
6	Percentage of Annual Total (line 3) eligible for additions	al (early pay) rebute (Fo	rmat: 0.####)			0.0000	0.0000		0.8000		0.8000	-	_0.0000		0.0000
7	Percentage of Annual Total (line 3) aligible for reduced	(late pay) rebate (Form	at: O.#R#W)			0.000.0	0.0000		0.0000		0.0000	-	0.0000		0.0000
8	Basis points offered per spend category on cycle due da	ate (day 25) (Format: 0.8	nauk)			0.0111	0.0050		0.0111		0.0111	Ļ	0.0050		0.0000
9	Multiply basis points offered by the applicable percent	age of annual totals (line	a 3 X line 5 X line 8)			\$2,873,710.08			\$1,59,840,00		\$138,528.00	1	\$5,400,00		\$0.00
10	Adjusted basis points offered per spend category for ea	arly or late pay (show de	eductions as -negative amo	unt) (Format: 0.詳細的		0.0005	0.0000		0,0006		0.0006	-	0.0000		0.0000
11	Multiply basis points offered by the applicable percent	age of annual totals (line	a 3 X line 6 X line 10)			\$159,935.68	\$0.00		\$8,640.00		57,188.00	1	\$0.00		\$0.00
12	Adjusted basis points offered per spend category for as	arly or late pay (show de	ductions as -negative amor	unt} (Format: 0.####)		0.0000	0.0000		0,0000		0.0000	-	0.0000		0.0000
13	Multiply basis points offered by the applicable percent	age of annual totals (line	3 X line 7 X line 12)			50.00	\$0,00		\$0.00		\$0,00		\$0.00		\$0.00
14	**Teller Cash transaction fees, Enter only as either a \$	amount per transaction	r fee (column E) ar as a per	centage of \$ spend volume (co	lumn F} (Format: 0.###)						-	\$0.00	0.0100		
	Multiply applicable fee by annual totals (line 11 X line 3											\$0.00	\$13,500,00	40.00	
16	**ATM Cash transaction fees. Enter only as either a \$	amount per transaction	fee (column 6) or as a per	centage of \$ spend volume (col	umn H) (Format: 0.###/)								H	\$3.00	0.0000
	Multiply applicable fee by annual totals (line 13 X line :													\$900.00	00.00
	If applicable, multiply signing bonus's amount by .2 (lir					\$20,000.00									
19	Add amounts from Column #'s A, B, C, D, F and H; line	ð's 6, 8 and 10				>3,627,341.76									
	A 112 A2 4844					\$9,647,441.76									

\$20,000
>3,627,341
\$9,647,541
514,400
\$5,632,941
40,111,

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

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

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

results spend to the State assumes quarterly spend to this will be annualled and rebased due to of 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		ь	F .	E	6	u
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	#Tmvel	Travel \$	# Finet	Fleet S	Teller # Cash	Teller S Cash	ATM # Cash	ATM S Cash
Line #		\$ Net Spend	2 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	
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	25 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		\$37,500
4	Signing Bonus	\$0.00				·,,	, , ,		\$20,000,000	00,000	313,000,000	744	\$1,000,000	300	\$150,000
5	Basis points offered per spend category on cycle due date (c	lay 25) (Format: 0.#/	h/#)			0.0204	0.0103		0.0204		0,0204		0.0000	1	
6	Multiply basis points offered by annual totals (line 5 X line 3)				\$5,614,711.04	\$713,400,00		\$367,920.00		\$318,864.00				0.0000
7	7 Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####) 0.0005 0.0005 0.0005														
8	Multiply basis points offered by annual totals (line 7 X line 3)				\$161,808.00	\$84,800.00		\$9,000,00		\$7,800.00				
9	**Teller Casin transaction fees. Enter only as either a \$ amo	unt per transaction i	fee (column E) or as a pe	mentage of \$ spend volum	e (column F) (Format: 0.	####1	ţ,		95,000,001		37,500.00	0.00	\$0.00	, ,	\$0.00
10	Multiply applicable fee by annual totals (line 9 X line 3)				•	•					h h	\$0.00			
11	**ATM Cash transaction fees. Enter only as either a \$ arnou	int per transaction fe	ez (column G) or es a per	centage of \$ spend volum	e (column H) (Format: 0.:	####)					L		333,650,00	0.00	
12	Multiply applicable fee by annual totals (line 11 X line 3)					- "								0.00	0.0250
13	if applicable, multiply signing bonus 5 amount by .2 and ent	er value (line 4 X .2)				\$0.00							L	\$0.00	\$3,750,00
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and	line 6				\$8,228,303 64									
15	Add line 13 and line 14					\$8,228,303,04									
16	Add amounts from Column #'s E, F, G, and H; line #'s 10 and	12				\$37,500 00									
17	Subtract line 16 from line 15. This is the Total Rebate \$ Amo	ount proposed per so	cenario #1.			\$8,190,803.04									
						- CHOCKER									

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

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

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

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

"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.

Colum	ın#					Α	В		C		D	E	F	G	н
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel \$	# Fleet	Fleet \$	Teller # Cash	Teller \$ 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	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 16		_	
5	Basis points offered per spend category on cycle due date (d	lay 25) (Format: D.##	##)			0.0204	0.0103		0.0204		0.0204	L	0.0000		0.0000
6	Multiply basis points offered by annual totals (line 5 X line 3)					\$6,614,711.04	3713,400.00		\$367,920.00		\$318,864.00		\$0.00		\$0.00
7	Adjusted basis points offered per spend category for early o	r late pay (show ded	ictions as -negative ame	ount) (Format: 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	1				-\$161,808,00	-\$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 fo	e (column E) or as a pe	rcentage of \$ spend volui	me (column F) (Format: 0	LAHKA)						0.00	0.0250		
10	Multiply applicable fee by annual totals (line 9 X line 3)										Į	\$0.00	\$33,750.00		
11	**ATM Cash transaction fees. Enter only as either a \$ amou	nt per transaction fe	e (column G) or as a per	centage of \$ spend volur	ne (colums H) (Format: 0	.####)								0.00	0.0250
12	Multiply applicable fee by annual totals (line 11 X line 3)												L	\$0.00	\$3,750.00
13	If applicable, multiply signing bonus \$ amount by .2 and ent	er value (line 4 X .2)				\$0.00									

\$7,801,487.04 \$7,801,187,04

\$37,500.00

\$7,769,987.04

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

Scanario #9

Scanario #3

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

Assume all accounts were paid 60% 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 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 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		Total \$ Net Scand	Total	Total \$ Purchasing Spand	Purchasing	A Purchesing \$ Standard Transaction	B Purchasing \$	#Travel	C Travel \$	# Finet	D Float \$	E Teller#Cash	F Teller \$ Cash	G ATM # Cash	H ATM \$ Cash
1	Average Monthly Totals	\$85,698,000	53,500	\$92,768,000	44.269	\$26,968,000	Lurge Ticket	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions
2	Querterly Totals	\$107,079,000	160,500	\$98,304,000	182,789	\$80,904,000	\$5,800,000	4,200	\$1,500,000	5,000	\$1,300,000	12	\$112,500	25	\$12,500
- 3	Annual Totals	\$428,316,000	642,000	\$893,216,000	581,156	\$323,616,000	\$17,400,000 \$69,600,000	12,600	\$4,500,000	15,000	\$3,900,000	36	\$337,500	75	\$37,500
4	Signing Bonus	\$0.00		7	301,130	\$253/070/000	200/000/000	50,400	\$18,000,000	60,000	\$15,600,000	144	\$1,350,000	300	\$150,000
5	Percentage of Annual Total (line 3) eligible for rebate (Fo			1		1.0000	1.0000		1.0000						
	Percentage of Annual Total (line 3) eligible for additional		e (Format: 0.####)			1.0000	1,0000		1,0000		1.0000		0.0000		0.0000
7	Percentage of Annual Total (line 5) eligible for reduced (0.0000	0,000		0,000		1.0000		0.0000		0.0000
8	Basis points offered per spend category on cycle due date					0.0204	0,0103		0,0204		0.0000		0.0000		0.0000
9	Multiply basis points offered by the applicable percentag	e of ennual totals	(line 3 X line 5 X line	s B)		56,614,711 04	\$713,400.00		\$367,920.00		\$818,664.00		0.0000		0.0000
10	Adjusted basis points offered per spend category for earl	y or late pay (show	w deductions as -neg	ative amount) (Forms	et: O.BRWS)	0,0002	0.0002		0,0002		0.0002		0,000		>0.00
11	Multiply basis points offered by the applicable percentag	e of annual totals	(line 3 X line 6 X line	10)	•	\$64,723.20	\$13,920.00		\$3,600,00		\$3,120.00				0.0000
12	Adjusted basis points offered per spend category for earl	y or late pay (sho	w deductions as -neg	ativa amount) (Forms	nt: 0.6888)	0.0000	0,0000		0.0000		0.000.0		\$0.00	-	\$0.00
	Multiply basis points offered by the applicable percenteg					\$0.00	\$0.00		50,00		\$0.00		0,0000 \$0,00		0.0000
14	**Taller Cash transaction fees. Enter only as either a \$ e	mount per transau	ction fee (column E)	or as a percentage of	\$ spend volume (co	lumn F) (Format: 0.####	И				30,00	\$0.00	0.0250		\$0.00
15	Multiply applicable fee by annual totals (line 11 X line 3)										-	\$0.00			
15	**ATM Cash transaction fees. Enter only as either a S an	nount per transact	tion fee (column G) o	or as a parcentage of 9	spend volume (cal	umn H) (Format: 0.####	1				_		930)/30.00	\$0.00	
	Multiply applicable fee by annual totals (line 13 X line 3)						•						-	\$0.00	0.0250
	if applicable, multiply signing bonus \$ amount by .2 (line					\$0,00							_	20000	\$9,750.00
	Add amounts from Column #'s A, B, C, D, F and H; line #'s	6, 8 and 1C				\$8,100,258.24									
	Add line 13 and line 14					\$8,100,258.24									
21	Add amounts from Column #'s E, F, G, and H; line #'s 12 a	nd 14				\$37,500.00									

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

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

Semanto M4
Please Bill not all blower. If not applicable, enter 0 or leave blank.
Assumes will account a wore paid 50% of amount due by day 19 after the cycle date and the remaining 20% in full 90 days after the cycle data
Assumes spend visitines and transaction counts repet monthly throughout the 5 year contract period
If applicable, the State assumes quarterly spend totals will be enrusized and rebate due to or from the State will be edjusted the 4th quarter based on the aggregated enrusel \$ spend tier reached in their financial/revenue proposal
"times 14 and 15 for cash transaction fees a footid OMLY be utilized if the vendor's proposal Indicates such fees, if applicating, 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 BLANK.

Calum	n #					A						-	•
		Total	Total	Total \$	Purchasing	Purchasing\$	Purchasing \$	# Travel	Travel \$	# Fluet	Fleet \$	Teller # Cash	Teller \$ Cash
Line #		\$ Nat Spend	# of Transactions	Purchasing Spend	# of Transactions	Standard Transaction	Large Ticket	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
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	\$397,500
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	591,156	\$323,516,000	\$69,600,000	50,400	\$18,000,000	60,000	\$15,600,000	144	\$1,350,000
4	Signing Bonus	\$0.0	-										
5	Percentage of Annual Total (line 3) eligible for rebate (Form	at: 0.####)				1.0000	1.0000		1.0000		1.0000		0.0000
6	Percentage of Annual Total (line 3) eligible for additional (as	arly pay) rebate (Format:	CHRIPP)			0.0000	0.0000		0.0000		0.0000		0.0000
7	Percentage of Annual Total (line 3) eligible for reduced (late	s pay) rebate (Format: D.	anna)			1.0000	1.0000		1,0000		1.0000		0.0000
8	Basis points offered per spend category on cycle due date (a	tay 25) (Format: 0.####)				0.0204	0.0103		0.0204		0.0204		0,0000
9	Multiply basis points offered by the applicable percentage of	of annual totals (line 3 X	line 5 X line 8)			\$6,614,71,1.04	\$713,500.00		\$367,920.00		\$318,854.00		\$0,00
10	Adjusted basis points offered per spend category for early of	r late pay (show deduct)	ions as -negative amount) (i	Format: 0.####)		0.0000	0,0000		0.0000		0.0000		0.0000
11	Multiply basis points offered by the applicable percentage of	of annual totals (line 3 X	line 6 X line 10)			50,00	\$0.00		\$0,60		\$0.00		\$0.00
12	Adjusted basis points offered per spend category for early of	r late pay (show deduct)	ions as -negative amount) (Format: O.NAVII)		-0.0005	-0.0005		-0.0005		-0.0005		0.0000
	Multiply basis points offered by the applicable percentage of					>115,627 20	\$31,320.00		\$8,.00,00		\$7,020.00		\$0.00
14	**Teller Cash transaction fees. Enter only as either a \$ amo	xunt par transaction fee	(column E) or as a percenta	ge of \$ spand volume (colu	imn F) (Format: 0.####)							\$0.00	
	Multiply applicable fee by annual totals (line 11 X line 3)											\$0,00	\$33,750.00
16	**ATM Cash transaction fees. Enter only as either a \$ amor	unt per transaction fee (column G) or as a percenta	ge of \$ spend volume (colu	mn H) (Format: ዐ.ศะหส)								
17	Multiply applicable fee by annual totals (line 13 X line 3)												
18	If applicable, multiply signing bonus \$ amount by .2 (fine 4.)	₹.2)				50.00							
19	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6,	, 8 and 10				\$7,822,827.84							
20	Add line 13 and line 14					77,822,827.84							
21	Add amounts from Column #'s E, F, G, and H; line N's 12 and	i 14				\$87,500,00							
22	Subtract line 26 from line 15. This is the Total Rebate S Am	ount proposed per scena	ario #4.			\$7,785,327.81							

ATM # Cush

Transactions

25 75 300

\$0.00

ATM \$ Cash Transactions

\$12,500 \$37,500 \$150,000

0.0000 0.0000 90.00 0.0000 \$0.00 0.0000

0.0250 \$3,750.00

^{*} 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.

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 tier reached in their financial/sevenue 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.

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. No rebate will be earned if paid after day 95. No rebate is earned on Teller and ATM Cach transactions. Applicable cash 'ransaction fees are charged to card accounts. Assume rebate is earned when payment or partial payment is received.

Colum	nt #					A	В		c		D	E	F	a	И	
		Total ,	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel \$	# Fleet	Fleet \$	Tellar # Cash	Teller S Cash	ATM # Cash	ATM \$ Cash	
Line #	1	\$ 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	44,253	\$26,968,000	\$5,800,000	4.200	\$1,500,000	5,000	\$1,300,000	12	\$112,500	76	\$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	50,40D	\$18,000,000	60,000	\$15,600,000	144	\$1,350,000	300	\$150,000	
4	Signing Bonus	\$100,000			•			,	,,,	00,000	γευμενισμο	244	31,330,000	300	\$130,000	
5	Basis points offered per spend category on cycle due date (day 25) (Formet: 0.##	(##)			111	50		111		111		- 0			7
6	Multiply basis points offered by annual totals (line 5 X line 3	and enter value				\$3,592,137 60	\$948,000,000		5195,800.00		\$179,260.00		COULD			의
7	Adjusted basis points offered per spend category for early of	r lete pay (show ded	uctions as -negative amo	unt) (Format: 0.####)		22	0		22		77		500000			4
8	Multiply basis points offered by ennuel totals (line 7 X line 3	and enter value				5711,855.26	\$0		\$9,900.00		\$34,820,00		- co			半
9	**Teller Cash transaction fees, Enter only as either a \$ amo	unt per transaction i	lee (column E) or es a par	centage of 5 spend volume	(column F) (Format: 0.###				900/190,00		- Annian Annia		30		3	<u>o</u>
	10 Multiply applicable fee by annual totals (line 9 X line Sland enter yelly															
11	11 **ATM Cash transaction fees. Enter only as either a \$ amount per transaction fee (column G) or as a percentage of \$ spend volume (column G) or as a percentage of \$ spend v															
	12 Multiphy applicable fee by annual totals (line 11 X line 3)and enter value															
13	If applicable, multiply signing bonus \$ amount by .2 and ent	er value (line 4 X .2)				\$20,000							1	\$0		0

\$5,098,972.80

\$5,118,572.80

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

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

15 Add line 13 and line 14 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

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

Assume spend volume and transaction contract period case
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 rehate 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 about ONLY be utilized if the vendor's proposal indicates such fees, if applicable, will be notified 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 relate on day 25 is 1.11 basis points. Assume additional 1 basis points with no adjustment if paid by day 35.

No relate will be earned If paid after day 35. No relate is serroud on ATM Cash transactions. Teller and ATM cash transaction fees are netted out of quarterly relate paid to the State. Tellar Cash transaction fees are 1% of 5 dollar volume. ATM Cash transactions fees are 58 per transaction. Assume rabate is earned when payment or partial payment is received.

Calun	nn #					A	В		c		D	E	F	Ø	н
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel \$	# Fleet	Fleet \$	Teller # Cash	Teller \$ 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	Transactions
1	Average Monthly Totals	\$85,698,000	53,500	\$32,768,000	44,263	\$25,968,000	\$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	\$8,900,000	36	\$337,500	75	\$37,500
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	581,156	\$329,616,000	\$69,600,000	50,400	\$18,000,000	60,000	\$15,600,000	144	\$1,350,000	300	\$150,000
4	Signing Bonus	\$100,000													
5	Basis points offered per spend category on cycle due date (111			111		111		50		0				
6	Multiply basis points offered by annual totals (line 5 X line 3	\$3,592,137 60	5348,000,000		\$199,800.00		\$173,160.00		\$6,750.000		\$0				
7	Adjusted basis points offered per spend category for early of	r late pay (show deductio	ns as -negative amount) (F	ormat: D.####}		-10	0		-10		-10		0		0
	Multiply basis points offered by annual totals (line 7 X line 9					-\$323,616.00	\$0		-\$18,000,00		\$15,600.00		\$0		\$0
9	9 **Tellar Cash transaction fees. Enter only as either a \$ amount per transaction fae (column F) (Format O.####)														
	D \$13,500														
11	**ATM Cash transaction feas. Enter only as either a \$ amo									\$3	0				
12	Multiply applicable fee by annual totals (line 11 X line 9)								L	. \$900	0				
18 - Hanniferble multiply elegion inners 5 amount by 7 and antervalue (Res 4 Y 2)						\$20,000									

\$9,982,632.60

\$3,982,681.60

\$3,985,231.60

\$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 Rubate calculation

Example Caclulation Scenario #3

20 Add line 19 and line 14

21 Add emounts from Column #'s E, F, G, and H; line 8's 12 and 14

Column #

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

Please till 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 assumers quaterily 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 an evolud 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 seve these fields BLANK.

For example calculation base rebate 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 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 earned on Tellar and ATM Cash transactions. Applicable Tellar and ATM Cash transaction fees are charged to card accounts. Assume rebate is earned when partial payments are received.

		Total	Total	Total \$	Purchasing	Purchasing S	Purchasing \$	# Travel	Travel S	# Fleet	Fleet 5	Teller # Cash	Teller S Cash	ATIM # Cash	arrant and
Una 8	1	\$ Net 5p≥nd	# of Transactions	Purchasing Spend	# of Transactions	Standard Transaction	Large Ticket	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	Transactions	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	\$1,300,000	12	\$112,500		Transactions
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000	12,600	\$4,500,000	15,000	\$3,900,000	22		25	\$12,500
9	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	75	\$37,500
4	Signing Bonus	\$100,000.00		, ,,	,	V	\$=0,000,000	20,400	210/000/000	90,000	STRIBUOLOGO	144	\$1,350,000	300	\$150,000
5	Percentage of Annual Total (line 3) eligible for rebate (Form	nat: 0.####)		•		1.0000	1.0000		1,0000		1 2020		2.0000		
6	Percentage of Annual Total (line 3) eligible for additional (e	arly pay) rebate (Form	at: 0.#%##)			0.8000	0.0000		0,8000		1.0000 0.8000		0.0000		0.0000
7	Percentage of Annual Total (line 3) eligible for reduced (lai	te pay) rebete (Formet:	CHRRING:	0.2000	0.0000		0,2000				0.0000		0.0000		
	Basis points offered per spend category on cycle due date (0.0111	0.0050		0.0111		0.2000		0.0000		0.0000			
	Multiply basis points offered by the applicable percentage	y8,592,187.60	\$348,000.00		\$199,380,00				0.0000		0.0000				
	Adjusted basis points offered per spand catagory for early			t) (Format: 0.8888)		0.0006	0.0000		0.0006		31,73,140,00		\$0,00		\$0.00
	Multiply basis points offered by the applicable percentage			.,,,,		\$155,855,68	\$0,00		5B,640.00		0,000,6		0.0000		0.0000
	Adjusted basis points offered per spend category for early			it) (Format: 0.8###)		-0.0010	0,0000		-0.0010		\$7,488.00		\$0.00		\$0.00
	Multiply basis points offered by the applicable percentage			.,,,,,		464,723.20	¥0.00		\$3,600,00		-0,0010		0.0000		0.0000
	**Teller Cash transaction fees. Enter only as either a \$ and	po-1,120.20	70.00		33,000,000		\$0,120,00	An	\$0.00		\$0.00				
	Multiply applicable fee by annual totals (line 11 X line 3)						-	\$0.00							
	**ATM Cash transaction fees. Enter only as either a \$ amo						L	50 00	\$0,00						
	Multiply applicable fee by annual totals (line 13 X line 3)		, , , , , , , , , , , , , , , , , , , ,	···	, 1								-	\$0.00	
	If applicable, multiply signing bonus \$ amount by .2 (ne 4)	x .23				\$20,000.00							L	\$0.00	50,00
	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6,					\$4,:13,115.08									

22 Subtract line 16 from line 15. This is the Total Rebete \$ 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 boxes. If not applicable, enter 0 or leave blank.

Please #Illh all boxes. If not applicable, enter 0 or leave blank.

Assume all security were paid 60% of amount due by day 19 after the cycle date and the remaining 20% in full 90 days after the cycle date

Assume all security were paid 60% of amount due by day 19 after the cycle date and the remaining 20% in full 90 days after the cycle date

Assume a security and transaction counts repeat monthly throughout the 5 year contract period

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

""Thes 14 and 16 for cash thrusaction free should OMLY be utilized if the vendor's proposal Indicates each free, if applicable, will be netted out of rebate amounts.

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

For example calculation hase rebate for annual spend ther 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 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 earned on ATM Cash transactions. Teller and ATM cash transaction fees are nexteed out of quarterly rabate paid to the State. Teller Cash transaction fees are 1% of \$ dollar volume. ATM Cash transactions fees are \$3 per transaction. Assume rabate is earned when partial payments are received.

Colum	ın #					A	В		c		D	Ε	F	G	н
		Total	Total	Total \$	Purchasing	Purchasing \$	Purchasing \$	# Travel	Travel \$	# Fleet	Fleet \$	Teller # Cash	Teller \$ Cash	ATM # Cash	ATM \$ Cash
Line #		S 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	\$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	\$100,000.00										_		-	
5	Percentage of Annual Total (line 3) eligible for rebate (I	Format: 0.####)				0.8000	0.8000		0.8000		0.8000	_	0.8000		0.0000
6	Percentage of Annual Total (line 3) eligible for addition	0.8000	0,0000		0.8000		0.8000	_	0.0000	L	0.0000				
7	Percentage of Annual Total (line 3) eligible for reduced	0.0000	0.0000		0.0000		0.0000	_	0.0000		0.0000				
8	Basis points offered per spend category on cycle due d	0.0111	0.0050		0.0111		0.0111	_	0.0050	L	0.0000				
9	Multiply basis points offered by the applicable percent	age of annual totals (line	3 X line 5 X line 8)			\$4,873,710.08	\$278,400.00		5159,840.00		\$138,526,00		\$5,400.00	1	\$0.00
10	Adjusted basis points offered per spend category for ea	arly or late pay (show de	ductions as -negative amou	nt) (Format: O.####)		0.0006	0.0000		0.0006		0,0006		0.0000	1	0.0000
11	Multiply basis points offered by the applicable percent	age of annual totals (line	3 X line 6 X line 10}			\$155,385,66	50.00		\$8,640.00		\$7,488.00		\$0.00	1	\$0.00
12	Adjusted basis points offered per spend category for ea	arly or late pay (show de	ductions as -negative amou	nt) (Format: O.K##W)		0.000.0	0.0000		0.0000		0.0000	_	0.0000		0.0000
19	Multiply basis points offered by the applicable percent	age of annual totals (line	3 X line 7 X line 12)			50.00	\$0,00		\$0.00		\$0.00		\$0.00	L	\$0.00
14	**Teller Cash transaction fees. Enter only as either a \$							\$0.00	0.0100						
15 Mudzipiy applicable fee by annual totals (line 11 X line 3)															
16 *ATM Cash transaction fees. Enter only as either a \$ amount per transaction fee (column G) or as a percentage of \$ spend volume (column H) (Format: 0.8888)													_	\$3.00	0,000
17	Multiply applicable fee by annual totals (line 13 X line 2	3)								1_	\$900.00	\$0.00			
18 If applicable, multiply signing bonus \$ amount by .2 (line 4 X .2)															
19	Add amounts from Column #'s A, B, C, D, F and H; line	#'s 6, 8 and 10				50,627,341,76									

	520,000.
	50,627,341
	\$3,647,341.
	\$14,400,
	\$3,632,94

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

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