



**ATTACHMENT C**

**State of West Virginia  
Purchasing Card Service  
CRFP 1200 AUD1700000001**

U.S. Bank National Association  
901 Marquette Avenue  
Minneapolis, MN 55402  
866.274.5898  
612.436.6490 (fax)

Ryan Calloway  
704.243.3278  
ryan.calloway@usbank.com

April 7, 2017



## 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 volume<sup>1</sup> 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<sup>2</sup>) 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.

<sup>1</sup> 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.

<sup>2</sup> 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%
850,000,000	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% × \$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
<b>1.0000%</b>

*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	<b>0.0550%</b>
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 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
<b>General Fees</b>	
Annual Card Fee	Fee Waived
Delinquency Fees <ul style="list-style-type: none"> <li>▪ Fee assessed on the entire past due amount if full balance is not paid by the due date</li> <li>▪ Fee assessed each subsequent cycle on the entire past due amount</li> </ul>	<ul style="list-style-type: none"> <li>▪ 1.0% (Minimum \$2.00)</li> <li>▪ 2.5% (Minimum \$2.00)</li> </ul>
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
<b>Other</b>	
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 <ul style="list-style-type: none"> <li>▪ Quantity of less than 2,000 cards</li> <li>▪ Quantity of more than 2,000 cards, or specialty printing needs (minimum of 1,000 cards)</li> </ul>	<ul style="list-style-type: none"> <li>▪ Fee Waived</li> <li>▪ Fee Waived</li> </ul>

## **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
100,000,000	1.9350%
150,000,000	1.9050%
200,000,000	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
1.0000%

*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 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).

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
<b>General Fees</b>	
Annual Card Fee	Fee Waived
Delinquency Fees <ul style="list-style-type: none"> <li>▪ Fee assessed on the entire past due amount if full balance is not paid by the due date</li> <li>▪ Fee assessed each subsequent cycle on the entire past due amount</li> </ul>	<ul style="list-style-type: none"> <li>▪ 1.0% (Minimum \$2.00)</li> <li>▪ 2.5% (Minimum \$2.00)</li> </ul>
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
<b>Other</b>	
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 <ul style="list-style-type: none"> <li>▪ Quantity of less than 2,000 cards</li> <li>▪ Quantity of more than 2,000 cards; or specialty printing needs (minimum of 1,000 cards)</li> </ul>	<ul style="list-style-type: none"> <li>▪ Fee Waived</li> <li>▪ Fee Waived</li> </ul>

### 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.*

Scenario #1

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

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.

Column #

Line #		Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Purchasing # of Transactions	A Purchasing \$ Standard Transaction	B Purchasing \$ Large Ticket	# Travel Transactions	C Travel \$ Transactions	# Fleet Transactions	D Fleet \$ Transactions	E Teller # Cash Transactions	F Teller \$ Cash Transactions	G ATM # Cash Transactions	H ATM \$ Cash 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	\$1,800,000	12	\$12,500	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	\$37,500	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													
5	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0213	0.0109		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	\$213,400.00		\$382,500.00		\$381,500.00		\$0.00		\$0.00
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		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		\$2,000.00		\$7,800.00		\$0.00		\$0.00
9	**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.####)											0.00	0.0250		
10	Multiply applicable fee by annual totals (line 9 X line 3)											\$0.00	\$8,750.00		
11	**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.####)													0.00	0.0250
12	Multiply applicable fee by annual totals (line 11 X line 3)													\$0.00	\$3,750.00
13	If applicable, multiply signing bonus \$ amount by .2 and enter value (line 4 X .2)					\$0.00									
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and line 8					\$8,517,648.00									
15	Add line 13 and line 14					\$8,517,648.00									
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 \$ Amount proposed per scenario #1.					\$8,480,148.00									

\* 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

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.

Column #		Total	Total	Total \$	Purchasing	A	B		C		D	E	F	G	H
Line #		\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Purchasing \$ Standard Transaction	Purchasing \$ Large Ticket	# Travel Transactions	Travel \$ Transactions	# Fleet Transactions	Fleet \$ Transactions	Teller # Cash Transactions	Teller \$ Cash Transactions	ATM # Cash Transactions	ATM \$ Cash 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													
5	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					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	\$718,400.00		\$882,500.00		\$331,500.00		\$0.00		\$0.00
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		-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		\$0.00
9	**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.####)											0.00	0.0250		
10	Multiply applicable fee by annual totals (line 9 X line 3)											\$0.00	\$33,750.00		
11	**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.####)													0.00	0.0250
12	Multiply applicable fee by annual totals (line 11 X line 3)													\$0.00	\$3,750.00
13	If applicable, multiply signing bonus \$ amount by .2 and enter value (line 4 X .2)					\$0.00									
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and line 8					\$8,090,832.00									
15	Add line 13 and line 14					\$8,090,832.00									
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 \$ Amount proposed per scenario #2.					\$8,053,332.00									

\* 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.

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

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

Column #

Line #		Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Purchasing # of Transactions	A Purchasing \$ Standard Transaction	B Purchasing \$ Large Ticket	# Travel Transactions	C Travel \$ Transactions	# Fleet Transactions	D Fleet \$ Transactions	E Teller # Cash Transactions	F Teller \$ Cash Transactions	G ATM # Cash Transactions	H ATM \$ Cash Transactions
1	Average Monthly Totals	\$35,699,000	58,500	\$32,768,000	44,268	\$26,968,000	\$5,800,000	4,200	\$1,900,000	5,000	\$1,900,000	12	\$112,500	25	\$12,900
2	Quarterly Totals	\$107,075,000	180,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000	12,600	\$4,900,000	15,000	\$9,900,000	36	\$337,500	75	\$37,800
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,616,000	\$69,800,000	50,400	\$18,000,000	60,000	\$15,800,000	144	\$1,350,000	300	\$150,000
4	Signing Bonus	\$0.00													
5	Percentage of Annual Total (line 3) eligible for rebate (Format: 0.###)					1.0000	1.0000		1.0000		1.0000		0.0000		0.0000
6	Percentage of Annual Total (line 3) eligible for additional (early pay) rebate (Format: 0.####)					1.0000	1.0000		1.0000		1.0000		0.0000		0.0000
7	Percentage of Annual Total (line 3) eligible for reduced (late pay) rebate (Format: 0.####)					0.0000	0.0000		0.0000		0.0000		0.0000		0.0000
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0213	0.0108		0.0213		0.0213		0.0000		0.0000
9	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 8)					\$6,876,840.00	\$713,400.00		\$382,900.00		\$881,900.00		\$0.00		\$0.00
10	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					0.0002	0.0002		0.0002		0.0002		0.0000		0.0000
11	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 6 X line 10)					-\$64,728.20	-\$13,620.00		-\$9,600.00		-\$3,280.00		-\$0.00		-\$0.00
12	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					0.0000	0.0000		0.0000		0.0000		0.0000		0.0000
13	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 7 X line 12)					\$0.00	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00
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.####)											\$0.00	0.0250		
15	Multiply applicable fee by annual totals (line 11 X line 8)											\$0.00	\$85,790.00		
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.####)													\$0.00	0.0250
17	Multiply applicable fee by annual totals (line 13 X line 8)													\$0.00	\$37,500.00
18	If applicable, multiply signing bonus \$ amount by .2 (line 4 X .2)					\$0.00									
19	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10					\$5,389,893.20									
20	Add line 13 and line 14					\$5,389,893.20									
21	Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14					\$57,500.00									
22	Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #3.					\$5,852,108.20									

\* 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 19 after the cycle date and the remaining 20% in full 90 days after the cycle date

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

If applicable, the State assumes quarterly spend 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 15 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.

Column #	Total	Total	Total \$	Purchasing	A	B	# Travel	C	# Fleet	D	E	F	G	H
Line #	\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Purchasing \$ Standard Transaction	Purchasing \$ Large Ticket	Transactions	Travel \$ Transactions	Transactions	Fleet \$ Transactions	Teller \$ Cash Transactions	Teller \$ Cash Transactions	ATM \$ Cash Transactions	ATM \$ Cash Transactions
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,285	\$25,968,000	4,200	\$1,500,000	5,000	\$1,900,000	12	\$112,500	25	\$12,500
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000	12,600	\$4,500,000	15,000	\$5,700,000	36	\$337,500	75	\$37,500
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,616,000	50,400	\$18,000,000	60,000	\$21,600,000	144	\$1,350,000	300	\$150,000
4	Signing Bonus	\$0.00												
5	Percentage of Annual Total (line 3) eligible for rebate (Format: 0.####)				1.0000	1.0000		1.0000		1.0000		0.0000		0.0000
6	Percentage of Annual Total (line 3) eligible for additional (early pay) rebate (Format: 0.####)				0.0000	0.0000		0.0000		0.0000		0.0000		0.0000
7	Percentage of Annual Total (line 3) eligible for reduced (late pay) rebate (Format: 0.####)				1.0000	1.0000		1.0000		1.0000		0.0000		0.0000
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)				0.0213	0.0103		0.0213		0.0213		0.0000		0.0000
9	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 8)				\$6,275,640.00	\$,13,400.00		\$982,500.00		\$391,500.00		\$0.00		\$0.00
10	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)				0.0000	0.0000		0.0000		0.0000		0.0000		0.0000
11	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 10)				\$0.00	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00
12	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		0.0005		0.0000		0.0000
13	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 7 X line 12)				-\$145,827.20	-\$91,320.00		\$8,100.00		\$7,020.00		\$0.00		\$1.00
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.####)										\$0.00	0.0250		
15	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 \$ amount per transaction fee (column G) or as a percentage of \$ spend volume (column H) (Format: 0.####)												\$0.00	0.0250
17	Multiply applicable fee by annual totals (line 13 X line 3)												\$0.00	\$8,750.00
18	If applicable, multiply signing bonus \$ amount by 2 (line 4 X 2)				\$0.00									
19	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10				\$8,112,172.80									
20	Add line 13 and line 14				\$8,112,172.80									
21	Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14										\$37,500.00			
22	Subtract line 15 from line 15. This is the Total Rebate \$ Amount proposed per scenario #4.				\$8,074,672.80									

\* 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/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 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 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.

Column #

Line #		Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Purchasing # of Transactions	A Purchasing \$ Standard Transaction	B Purchasing \$ Large Ticket	# Travel Transactions	C Travel \$ Transactions	# Fleet Transactions	D Fleet \$ Transactions	E Teller # Cash Transactions	F Teller \$ Cash Transactions	G ATM # Cash Transactions	H ATM \$ Cash 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	\$397,500	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 (day 25) (Format: 0.####)					111	50		111		111				
6	Multiply basis points offered by annual totals (line 5 X line 3) and enter value					\$9,592,147.60	\$548,000,000		\$199,800.00		\$173,160.00		\$0,000		\$0
7	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					22	0		22		22		0		0
8	Multiply basis points offered by annual totals (line 7 X line 3) and enter value					\$711,956.20	\$0		\$89,600.00		\$34,320.00		\$0		\$0
9	**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.####)											0	0%		
10	Multiply applicable fee by annual totals (line 9 X line 3) and enter value											0	\$0		\$0
11	**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.####)													0	0
12	Multiply applicable fee by annual totals (line 11 X line 3) and enter value													\$0	\$0
13	If applicable, multiply signing bonus \$ amount by .2 and enter value (line 4 X .2)					\$20,000									
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and line 8 and enter total value					\$5,098,972.80									
15	Add line 13 and line 14 and enter value					\$5,118,972.80									
16	Add amounts from Column #'s E, F, G, and H; line #'s 10 and 12 and enter value					\$0									
17	Subtract line 16 from line 15 and enter value. This is Total Rebate \$ Amount proposed per scenario #1.					\$5,118,972.80									

\* 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

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 rebata 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 rebata 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 rebata 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 rebata will be earned if paid after day 35. No rebata is earned on ATM Cash transactions. Teller and ATM cash transaction fees are netted out of quarterly rebata paid to the State. Teller Cash transaction fees are 1% of \$ dollar volume. ATM Cash transactions fees are \$3 per transaction. Assume rebata is earned when payment or partial payment is received.

Column #		Total	Total	Total \$	Purchasing	A	B	C	# Fleet	D	E	F	G	H
Line #		\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Purchasing \$ Standard Transaction	Purchasing \$ Large Ticket	# Travel Transactions	Travel \$ Transactions	Transactions	Teller # Cash Transactions	Teller \$ Cash Transactions	ATM # Cash Transactions	ATM \$ Cash Transactions
1	Average Monthly Totals	\$35,693,000	59,500	\$32,768,000	44,263	\$26,968,000	\$9,800,000	4,200	\$1,500,000	5,000	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	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	144	\$1,350,000	300	\$150,000
4	Signing Bonus	\$100,000												
5	Basis points offered per spend category on cycle due date (day 25) [Format: 0.####]					111	50		111			50		0
6	Multiply basis points offered by annual totals [line 5 X line 3]			\$9,992,137.60		\$348,000,000		\$199,800,000		\$178,160,000		\$6,750,000		\$0
7	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) [Format: 0.####]			-10		0		-10		0		0		0
8	Multiply basis points offered by annual totals [line 7 X line 3]			-\$23,616.00		\$0		-\$18,000.00		\$0		\$0		\$0
9	**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.####]										0	1%		
10	Multiply applicable fee by annual totals [line 9 X line 3]										0	\$13,500		
11	**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.####]												\$3	0
12	Multiply applicable fee by annual totals [line 11 X line 3]												\$900	0
13	If applicable, multiply signing bonus \$ amount by .2 and enter value [line 4 X .2]			\$20,000										
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and line 8			\$3,962,631.60										
15	Add line 13 and line 14			\$3,982,631.60										
16	Add amounts from Column #'s E, F, G, and H line #'s 10 and 12			\$14,400										
17	Subtract line 16 from line 15. This is the Total Rebata \$ Amount proposed per scenario #2.			\$3,968,231.60										

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

**Example Calculation Scenario #3**

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

Assume all accounts were paid 80% of amount due by day 18 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 rebates 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 assessed 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 earned on Teller and ATM Cash transactions. Applicable Teller and ATM cash transaction fees are charged to card accounts. Assume rebate is earned when partial payments are received.

**Column #**

Line #	Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Purchasing # of Transactions	A Purchasing \$ Standard Transaction	B Purchasing \$ Large Ticket	# Travel Transactions	C Travel \$ Transactions	# Fleet Transactions	D Fleet \$ Transactions	E Teller # Cash Transactions	F Teller \$ Cash Transactions	G ATM # Cash Transactions	H ATM \$ Cash Transactions
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,263	\$26,968,000	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	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	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 (Format: 0.####)				1.0000	1.0000		1.0000		1.0000				0.0000
6	Percentage of Annual Total (line 3) eligible for additional (early pay) rebate (Format: 0.####)				0.8000	0.0000		0.8000		0.8000				0.0000
7	Percentage of Annual Total (line 3) eligible for reduced (late pay) rebate (Format: 0.####)				0.2000	0.0000		0.2000		0.2000				0.0000
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)				0.0111	0.0000		0.0111		0.0111				0.0000
9	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 8)				\$9,592,187.80	\$346,100.00		\$189,800.00		\$178,160.00		\$3.00		\$2.00
10	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)				0.0000	0.0000		0.0000		0.0000				0.0000
11	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 6 X line 10)				\$155,885.68	\$0.00		\$8,640.00		\$7,188.00		\$3.00		\$0.00
12	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)				0.0010	0.0000		-0.0010		-0.0010				0.0000
13	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 7 X line 12)				-\$6,728.20	>0.00		-\$9,600.00		-\$9,120.00		\$2.00		\$0.00
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.####)										\$0.00	0.0000		
15	Multiply applicable fee by annual totals (line 11 X line 3)										\$0.00	\$0.00		0.0000
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.####)												\$0.00	0.0000
17	Multiply applicable fee by annual totals (line 13 X line 3)												\$0.00	\$0.00
18	If applicable, multiply signing bonus \$ amount by .2 (line 4 X .2)				\$20,000.00									
19	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10				\$4,413,118.08									
20	Add line 13 and line 14				-\$4,439,118.08									
21	Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14				\$0.00									
22	Subtract line 18 from line 15. This is the Total Rebate \$ Amount proposed per scenario #3.				\$4,433,118.08									

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

Example 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 19 after the cycle date and the remaining 20% in full 90 days after the cycle date

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

If applicable, the State assumes quarterly spend totals will be annualized and rebates 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.

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 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 netted out of quarterly rebate paid to the State. Teller Cash transaction fees are 1% of \$ dollar volume. ATM Cash transactions fees are \$3 per transaction. Assume rebate is earned when partial payments are received.

Column #		Total	Total	Total \$	Purchasing	A	B	C	D	E	F	G	H	
Line #		\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Purchasing \$ Standard Transaction	Purchasing \$ Large Ticket	# Travel Transactions	Travel \$ Transactions	# Fleet Transactions	Fleet \$ Transactions	Teller \$ Cash Transactions	ATM \$ Cash Transactions	ATM \$ Cash Transactions
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,263	\$26,968,000	\$5,800,000	4,700	\$1,500,000	5,000	\$1,300,000	12	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	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	300	\$150,000
4	Signing Bonus	\$100,000.00												
5	Percentage of Annual Total (line 3) eligible for rebate (Format: 0.####)					0.8000	0.8000		0.8000		0.8000			0.0000
6	Percentage of Annual Total (line 3) eligible for additional (early pay) rebate (Format: 0.####)					0.8000	0.0000		0.8000		0.8000			0.0000
7	Percentage of Annual Total (line 3) eligible for reduced (late pay) rebate (Format: 0.####)					0.0000	0.0000		0.0000		0.0000			0.0000
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0111	0.0000		0.0111		0.0111			0.0000
9	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 6)					\$2,873,710.08	\$778,400.00		\$18,840.00		\$138,528.00			\$0.00
10	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					0.0006	0.0000		0.0006		0.0006			0.0000
11	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 6 X line 10)					\$153,335.68	\$0.00		\$8,640.00		\$7,184.00			\$0.00
12	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					0.0000	0.0000		0.0000		0.0000			0.0000
13	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 7 X line 12)					\$0.00	\$0.00		\$0.00		\$0.00			\$0.00
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.####)										\$0.00			0.0100
15	Multiply applicable fee by annual totals (line 11 X line 3)										\$0.00			\$13,500.00
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.####)												\$3.00	0.0000
17	Multiply applicable fee by annual totals (line 13 X line 3)												\$900.00	\$0.00
18	If applicable, multiply signing bonus \$ amount by .2 (line 4 X .2)					\$20,000.00								
19	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10					\$3,827,811.76								
20	Add line 13 and line 14					\$3,847,451.72								
21	Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14					\$15,400.00								
22	Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #4.					\$3,832,051.72								

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

Scenario #1

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

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.

Column #

Line #		Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Purchasing # of Transactions	A Purchasing \$ Standard Transaction	B Purchasing \$ Large Ticket	# Travel Transactions	C Travel \$ Transactions	# Fleet Transactions	D Fleet \$ Transactions	E Teller # Cash Transactions	F Teller \$ Cash Transactions	G ATM # Cash Transactions	H ATM \$ Cash 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	\$12,500	25	\$12,500
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000	12,800	\$4,500,000	15,000	\$3,900,000	36	\$397,500	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													
5	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0204	0.0103		0.0204		0.0204		0.0000		0.0000
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		\$0.00		\$0.00
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		0.0005		0.0000		0.0000
8	Multiply basis points offered by annual totals (line 7 X line 3)					\$161,808.00	\$36,800.00		\$9,000.00		\$7,800.00		\$0.00		\$0.00
9	**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.####)											0.00	0.0250		
10	Multiply applicable fee by annual totals (line 9 X line 3)											\$0.00	\$33,750.00		
11	**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.####)													0.00	0.0250
12	Multiply applicable fee by annual totals (line 11 X line 3)													\$0.00	\$3,750.00
13	If applicable, multiply signing bonus \$ amount by .2 and enter value (line 4 X .2)	\$0.00													
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and line 8					\$8,228,509.04									
15	Add line 13 and line 14					\$8,228,509.04									
16	Add amounts from Column #'s E, F, G, and H; line #'s 10 and 12														
17	Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #1.					\$8,190,809.04									

\* 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

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 (or 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**.

Column #

Line #		Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Purchasing # of Transactions	A Purchasing \$ Standard Transaction	B Purchasing \$ Large Ticket	# Travel Transactions	C Travel \$ Transactions	# Fleet Transactions	D Fleet \$ Transactions	E Teller # Cash Transactions	F Teller \$ Cash Transactions	G ATM # Cash Transactions	H ATM \$ Cash Transactions
1	Average Monthly Totals	\$35,683,000	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													
5	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0204	0.0109		0.0204		0.0204		0.0000		0.0000
6	Multiply basis points offered by annual totals (line 5 X line 3)					\$6,614,711.04	\$713,400.00		\$367,920.00		\$318,884.00		\$0.00		\$0.00
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		-0.0005		0.0000		0.0000
8	Multiply basis points offered by annual totals (line 7 X line 3)					-\$16,808.00	-\$34,800.00		-\$9,000.00		-\$7,800.00		\$0.00		\$0.00
9	**Teller Cash transaction fees. Enter only as either a \$ amount per transaction fee (column E) or as a percentage of \$ spend volume (column F) (Format: 0.####)											0.00	0.0250		
10	Multiply applicable fee by annual totals (line 9 X line 3)											\$0.00	\$33,750.00		
11	**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.####)													0.00	0.0250
12	Multiply applicable fee by annual totals (line 11 X line 3)													\$0.00	\$3,750.00
13	If applicable, multiply signing bonus \$ amount by .2 and enter value (line 4 X .2)					\$0.00									
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and line 8					\$7,801,487.04									
15	Add line 13 and line 14					\$7,801,487.04									
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 \$ Amount proposed per scenario #2.					\$7,763,987.04									

\* 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.

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

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

Column #		Total	Total	Total \$	Purchasing	A	B		C	D	E	F	G	H	
Line #		\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Purchasing \$ Standard Transaction	Purchasing \$ Large Ticket	# Travel Transactions	Travel \$ Transactions	Fleet # Transactions	Fleet \$ Transactions	Teller # Cash Transactions	Teller \$ Cash Transactions	ATM # Cash Transactions	ATM \$ Cash Transactions
1	Average Monthly Totals	\$85,898,000	59,500	\$82,768,000	44,268	\$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	182,789	\$80,904,000	\$17,400,000	12,600	\$4,500,000	15,000	\$3,800,000	36	\$37,500	75	\$37,500
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	581,156	\$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													
5	Percentage of Annual Total (line 3) eligible for rebate (Format: 0.####)					1.0000	1.0000		1.0000		1.0000		0.0000		0.0000
6	Percentage of Annual Total (line 3) eligible for additional (early pay) rebate (Format: 0.####)					1.0000	1.0000		1.0000		1.0000		0.0000		0.0000
7	Percentage of Annual Total (line 3) eligible for reduced (late pay) rebate (Format: 0.####)					0.0000	0.0000		0.0000		0.0000		0.0000		0.0000
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0204	0.0108		0.0204		0.0204		0.0000		0.0000
9	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 8)					\$6,614,711.64	\$719,400.00		\$867,920.00		\$819,964.00		\$0.00		\$0.00
10	Adjusted basis points offered per spend category for early or late pay (show deductions as --negative amount) (Format: 0.####)					0.0002	0.0002		0.0002		0.0002		0.0000		0.0000
11	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 6 X line 10)					\$67,729.20	\$13,920.00		\$9,600.00		\$8,130.00		\$0.00		\$0.00
12	Adjusted basis points offered per spend category for early or late pay (show deductions as --negative amount) (Format: 0.####)					0.0000	0.0000		0.0000		0.0000		0.0000		0.0000
13	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 7 X line 12)					\$0.00	\$1.00		\$0.00		\$0.00		\$0.00		\$0.00
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.####)											\$0.00	0.0250		
15	Multiply applicable fee by annual totals (line 11 X line 3)											\$0.00	\$39,750.00		
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.####)													\$0.00	0.0250
17	Multiply applicable fee by annual totals (line 13 X line 3)													\$0.00	\$9,750.00
18	If applicable, multiply signing bonus \$ amount by .2 (line 4 X 2)					\$0.00									
19	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10					\$8,100,259.24									
20	Add line 13 and line 14					\$8,100,259.24									
21	Add amounts from Column #'s E, F, G, and I; line #'s 12 and 14					\$37,500.00									
22	Subtract line 16 from line 21. This is the Total Rebate \$ Amount proposed per scenario #3.					\$8,062,759.24									

\* 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 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 15 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.

Column #		Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Purchasing # of Transactions	A Purchasing \$ Standard Transaction	B Purchasing \$ Large Ticket	# Travel Transactions	C Travel \$ Transactions	# Fleet Transactions	D Fleet \$ Transactions	E Teller # Cash Transactions	F Teller \$ Cash Transactions	G ATM # Cash Transactions	H ATM \$ Cash Transactions
1	Average Monthly Totals	\$35,693,000	52,500	\$32,768,000	44,263	\$76,968,000	\$5,800,000	4,200	\$1,500,000	5,000	\$1,900,000	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	\$423,316,000	642,000	\$393,216,000	591,156	\$828,616,000	\$68,600,000	50,400	\$18,000,000	60,000	\$15,600,000	144	\$1,350,000	300	\$150,000
4	Signing Bonus	\$0.00													
5	Percentage of Annual Total (line 3) eligible for rebate (Format: 0.####)					1.0000	1.0000		1.0000		1.0000		0.0000		0.0000
6	Percentage of Annual Total (line 3) eligible for additional (early pay) rebate (Format: 0.####)					0.0000	0.0000		0.0000		0.0000		0.0000		0.0000
7	Percentage of Annual Total (line 3) eligible for reduced (late pay) rebate (Format: 0.####)					1.0000	1.0000		1.0000		1.0000		0.0000		0.0000
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0204	0.0103		0.0204		0.0204		0.0000		0.0000
9	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 8)					\$6,614,711.04	\$713,209.00		\$367,920.00		\$318,856.00		\$0.00		\$0.00
10	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					0.0000	0.0000		0.0000		0.0000		0.0000		0.0000
11	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 6 X line 10)					\$0.00	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00
12	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		-0.0005		0.0000		0.0000
13	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 7 X line 12)					-\$145,627.20	-\$33,320.00		\$8,000.00		\$7,050.00		\$0.00		\$0.00
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.####)										\$0.00		\$33,750.00		
15	**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.####)													\$0.00	0.0250
16	Multiply applicable fee by annual totals (line 13 X line 3)					\$0.00								0.00	\$3,750.00
17	If applicable, multiply signing bonus \$ amount by 2 (line 4 X 2)					\$0.00									
18	Add amounts from Column #s A, B, C, D, F and H; line #'s 6, 8 and 10					\$7,822,827.84									
19	Add line 13 and line 14					\$7,822,827.84									
20	Add amounts from Column #s E, F, G, and H; line #'s 12 and 14					\$37,500.00									
21	Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #4.					\$7,785,327.81									

\* 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/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 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 earned on Teller and ATM Cash transactions. Applicable cash transaction fees are charged to card accounts. Assume rebates is earned when payment or partial payment is received.

Column #		Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Purchasing # of Transactions	A Purchasing \$ Standard Transaction	B Purchasing \$ Large Ticket	# Travel Transactions	C Travel \$ Transactions	# Fleet Transactions	D Fleet \$ Transactions	E Teller # Cash Transactions	F Teller \$ Cash Transactions	G ATM # Cash Transactions	H ATM \$ Cash 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													
5	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					111	50				111				
6	Multiply basis points offered by annual totals (line 5 X line 3) and enter value					\$3,592,187.60	\$348,000,000				\$123,160,000		\$0,000		\$0
7	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					22	0				22		0		0
8	Multiply basis points offered by annual totals (line 7 X line 3) and enter value					\$71,885.20	\$0				\$46,920,000		\$0		\$0
9	**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.####)											0	0%		
10	Multiply applicable fee by annual totals (line 9 X line 3) and enter value											0	\$0		\$0
11	**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.####)													0	0
12	Multiply applicable fee by annual totals (line 11 X line 3) and enter value													\$0	\$0
13	If applicable, multiply signing bonus \$ amount by .2 and enter value (line 4 X .2)					\$20,000									
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and line 8 and enter total value					\$3,592,187.60									
15	Add line 13 and line 14 and enter value					\$3,592,187.60									
16	Add amounts from Column #'s E, F, G, and H; line #'s 10 and 12 and enter value														\$0
17	Subtract line 16 from line 15 and enter value. This is Total Rebate \$ Amount proposed per scenario #1.					\$3,592,187.60									\$3,592,187.60

\* 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

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 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 netted out of quarterly rebate paid to the State. Teller Cash transaction fees are 1% of \$ dollar volume. ATM Cash transactions fees are \$3 per transaction. Assume rebate is earned when payment or partial payment is received.

Column #		Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Purchasing # of Transactions	A Purchasing \$ Standard Transaction	B Purchasing \$ Large Ticket	# Travel Transactions	C Travel \$ Transactions	# Fleet Transactions	D Fleet \$ Transactions	E Teller # Cash Transactions	F Teller \$ Cash Transactions	G ATM # Cash Transactions	H ATM \$ Cash Transactions
1	Average Monthly Totals	\$35,699,000	53,500	\$32,768,000	44,263	\$25,968,000	\$5,800,000	4,200	\$1,800,000	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													
5	Basis points offered per spend category on cycle due date (day 25) (Format: 0.#####)					111	\$0		111				\$0		\$0
6	Multiply basis points offered by annual totals (line 5 X line 3)					\$9,992,137.60	\$348,000,000		\$199,800.00				\$6,750,000		\$0
7	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.#####)					-10	0		-10				0		0
8	Multiply basis points offered by annual totals (line 7 X line 3)					-\$925,616.00	\$0		-\$18,000.00				\$0		\$0
9	**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.#####)											0	-1%		
10	Multiply applicable fee by annual totals (line 9 X line 3)											0	\$18,500		
11	**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.#####)													\$3	0
12	Multiply applicable fee by annual totals (line 11 X line 3)													\$900	0
13	If applicable, multiply signing bonus \$ amount by .2 and enter value (line 4 X .2)					\$20,000									
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and line 8					\$3,967,521.60									
15	Add line 13 and line 14					\$3,982,691.60									
16	Add amounts from Column #'s E, F, G, and H; line #'s 10 and 12														\$14,400
17	Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #2.					\$3,968,291.60									

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

Example Calculation Scenario #3

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

Assume all accounts were paid 80% of amount due by day 19 after the cycle date and the remaining 20% in full 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 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 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 earned on Teller and ATM Cash transactions. Applicable Teller and ATM cash transaction fees are charged to card accounts. Assume rebata is earned when partial payments are received.

Column #

Line #	Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Purchasing # of Transactions	A Purchasing \$ Standard Transaction	B Purchasing \$ Large Ticket	# Travel Transactions	C Travel \$ Transactions	# Fleet Transactions	D Fleet \$ Transactions	E Teller # Cash Transactions	F Teller \$ Cash Transactions	G ATM # Cash Transactions	H ATM \$ Cash 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	\$12,500	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	\$37,500	75	\$37,500
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	521,156	\$323,616,000	\$69,600,000	50,400	\$18,000,000	60,000	\$15,600,000	144	\$1,550,000	300	\$150,000
4	Signing Bonus	\$100,000.00													
5	Percentage of Annual Total (line 3) eligible for rebate (Format: 0.####)				1.0000	1.0000		1.0000		1.0000		0.0000			0.0000
6	Percentage of Annual Total (line 3) eligible for additional (early pay) rebate (Format: 0.####)				0.8000	0.0000		0.8000		0.8000		0.0000			0.0000
7	Percentage of Annual Total (line 3) eligible for reduced (late pay) rebate (Format: 0.####)				0.2000	0.0000		0.2000		0.2000		0.0000			0.0000
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)				0.0111	0.0050		0.0111		0.0111		0.0000			0.0000
9	Multiply basis points offered by the applicable percentage of annual totals (line 5 X line 8 X line 9)				\$352,387.60	\$348,000.00		\$198,360.00		\$178,140.00		\$0.00			\$0.00
10	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)				0.0006	0.0000		0.0006		0.0006		0.0000			0.0000
11	Multiply basis points offered by the applicable percentage of annual totals (line 9 X line 6 X line 10)				\$155,883.68	\$0.00		\$8,690.00		\$7,486.00		\$0.00			\$0.00
12	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)				-0.0010	0.0000		-0.0010		-0.0010		0.0000			0.0000
13	Multiply basis points offered by the applicable percentage of annual totals (line 5 X line 7 X line 12)				\$64,728.20	\$0.00		\$3,600.00		\$3,120.00		\$0.00			\$0.00
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.####)										\$0.00	0.0000			
15	Multiply applicable fee by annual totals (line 11 X line 3)										\$0.00	0.0000			
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.####)										\$0.00	0.0000			
17	Multiply applicable fee by annual totals (line 13 X line 3)												\$0.00		0.0000
18	If applicable, multiply signing bonus \$ amount by .2 (line 4 X .2)				\$20,000.00								\$0.00		\$0.00
19	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10				\$5,19,315.08										
20	Add line 13 and line 14				\$4,439,118.08										
21	Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14				\$0.00										
22	Subtract line 18 from line 15. This is the Total Rebate \$ Amount proposed per scenario #3.				\$4,439,118.08										

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

Example Calculation Scenario #4

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

Assume all accounts were paid 50% of amount due by day 19 after the cycle date and the remaining 20% in full 90 days after the cycle date.

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

If applicable, the State assumes quarterly spend totals will be annualized and rebates 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 15 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 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 and Teller Cash transactions are at 50 basis points with no adjustment if paid by day 30. No rebate will be earned if paid after day 35. No rebate is earned on ATM Cash transactions. Teller and ATM cash transaction fees are netted out of quarterly rebate paid to the State. Teller Cash transaction fees are 1% of \$ dollar volume. ATM Cash transactions fees are \$3 per transaction. Assume rebate is earned when partial payments are received.

Column #		Total	Total	Total \$	Purchasing	A	B	M Travel	C	D	E	F	G	H	
Line #		\$ Net Spend	# of Transactions	Purchasing Spend	# of Transactions	Purchasing \$ Standard Transaction	Purchasing \$ Large Ticket	Travel Transactions	Travel \$ Transactions	Fleet Transactions	Fleet \$ Transactions	Teller # Cash Transactions	Teller \$ Cash Transactions	ATM # Cash Transactions	ATM \$ Cash Transactions
1	Average Monthly Totals	\$35,698,000	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	\$107,078,000	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 (Format: 0.####)					0.8000	0.8000		0.8000		0.6000		0.8000		0.0000
6	Percentage of Annual Total (line 3) eligible for additional (early pay) rebate (Format: 0.####)					0.8000	0.0000		0.8000		0.8000		0.0000		0.0000
7	Percentage of Annual Total (line 3) eligible for reduced (late pay) rebate (Format: 0.####)					0.0000	0.0000		0.0000		0.0000		0.0000		0.0000
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0111	0.0050		0.0111		0.0111		0.0050		0.0000
9	Multiply basis points offered by applicable percentage of annual totals (line 3 X line 5 X line 8)					\$4,873,710.06	\$278,400.00		\$189,840.00		\$138,626.00		\$5,400.00		\$0.00
10	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					0.0006	0.0000		0.0006		0.0006		0.0000		0.0000
11	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 6 X line 10)					\$155,385.64	\$0.00		\$8,640.00		\$7,386.00		\$0.00		\$0.00
12	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					0.0000	0.0000		0.0000		0.0000		0.0000		0.0000
13	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 7 X line 12)					\$0.00	\$0.00		\$0.00		\$0.00		\$0.00		\$0.00
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.####)										\$0.00	0.0100			
15	Multiply applicable fee by annual totals (line 11 X line 3)										\$0.00	\$14,500.00			
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.####)												\$3.00	0.0000	
17	Multiply applicable fee by annual totals (line 13 X line 3)												\$900.00	\$0.00	
18	If applicable, multiply signing bonus \$ amount by .2 (line 4 X .2)					\$20,000.00									
19	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10					\$5,627,343.76									
20	Add line 13 and line 14					\$5,642,343.76									
21	Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14					\$1,400.00									
22	Subtract line 16 from line 21. This is the Total Rebate \$ Amount proposed per scenario #4.					\$3,632,343.76									

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