

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	\$5,693,000	53,500	\$32,758,000	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 (key 25) (Format: 0.####)					0.0186	0.0050		0.0186		0.0186		0.0000		0.0000
6	Multiply basis points offered by annual totals (line 5 X line 3)					\$6,019,257.60	\$248,000.00		\$334,800.00		\$290,160.00		\$0.00		\$0.00
7	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					0.0010	0.0000		0.0010		0.0010		0.0000		0.0000
8	Multiply basis points offered by annual totals (line 7 X line 3)					\$323,616.00	\$0.00		\$18,000.00		\$15,600.00		\$0.00		\$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	0.0000		
10	Multiply applicable fee by annual totals (line 9 X line 3)											\$0.00	\$0.00		
11	**ATM Cash transaction fees. Enter only as either a \$ amount per transaction fee (column G) or as a percentage of \$ spend volume (column H) (Format: 0.####)													0.00	0.0000
12	Multiply applicable fee by annual totals (line 11 X line 3)													\$0.00	\$0.00
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					\$7,349,433.60									
15	Add line 13 and line 14					\$7,349,433.60									
16	Add amounts from Column #'s E, F, G, and H; line #'s 10 and 12					\$0.00									
17	Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #1.					\$7,349,433.60									

* 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 #

Line #		Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Pu-chasing # 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	\$0.00													
5	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0186	0.0050		0.0186		0.0186		0.0000		0.0000
6	Multiply basis points offered by annual totals (line 5 X line 3)					\$6,019,257.60	\$348,000.00		\$331,800.00		\$290,160.00		\$0.00		\$0.00
7	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					-0.0010	0.0000		-0.0010		-0.0010		0.0000		0.0000
8	Multiply basis points offered by annual totals (line 7 X line 3)					-\$323,616.00	\$0.00		-\$18,000.00		-\$15,600.00		\$0.00		\$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	0.0000		
10	Multiply applicable fee by annual totals (line 9 X line 3)											\$0.00	\$0.00		
11	**ATM Cash transaction fees. Enter only as either a \$ amount per transaction fee (column G) or as a percentage of \$ spend volume (column H) (Format: 0.####)													0.00	0.0000
12	Multiply applicable fee by annual totals (line 11 X line 3)													\$0.00	\$0.00
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					\$6,635,001.60									
15	Add line 13 and line 14					\$6,635,001.60									
16	Add amounts from Column #'s E, F, G, and H; line #'s 10 and 12					\$0.00									
17	Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #2.					\$6,635,001.60									

* 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	\$35,693,000	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	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	1.0000		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	1.0000		0.2000		0.2000		0.0000		0.0000
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0186	0.0050		0.0186		0.0186		0.0000		0.0000
9	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 8)					\$6,019,257.60	\$348,000.00		\$334,800.00		\$290,160.00		\$0.00		\$0.00
10	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					0.0005	0.0000		0.0005		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)					\$155,395.68	\$0.00		\$8,640.00		\$7,488.00		\$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	\$0.00		
15	Multiply applicable fee by annual totals (line 11 X line 3)											\$0.00	\$0.00		
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	\$0.00
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)					\$0.00									
19	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10					\$7,163,681.28									
20	Add line 13 and line 14					\$7,163,681.28									
21	Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14					\$0.00									
22	Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #3.					\$7,163,681.28									

* 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 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.

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	\$32,766,000	44,263	\$26,968,000	\$5,800,000	4,200	\$1,500,000	5,000	\$1,300,000	11	\$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	\$428,315,000	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	Percentage of Annual Total (line 3) eligible for rebate (Format: 0.####)					0.8000	0.8000		0.8000		0.8000		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.####)					0.0000	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.####)					0.0106	0.0050		0.0106		0.0186		0.0000		0.0000
9	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 8)					\$4,815,406.08	\$278,400.00		\$267,840.00		\$232,128.00		\$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		0.0006		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)					\$155,333.68	\$0.00		\$8,640.00		\$7,488.00		\$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	0.0000		
15	Multiply applicable fee by annual totals (line 11 X line 3)											\$0.00	\$0.00		
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	0.0000
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)					\$0.00									
19	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10					\$5,765,237.76									
20	Add line 13 and line 14					\$5,765,237.76									
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 #4.					\$5,765,237.76									

* 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	\$37,768,000	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					\$3,592,137.60	\$348,000,000		\$199,800,000				\$0,000		\$0
7	Adjusted basis points offered per spend category for early or late pay (show deduction; as -negative amount) (Format: 0.####)					22	0		22						0
8	Multiply basis points offered by annual totals (line 7 X line 3) and enter value					\$711,955.20	\$0		\$99,600,000				\$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)														
14	Add amounts from Column #'s A, B, C, D, F and H line 6 and line 8 and enter total value					\$20,000									
15	Add line 13 and line 14 and enter value					\$5,098,972.80									
16	Add amounts from Column #'s E, F, G, and H; line #'s 10 and 12 and enter value					\$5,118,972.80									
17	Subtract line 16 from line 15 and enter value. This is Total Rebate \$ Amount proposed per scenario #1.					\$0									

* 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 #

Line #		Total \$ Net Spend	Total # of Transactions	Total \$ Purchasing Spend	Purchasing # of Transactions	A Purchasing \$ Standard Transaction	B Purchasing \$ Large Ticket	C # 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	\$426,316,000	642,000	\$393,216,000	531,156	\$323,616,000	\$68,600,000	50,400	\$18,000,000	60,000	\$15,600,000	144	\$1,350,000	300	\$150,000
4	Signing Bonus	\$100,000													
5	Basis points offered per spend category on cycle due date (day 25) (Format: 0.###)					111	50		111		111		50		0
6	Multiply basis points offered by annual totals (line 5 X line 3)			\$3,592,197.60		\$848,000.000			\$199,800.00		\$172,160.00		\$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		-10		0		0
8	Multiply basis points offered by annual totals (line 7 X line 3)			-\$323,616.00		\$0			-\$18,000.00		-\$15,600.00		\$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	\$13,500		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.###)													\$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)			\$3,982,631.60											
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 Rebate \$ Amount proposed per scenario #2.			\$3,968,231.60											

* 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 50% 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 1.11 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	\$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	\$100,000.00													
5	Percentage of Annual Total (line 3) eligible for rebate (Format: 0.####)					1.0000	1.0000		1.0000						
6	Percentage of Annual Total (line 3) eligible for additional (early pay) rebate (Format: 0.####)					0.8000	0.0000		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				0.0000		0.0000
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0111	0.0050		0.0111				0.0000		0.0000
9	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 8)					\$3,592,137.60	\$348,000.00		\$199,800.00				\$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				0.0000		\$0.00
11	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 6 X line 10)					\$155,335.68	\$0.00		\$8,640.00				\$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				0.0000		0.0000
13	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 7 X line 12)					-\$64,729.20	\$0.00		-\$3,600.00				\$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	\$0.00		
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	0.0000
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 5, 8 and 10					\$4,413,118.08									
20	Add line 13 and line 14					\$4,433,118.08									
21	Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14					\$0.00									
22	Subtract line 16 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 Rebate 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 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 and Teller Cash transactions are at 50 basis points with no adjustment if paid by day 85. No rebate will be earned if paid after day 95. 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	Teller \$ Cash Transactions	ATM # Cash Transactions	ATM \$ Cash Transactions
1	Average Monthly Totals	\$35,893,000	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		\$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		0.8000				0.0000
6	Percentage of Annual Total (line 3) eligible for additional (early pay) rebate (Format: 0.####)					0.8000	0.0000		0.0000		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
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
9	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 8)					\$2,873,730.68	\$278,400.00		\$199,840.00		\$138,528.00		\$5,400.00		\$0.0000
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)					\$155,335.68	\$0.00		\$8,640.00		\$7,488.00		\$0.00		\$0.0000
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		\$0.0000
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	\$0.00		
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	\$3.00	\$0.0000
16	Multiply applicable fee by annual totals (line 11 X line 3)											\$0.00	\$19,500.00		
17	If applicable, multiply signing bonus \$ amount by .2 (line 4 X .2)					\$20,000.00									
18	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10					\$3,627,941.76									
19	Add line 13 and line 14					\$3,647,941.76									
20	Add amounts from Column #'s E, F, G, and H; line #'s 12 and 14					\$14,400.00									
21	Subtract line 16 from line 15. This is the Total Rebate \$ Amount proposed per scenario #4.					\$3,637,941.76									

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

UNITED STATES OF AMERICA

Schedule C PRICING TERMS

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

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

A. Fees and Charges:

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

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

B. Pricing Term: The pricing for this Agreement shall be effective for five (5) years from the date hereof or for the term of this Agreement, whichever time is shorter. Citibank will honor pricing for the State's two (2) option years, beyond the initial five (5) year contract term.

C. Payment Due Date: Payment is due in full 25 days after billing statement date

D. Rebates

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

One Card Annual Sales Volume Tiers (Excludes Large Ticket Rebates 50 bps)	Cycle	30	30
		19 day payments	25 day payments
\$ 300,000,000		1.70%	1.64%
\$ 325,000,000		1.75%	1.69%
\$ 350,000,000		1.80%	1.74%
\$ 375,000,000		1.85%	1.79%
\$ 400,000,000		1.90%	1.84%
\$ 420,000,000		1.92%	1.86%
\$ 450,000,000		1.94%	1.88%
\$ 500,000,000		1.96%	1.90%
\$ 550,000,000		1.98%	1.92%

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

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

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

F. Signing Incentive:

Citibank will not be providing a signing incentive.

G. Liability, Payment Structure and Network:

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

H. Assumptions and Pricing Changes:

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