

**STATE OF WEST VIRGINIA**

**REQUEST FOR PROPOSALS**

**AUD1700000001**

**UNITED BANK RESPONSE**

**ATTACHMENT C**

**Financial Revenue**

**ATTACHMENT C**  
**Request for Proposals - AUD1700000001**  
**United Bank**

**Revenue Sharing Schedule – State of West Virginia**

The State of West Virginia will be eligible to receive quarterly rebate payments per the below rebate parameters.

Annual Spend Volume Tiers	Rebate Multiplier
< \$50,000,000	1.53%
\$50,000,000 – \$75,000,000	1.56%
\$75,000,001 – 100,000,000	1.59%
\$100,000,001 - \$125,000,000	1.62%
\$125,000,001 - \$150,000,000	1.65%
\$150,000,001 - \$175,000,000	1.68%
\$175,000,001 – \$200,000,000	1.69%
\$200,000,001 - \$225,000,000	1.70%
\$225,000,001 - \$250,000,000	1.71%
\$250,000,001 - \$275,000,000	1.72%
\$275,000,001 - \$300,000,000	1.73%
\$300,000,001 - \$325,000,000	1.74%
\$325,000,001 - \$375,000,000	1.75%
\$375,000,001 - \$450,000,000	1.76%
\$450,000,001 - \$500,000,000	1.78%
\$500,000,001 - \$550,000,000	1.80%
\$550,000,001 +	1.81%

1. Transaction Spend Volume is defined as the spend on the accounts during the Calculation Period, excluding return purchases, credits, cash advances, convenience checks, ATM transactions and unauthorized use of cards or Accounts during the Calculation Period. Large Ticket transactions are subject to a lower rebate of .50 bps. Large Ticket (LTT) transactions means certain transactions which, based upon the type of merchant and /or transaction dollar amount, are subject to a Visa or MasterCard large ticket interchange program, as determined by and amended by Visa and MasterCard from time to time. The Transaction Spend Volume tier for the Calculation Period will be determined by the combined regular and large ticket transactions.
2. The Calculation Period shall be quarterly. Transaction Spend Volume for each Calculation Period shall be annualized to determine the appropriate Spend Volume Tier. United Bank will review Transaction Spend Volume at the end of each 12-month period in order to make rebate adjustments.
3. Rebate or revenue sharing is subject to change upon 90 days' prior written notice to the State if an event external to United Bank increases the cost or decreased the revenue we receive such as decreases to interchange revenue paid to United Bank by a card association, changes in law or increases to funding costs due to interest rate changes.

4. **Billing Cycle:** United utilizes multiple billing cycle periods which would be available to the State of WV.
  - Working Day Billing Cycles – Working day cycles available are 1 -19. Based on the cycle date chosen by the State, the account statements would be generated on the working day coinciding with that number. i.e., Cycle 19 is generated on the 19<sup>th</sup> working day of the month which is generally somewhere around the 27<sup>th</sup> of each month. This date can vary slightly each month based on holidays and weekends.
  - Fixed Cycle – Fixed day cycles are always generated on the last day of the month.
  - Semi-Monthly billing is generated twice a month. Cycle dates are 1 – 14. Based on the date chosen, the second statement for the month would be 14 days after the first statement date.
  
5. **Early Payment Incentive:** United Bank will add .5 basis points for every day early (prior to 30) that the State remits payment. 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. Payments received from day 31 through day 36 will result in United Bank decreasing the rebate incentive multiplier .5 basis points. Spend Volume associated with a payment received after day 35 will not qualify for rebate incentive.

#### **Rebate Conditions**

During the Calculation Period, the program must meet all the following conditions to qualify for rebate payment:

1. The State must pay United Bank the total amount of the new balance shown as due on each Billing Statement on or before the Payment Due Date per sections 4 (Billing Cycle) and section 5 (Early Payment Incentive); and
2. The State has not breached any obligations, covenant, representation, or warranty contained in the Purchasing Card Agreement; and
3. Calculation Period Transaction Volume meets the minimum volume requirement of \$1,000,000; and
4. The contract has not been terminated by the State, or by the Bank for cause, prior to the completion of the Calculation Period; and

Should one or more of the above Rebate Conditions not be met, United Bank will be under no obligation to pay any rebate, although United Bank may, in its sole discretion, determine to pay a rebate in an amount determined by United Bank. United Bank's payment of a rebate in such circumstances will in no way obligate United Bank to pay a rebate with respect to any subsequent Calculation Period.

#### **Liability and Payment Structure:**

- The United Bank Purchase Card Program is corporate liability with central bill and central payment.

### **Rebate Calculation and Payment**

In the event that all the above Rebate Conditions are met during the Calculation Period, United Bank will pay a rebate to the State, which will be calculated at the end of the Calculation Period in accordance with the Revenue Sharing Schedule and using the following equation:

**(Transaction Volume for Standard Transactions x Rebate Multiplier) + (Transaction Volume for Large Ticket Interchange Transactions x LTI Rebate Multiplier) – Total Credit Losses**

Payment of any rebate will be made by ACH credit or other means determined by United Bank, within thirty (30) days following the end of the Calculation Period.

### **General Product Fees and Charges**

- ❑ Annual Percentage Rate – Prime + 6.00%, subject to change quarterly, if not paid in full per agreement
- ❑ Annual Fee – **Waived**
- ❑ Grace Period for repayment of purchases – 25 days on average to repay your total balance before finance charges will be imposed
- ❑ Method for computing the balance – Average daily balance (including new purchases)
- ❑ Cash Advance/ATM Transaction Fee – 1 ½% of cash advance
- ❑ Payment Fee – \$25
- ❑ Over limit Fee - \$25 – **Waived**
- ❑ Return Check Fee - \$20
- ❑ Retrieval Fee - \$25 per copy
- ❑ Visa Spend Management Platform – **Waived**
- ❑ Optional Data Storage of Receipts in Spend Management \$100 per month. (pass through from Visa) **Waived**
- ❑ Late Fee – Per **West Virginia Code** **Waived**
- ❑ Data File Feeds/Third Parties – **Waived**

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/re

\*\*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
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,263	\$26,968,000	\$5,800,000	4,200
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000	12,600
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,616,000	\$69,600,000	50,400
4	Signing Bonus	\$0.00						
5	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0176	0.0050	
6	Multiply basis points offered by annual totals (line 5 X line 3)					\$5,695,641.60	\$348,000.00	
7	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					0.0008	0.0008	
8	Multiply basis points offered by annual totals (line 7 X line 3)					\$242,712.00	\$52,200.00	
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.####)							
10	Multiply applicable fee by annual totals (line 9 X line 3)							
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.####)							
12	Multiply applicable fee by annual totals (line 11 X line 3)							
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					\$6,955,113.60		
15	Add line 13 and line 14					\$6,955,113.60		
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.					\$6,955,113.60		

\* 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

\*\*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
1	Average Monthly Totals	\$35,693,000	53,500	\$32,768,000	44,263	\$26,968,000	\$5,800,000	4,200
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000	12,600
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,616,000	\$69,600,000	50,400
4	Signing Bonus	\$0.00						
5	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0176	0.0050	
6	Multiply basis points offered by annual totals (line 5 X line 3)					\$5,695,641.60	\$348,000.00	
7	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					-0.0002	-0.0002	
8	Multiply basis points offered by annual totals (line 7 X line 3)					-\$64,723.20	-\$13,920.00	
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.####)							
10	Multiply applicable fee by annual totals (line 9 X line 3)							
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.####)							
12	Multiply applicable fee by annual totals (line 11 X line 3)							
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					\$6,549,638.40		
15	Add line 13 and line 14					\$6,549,638.40		
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.					\$6,549,638.40		

\* 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 year.

\*\*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
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
2	Quarterly Totals	\$107,079,000	160,500	\$98,304,000	132,789	\$80,904,000	\$17,400,000	12,600	\$4,500,000
3	Annual Totals	\$428,316,000	642,000	\$393,216,000	531,156	\$323,616,000	\$69,600,000	50,400	\$18,000,000
4	Signing Bonus	\$0.00							
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	0.8000		0.8000
7	Percentage of Annual Total (line 3) eligible for reduced (late pay) rebate (Format: 0.####)					0.0000	0.0000		0.0000
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)					0.0176	0.0050		0.0176
9	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 8)					\$5,695,641.60	\$348,000.00		\$316,800.00
10	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)					0.0006	0.0006		0.0006
11	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 6 X line 10)					\$142,391.04	\$30,624.00		\$7,920.00
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
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
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.####)								
15	Multiply applicable fee by annual totals (line 11 X line 3)								
16	**ATM Cash transaction fees. Enter only as either a \$ amount per transaction fee (column G) or as a percentage of \$ spend volume (column H) (Format: 0.####)								
17	Multiply applicable fee by annual totals (line 13 X line 3)								
18	If applicable, multiply signing bonus \$ amount by .2 (line 4 X .2)					\$0.00			
19	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10					\$6,822,800.64			
20	Add line 13 and line 14					\$6,822,800.64			
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.					\$6,822,800.64			

\* 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 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 #		A	B	C
Line #		Purchasing \$	Purchasing \$	Travel \$
1	Average Monthly Totals	Standard Transaction	Large Ticket	Travel Transactions
2	Quarterly Totals			
3	Annual Totals			
4	Signing Bonus			
5	Percentage of Annual Total (line 3) eligible for rebate (Format: 0.####)	1.0000	1.0000	1.00
6	Percentage of Annual Total (line 3) eligible for additional (early pay) rebate (Format: 0.####)	0.8000	0.8000	0.80
7	Percentage of Annual Total (line 3) eligible for reduced (late pay) rebate (Format: 0.####)	0.2000	0.2000	0.20
8	Basis points offered per spend category on cycle due date (day 25) (Format: 0.####)	0.0176	0.0050	0.01
9	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 5 X line 8)	\$5,695,643.60	\$348,000.00	\$316,800.00
10	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)	0.0006	0.0006	0.00
11	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 6 X line 10)	\$142,391.04	\$36,624.00	\$7,920.00
12	Adjusted basis points offered per spend category for early or late pay (show deductions as -negative amount) (Format: 0.####)	-0.0176	-0.0050	-0.01
13	Multiply basis points offered by the applicable percentage of annual totals (line 3 X line 7 X line 12)	-\$1,138,128.32	-\$69,600.00	-\$63,360.00
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.####)			
15	Multiply applicable fee by annual totals (line 11 X line 3)			
16	**ATM Cash transaction fees. Enter only as either a \$ amount per transaction fee (column G) or as a percentage of \$ spend volume (column H) (Format: 0.####)			
17	Multiply applicable fee by annual totals (line 13 X line 3)			
18	If applicable, multiply signing bonus \$ amount by .2 (line 4 X .2)	\$0.00		
19	Add amounts from Column #'s A, B, C, D, F and H; line #'s 6, 8 and 10	\$5,495,800.32		
20	Add line 13 and line 14	\$5,495,800.32		
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 #4.	\$5,495,800.32		

\* 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	\$25,693,000	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 (line 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		\$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 6 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	\$1,300,000	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				0.0000		0.0000
6	Multiply basis points offered by annual totals (line 5 X line 3)					\$6,019,257.60	\$348,000.00		\$334,800.00				\$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				0.0000		0.0000
8	Multiply basis points offered by annual totals (line 7 X line 3)					-\$323,616.00	\$0.00		-\$18,000.00				\$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.####)					0.0006	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)					\$155,335.68	\$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					\$7,183,681.28									
20	Add line 13 and line 14					\$7,183,681.28									
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.					\$7,183,681.28									

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