

# AP Card Overview

Prepared for  
**Tucson Unified School District**

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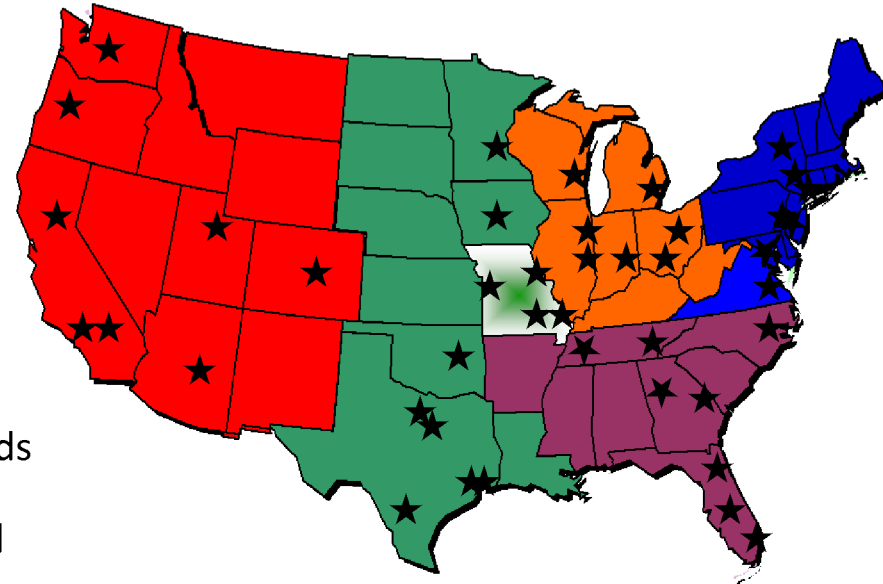
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623-256-2061



# Who We Are

- **ONLY PROVIDER ENDORSED BY TYLER TECH/IFINITE VISIONS**
- Top 10 on Forbes' list of America's Best Banks 7 years running
- 7<sup>th</sup> Largest issuer of Visa AP programs
- Established in 1865 (over 150 years old)
- Ranked in the Top 10 "Best Performing" banks in the country by Bank Director Magazine
- Top 50 bank holding company based on asset size, out of more than 8000 US Banks (top 1%)
- Only large Bank in the US NOT to accept TARP Funds
- One of only 3 banks in the country that holds Moody's highest bank financial strength rating and the only one of the 3 to have a favorable outlook
- Visa's fastest growing purchasing card issuer



***“We are big enough to matter & small enough to care”***



# Basic Program Overview

- **Additional form of payment...**
- **Use Visions module to run ePayables payment file report**
- **Send payment file to Commerce Bank**
  - Web based system
  - Vendors already flagged in Visions during enrollment
- **Commerce Bank emails payment information to your vendors**
  - Single use VISA card number
  - Invoice information – same as check info
- **Vendor processes Visa Payment**
- **Commerce Bank pays you a monthly revenue share on all processed transactions.**



# E-Mail Remittance to Supplier

## Payor Information

SAMPLE MED CENTER  
1000 HOSPITAL DR  
ANYWHERE, MO 64105



## To

Test Laboratories Inc  
00280

Payment Advice Number: 90661342083900383

**Invoice Date:** 07/12/2012

[Click here to obtain Credit Card Details](#)

#	Invoice Number	Invoice Date	Amount
1	13604412	06/14/2012	\$1370.00
2	13610387	06/15/2012	-\$495.00

NOTES : To receive payments for the above referenced invoice(s), please charge the total amount on the assigned Visa account within 72 hours. If you have questions please call 1-866-927-5419.

Total : \$875.00

*This payment is sent by the Payor identified above. Verient is a third party payment processing provider and is not responsible for this remittance advise or the payment.*

We ask, listen and solve.



# Program Benefits

- **Simplify with ControlPay**
- **Less paper for more efficiency**
- **No additional Commerce Bank services required – Keep your current set up!**
- Easily customized for you, ControlPay AP works with **Infinite Visions** and will allow you to earn monthly revenue share by simply replacing paper checks with electronic payments through the Visa® Network.
- More secure form of payment.
- Reporting tools that benefit you and your vendors.
- **NO COST PROGRAM FOR YOUR DISTRICT**
- Implementation and vendor enrollment in the program handled 100% by Commerce Bank.
- Minimal involvement from your staff to start program.
- Don't change any of your current procedures.
- Earn monthly revenue for paying your vendors.
- Agreement with Commerce Bank is **"AT WILL"**
  - If we don't exceed your expectations stop using at any time
  - Over 98% customer retention!



# Activate, Enroll, Manage

- Commerce Bank handles the heavy lifting
  - 100% Commerce Bank Staff – **Nothing outsourced**
  - Activation Manager assigned to you to get things up and running
    - Facilitates all set up and training
  - Vendor enrollment handled 100% by Commerce Bank
    - We call all vendors directly by phone
    - You will flag in Visions as we enroll
    - Enrollment never stops
  - Long term account management and training
    - Assigned relationship manager for the life of your account
  - Customer care line for vendor questions



# Revenue Share Grid

## MONTHLY REVENUE SHARE

The terms outlined herein will expire in 60 days from February 1, 2017 unless an Agreement is executed.

### Strategic Alliance for Volume Expenditures (SAVE) Pricing Schedule

Billing Terms: Weekly Billing Cycle, 3-Day Grace Period

Annual Aggregate Charge Volume	\$0 - \$5MM	\$5MM - \$10MM	\$10MM - \$15MM	\$15MM - \$20MM	\$20MM - \$25MM	\$25MM - \$30MM	\$30MM +
\$1MM	1.10%	1.28%	1.32%	1.36%	1.40%	1.44%	1.48%
\$25MM	1.10%	1.30%	1.34%	1.38%	1.42%	1.46%	1.50%
\$50MM	1.10%	1.32%	1.36%	1.40%	1.44%	1.48%	1.52%
\$75MM	1.10%	1.34%	1.38%	1.42%	1.46%	1.50%	1.54%
\$100MM	1.10%	1.36%	1.40%	1.44%	1.48%	1.52%	1.56%
\$150MM	1.10%	1.38%	1.42%	1.46%	1.50%	1.54%	1.58%
\$200MM	1.10%	1.40%	1.44%	1.48%	1.52%	1.56%	1.60%

The average monthly transaction amount must be greater than \$1,500

Total Monthly Net Volume is calculated using combined AP Card volume only for all SAVE members

### Private Network Card

Weekly Billing Cycle, 3-Day Grace Period

Supplier Agreed Upon Rate	Revenue Share
2.00%	1.00%
1.75%	0.75%
1.50%	0.50%
1.25%	0.25%
1.00%	0.10%

The average monthly transaction amount must be greater than \$1000

Private Network Card volume is calculated independently of all other Card types

**The anticipated annual spend is estimated at \$47,118,869 which would result in Revenue Share payments of \$56,066 on a monthly basis, \$672,791 on an annual basis, and \$3,363,956 over a 5 year period**



# Revenue Share Explained

- Vendor pays interchange fee (from 1.45% to 2.95%) based on their credit card processing environment (TUSD and COMMERCE have no control over how they process cards)
- This interchange fee goes to the issuing bank, and is shared with buyer (TUSD)
- Vendor fees identical to TUSD program with Bank of America, except cards are one-time use virtual cards (virtually eliminating exposure to fraud)

