

PORTFOLIO TITLE:	<u>COMMERCIAL CARD SERVICES (2021 - 2027)</u>
LEAD STATE:	Washington

OVERVIEW:

The Master Agreement in this portfolio offers an incentive share rebate Purchase Card Services program.

INITIAL TERM: 5 Years

POTENTIAL RENEWAL: 2 Years

TOTAL TERM POSSIBLE: 7 years

PRODUCT CATEGORIES:

The following Purchase Card products available under the Master Agreement:



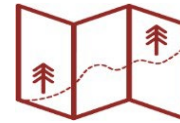
CARD TYPES - VISA		
Payment Solution	Liability Offered	Billing Option
Declining Balance Card/ Managed Spend Card	Commercial Liability	Corporate Bill/Corporate Pay Central Billed Accounts (CBA)
Emergency Card	Commercial Liability	Corporate Bill/Corporate Pay
One Card/Integrated Cards	Commercial Liability	Corporate Bill/Corporate Pay Individual Bill (IBA)/Individual Pay Individual Bill (IBA)/Corporate Pay Central Billed Accounts (CBA)
Purchase Card	Commercial Liability	Corporate Bill/Corporate Pay Individual Bill (IBA)/Individual Pay Individual Bill (IBA)/Corporate Pay Central Billed Accounts (CBA)
Travel Card	Commercial Liability	Corporate Bill/Corporate Pay Individual Bill (IBA)/Individual Pay Individual Bill (IBA)/Corporate Pay Central Billed Accounts (CBA)
Travel Card	Individual Liability Joint & Several Liability	Individual Bill (IBA)/Individual Pay Individual Bill (IBA)/Corporate Pay
Electronic Payable/Single Use Accounts/Virtual Card	Commercial Liability	Corporate Bill/Corporate Pay
SUPPLEMENTAL SOLUTIONS		
Payment Solution	Liability Offered	Billing Option
Ghost Cards (Available on all card types)	Commercial Liability	Corporate Bill/Corporate Pay
Event Planner Card	Commercial Liability	Corporate Bill/Corporate Pay Central Billed Accounts (CBA)
Travel Virtual Pay	Commercial Liability	Corporate Bill/Corporate Pay

SUPPLIER AVAILABLE:

✓ **U.S. Bank**



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KEY BENEFITS:

1. NASPO ValuePoint nationwide purchase card services program available for use by states and local government.
2. Agencies will be able to establish purchase card accounts by working directly with the awarded Contractor through the NASPO ValuePoint Master Agreements.
3. The Master Agreement includes supplemental services.

PRICING:

The Contractor's fees (e.g., overnight card delivery and international transactions) set forth under the Master Agreement shall be the maximum fees the Contractor may charge during the term of the Master Agreement. See the supplier's current fee pricing on their NASPO ValuePoint website supplier page.

INCENTIVE (REBATE) SHARE:

There are four (4) incentive options available:

1. Standard Volume Incentive. Each Purchasing Entity will receive a basis point (percentage of their quarterly standard sales volume).
2. Non-Standard Volume Incentive. Each Purchasing Entity will receive a basis point (percentage) of their quarterly non-standard sales volume. Non-Standard sales volume includes Large Ticket (LT) and Merchant Negotiated Interchange (MNI) Transactions.
3. Prompt Payment Incentive.
4. National Annual Volume Incentive. Each Participating State will receive an incentive based on their contribution to the National Annual Volume (total annual sales for all Participating States/Purchasing Entities). The Basis Point rate is determined by the National Annual Volume (total annual sales for all Participating States/Purchasing Entities).

PROCUREMENT BACKGROUND:

In 2018, the Sourcing Team began the rebid of the expiring Commercial Card Solutions portfolio. The NASPO ValuePoint Management Board approved conducting a re-solicitation and the Sourcing Team completed the RFP process in the Summer of 2019. In May 2020, the Sourcing Team sought and was granted approval of the award by the NASPO ValuePoint Management Board and began Master Agreement negotiation.

STATES ON SOURCING TEAM:

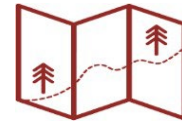
- ★ Washington (Lead)
- ★ Minnesota
- ★ California
- ★ Colorado
- ★ Oregon



SOLICITATION INFORMATION:

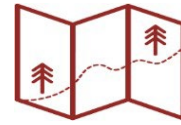
- Type: Request for Proposal (RFP)
- Solicitation Number: 00719/00819
- Date Released: June 4, 2019
- Date Closed: July 12, 2019

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<u>PUBLIC POSTING OF SOLICITATION:</u> Solicitation was Publicly Advertised from June 4, 2019 to July 2, 2019. • Name of the website posted on: Washington's Electronic Business Solution (WEBS) • Posting Link: WEBS for Government Customers • Number of Days Solicitation was Publicly Posted: 38 • Number of Amendments Posted: 12	<u>PUBLIC OPENING</u> Responses were received electronically and opened on July 22, 2019, in Olympia, Washington. 
<u>VENDOR RESPONSES:</u> • Number of Vendor Responses Received: 3 • Number of Non-Responsive Vendor Responses: 0 • Number of Vendor Responses Evaluated: 3	<u>EVALUATIONS & DEMONSTRATIONS:</u> Responses were evaluated by the members of the Sourcing Team and product demonstrations were held, September 18-19, 2019, in Seattle, Washington.
<u>EVALUATION CRITERIA:</u> Responses were evaluated based on the following Evaluation Criteria: 1. Responsiveness (Pass/Fail) 2. Technical Requirements, Mandatory and Desirable (Pass/Fail and Scored) 3. Card Acceptance (Scored) 4. Washington Priorities (Scored) 5. Live Demonstration (Scored) 6. Incentive/Rebate (Scored) 7. Responsibility Analysis (Pass/Fail) 	
<u>SCORING:</u> Responses were scored according to the RFP's Evaluation Criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State as identified on the portfolio's NASPO ValuePoint website.	
<u>AWARD:</u> The RFP allowed for a single vendor award based on highest evaluated points achieved. <u>PUBLIC POSTING OF AWARD:</u> • Award Posting Dates: N/A* <i>*Washington does not have a formal award posting or protest period following the closing of a solicitation.</i> 	

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