

NASPO ValuePoint Commercial Card Services Contract Extended

The Commercial Card Services contract, led by the state of Washington, has executed its maximum extension, ensuring commercial card services until December 31, 2020.

This contract is executed via two (2) categories. Category 1 – Purchase, Travel, One, and Declining Balance Cards and Category 2 – Fleet Cards. Categories are awarded to US Bank and US Bank Voyager program respectively.

There were changes to incentive/rebates in both categories that will be effective on January 1, 2019. Rebate Changes for each category are explained in greater detail below.

Category 1 – Purchase, Travel, One and Declining Balance Card Changes

Change in Category 1 reflect an alteration to Incentive #2. Incentive #2 - Discount Interchange Rate Program (DIRP) Volume Incentive (previously Large Ticket) now includes all transactions that are processed using the DIRP rates. Those types of purchases include, large ticket, Visa Partnership program, and any other interchange programs entered into by the Associates, Customer, Merchant, or others whereby the parties to those interchange programs have agreed to lower interchange rates for certain transactions.

Effective January 1, 2019, the new rebate rates are:

- Incentive #1 - Standard Volume, 150 BPS (up from 130)
- Incentive #2 - DIRP Volume Incentive, 75 BPS - *no change from previous Large Ticket Incentive*
- Incentive #3 - Speed of Pay/Prompt Payment Incentive, 45 BPS (max) - *no change*
- Incentive #4 - NASPO Annual Sales Volume Incentive, 45 BPS - *no change*

Category 2 – Fleet Card Changes

US Bank Voyager now offers a tool to restrict, approve, and record vehicle maintenance purchases based on an entity's established guidelines. This is a cardless solution that works via an agreement between the maintenance vendor and US Bank Voyager.

Purchase restrictions, approvals, and records are accessed via a third party website. The third party, Auto Integrate, has an agreement with US Bank Voyager and houses purchase restriction, approval and historical transaction information. Participating Entities are not to submit any personally identifiable information and/or payment card information into the US Bank Voyager Maintenance Solution® (VMS).

If Participating Entities choose to implement the VMS they must agree to Auto Integrate's terms of use for the webpage. Compelled disclosure information can be found in Section 4 of the Category 2 Master Agreement, Amendment #1. Participating Entities are not required to use the VMS product and can choose to continue to make maintenance purchases at Voyager accepting locations with the Voyager card.

Effective January 1, 2019, the new rebate rates are:

- Incentive #1 – Fleet Standard Volume, 124 BPS (down from 130)
- Incentive #2 – Voyager Maintenance Solution® Volume, 300 BPS
- Incentive #3 - Speed of Pay/Prompt Payment Incentive, 45 BPS (max) - *no change*
- Incentive #4 - NASPO Annual Sales Volume Incentive, 37-42 BPS – *depending on NASPO Fleet Standard Volume spend*