

## EXHIBIT C2 – FLEET CARD REBATE/INCENTIVE SHARE

### INTRODUCTION

This Exhibit includes the Rebate/Incentive Share components for Category 2 – Fleet Card Services.

### RESPONSES

Bidders must compete all Rebate/Incentive Share components. Bidders must bid Basis Point rates for the entire term (up to eighty-four (84) months). Bidders may enter a zero (0) if choosing not to offer incentive share in any of the components.

### REBATE/INCENTIVE SHARE DETAILS

Rebate amounts will be based on total spend less write-offs, returns, and fraudulent charges.

### REBATE/INCENTIVE SHARE PAYMENT

A single payment combining Incentive Share Components 1 and 2 will be paid directly to the Participating State/Purchasing Entity on a quarterly basis as determined in the Participating Addendum. Payment can be made via account credit, mailed check, ACH or EFT payment (standard or non-standard format) as determined in the Participating Addendum. Payments must be received no later than the 45<sup>th</sup> day following the end of each quarter.

Incentive Share Component 3 will be paid to the Participating State on an annual basis. Payment can be made via mailed check, ACH, or EFT as determined in the Participating Addendum. Payment must be received no later than the 45<sup>th</sup> day following the end of each calendar year.

Delivery of the rebate may be adjusted in any Participating State's Participating Addendum.

1 Basis Point = .0001 or .01%

### INCENTIVE SHARE COMPONENTS

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1. **Incentive Share #1 – Standard Volume Incentive** – Each Participating Entity will receive a basis point (percentage) of their quarterly standard sales volume. The formula for calculating the Standard Volume Incentive is:

Quarterly Total Volume x basis points = Quarterly Standard Volume Incentive.

**Basis Points Offered:** 170 basis points (1.70%)

2. **Incentive Share #2 – Prompt Payment Incentive** – Each Participating Entity will receive a basis point (percentage) of their Quarterly Total Volume based on the entity's average speed of pay. The formula for calculating the Prompt Payment Incentive is:

Quarterly Total Volume x Basis Points for Entity average file turn days = Quarterly Prompt Payment Incentive.

**Note: The payment terms for the Master Agreement is forty-five (45) days.**

**Basis Points Offered:**

Avg File Turn Days	Basis Point
1	20
2	19
3	18
4	17
5	16
6	15
7	14
8	13.5
9	13
10	12.5
11	12
12	11.5
13	11
14	10.5
15	10
16	9.5
17	9
18	8.5
19	8.125
20	7.75

Avg File Turn Days	Basis Point
21	7.375
22	7
23	6.625
24	6.25
25	5.875
26	5.5
27	5.125
28	4.75
29	4.375
30	4
31	3.75
32	3.5
33	3.25
34	3
35	2.75
36	2.5
37	2.25
38	2
39	1.75
40	1.5

Avg File Turn Days	Basis Point
41	1.25
42	1
43	0.75
44	0.5
45	0.25
46	0
47	0
48	0
49	0
50	0
51	0
52	0
53	0
54	0
55	0
56	0
57	0
58	0
59	0
60	0

3. **Incentive Share #3 – National Annual Volume Incentive** – Each Participating State will receive an incentive based on the total National Annual Volume (total annual sales for all Participating States/Participating Entities). The formula for calculating the National Annual Sales Volume Incentive is:

National Annual Volume (for all Fleet products) x basis points = National Annual Sales Volume Incentive.

**Basis Points Offered:**

Total Annual Spend	Basis Points
\$50,000,000 – \$100,000,000	10
\$100,000,001– \$200,000,000	15
\$200,000,001– \$300,000,000	20
\$300,000,001– \$400,000,000	25
\$400,000,001+	30

**FEES**

Below is a list of fees allowed under this Master Agreement. If choosing to charge these fees throughout the agreement, indicate the amount and/or rates here.

<b>Fee Type</b>	<b>Fee Amount</b>
Foreign Transaction Fee	1.5% of the total transaction value
Overnight Delivery Fee	\$15.00 per occurrence