



WEX Bank  
7090 South Union Park Center, Suite 350  
Midvale, Utah 84070

July 22, 2019

Roni Field  
State of Washington  
Department of Enterprise Services  
Contracts & Procurement  
Solicitation #00719/00819  
P.O. Box 41411  
Olympia, WA 98501-1411

Ms. Field:

WEX Bank, formerly Wright Express Financial Services Corporation, would like to thank the State of Washington and the NASPO Value Point evaluation committee for the opportunity to respond to NASPO Request for Proposal #00719/00819. WEX hereby submits a response to supply Fuel Card Services under the proposed Master Agreement.

WEX provides payment solutions to businesses and governments through a variety of tools and platforms. Our focus is to improve the payment process in order to deliver efficiencies and savings to our customers.

The WEX Universal Card is accepted at more than 95% of US retail fueling locations and offers best-in-class card functionality, reporting, and customer service. Including mobile payment capabilities at more than 25,000 locations today.

WEX has vast experience and expertise servicing government accounts: currently holding 24 state fuel card contracts, with governmental and tax-exempt customers in all 50 states. Our State customers represent more than 375,000 cards. All in, our tax-exempt customers represent approximately 1 million cards in market.

WEX also provides fleet card services as a subcontractor under the Federal Government's SmartPay3 Charge Card Program for the U.S. Department of Homeland Security, U.S. Department of Energy, U.S. Department of Treasury, U.S. Department of Agriculture and GSA Fleet, representing more than 320,000 cards. Additionally, today WEX supports card programs for six of the seven largest fleet management companies and manages nine of the top 11 major oil companies' card programs.

Our pricing proposal allows NASPO states to maximize savings based on retail spend anywhere the WEX Fleet Card is used. The savings are transparent and easy to calculate.

WEX's technology and service has greatly expanded in recent years. Highlights include:

- 99.8% Level 3 data on all transactions (including remote sites that may only transmit Level 1 or 2 data if using MasterCard or other open-loop networks)
- Nine levels of hierarchy for more flexible reporting and billing options
- Advanced card-to-prompt functions; ability to tie one card to one prompt, etc.

We see corporate payments differently.



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- Significant investment in technology; including data analytics, mobile, and chip card
- Broad acceptance through our proprietary network, as well as expanded acceptance through virtual MasterCard technologies
- Comprehensive tax exemption program for Federal and State taxes
- Additional online reporting tools, including ability to schedule and share custom reports
- Ability to customize data fields and add GL codes for accounts, drivers, vehicles or cards
- More control over user access to WEXOnline®, with advanced administrative functions
- Mobile fuel payments at 25,000 accepting locations with free addition of WEX Fleet DriverDash
- Ability to use your WEX Fleet card to pay for EV charges at more than 66,000 sites nationwide with WEX EV FleetCharge, a new product pioneered with ChargePoint (the nation's largest EV charging network) and GSA Fleet (the nation's largest public fleet)
- WEX Fleet ClearView™, free of charge to NASPO states, allows you to analyze all your data visually so you don't spend all your time plowing through spreadsheets for trends and insights.

As part of our government fleet program, NASPO Value Point-participating states will receive unmatched support, as WEX will supply each NASPO Value Point participating state with 24/7, award-winning, in-house customer service department for your drivers, and a one-on-one Premium Fleet Services Account Manager as the daily ongoing contact for your program administrators.

This RFP process, subsequent negotiations and ongoing service will also be supported at a strategic level by Strategic Relationship Manager Ryan Kelly, who will provide participating states with regular program reviews and best practices based on what we've learned from our other government and commercial fleets. Ryan is your point of contact during the RFP process and beyond. His contact information is:

Ryan Kelly, Strategic Relationship Manager  
97 Darling Ave.  
South Portland, ME 04106  
O: 952-922-1104  
C: 612-213-7699  
E: [Ryan.Kelly@wexinc.com](mailto:Ryan.Kelly@wexinc.com)

Thank you for allowing WEX to present our program capabilities. We look forward to the opportunity to serve NASPO states with our best-in-class fleet card program.

Sincerely,

A handwritten signature in black ink, appearing to read "Bernie Kavanagh".

Bernie Kavanagh, Contracting Agent

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