



Managing Metrics

to grow a sustainable p-card program

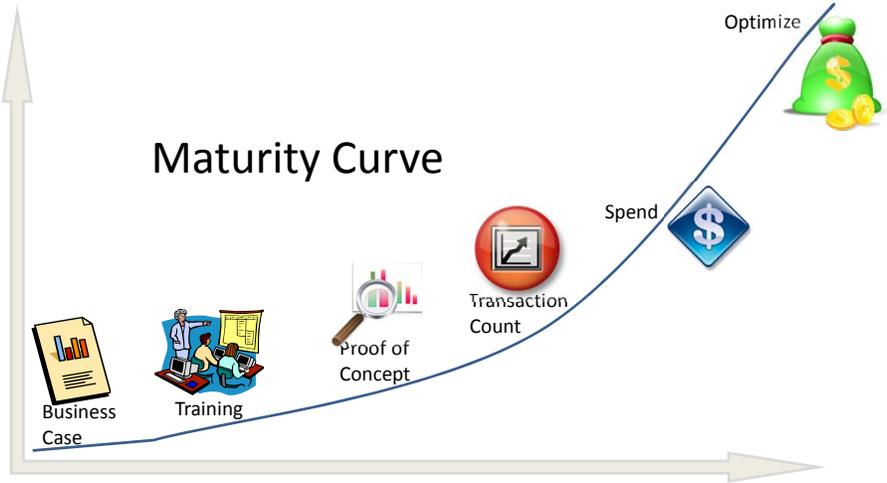
Dave Davis, CPPO

Procurement and Materials Manager
Washington State Department of Transportation

5th Annual Card Program Forum
October 1, 2013
Tacoma, WA

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Maturity Curve

Business Case

Training

Proof of Concept

Transaction Count

Spend

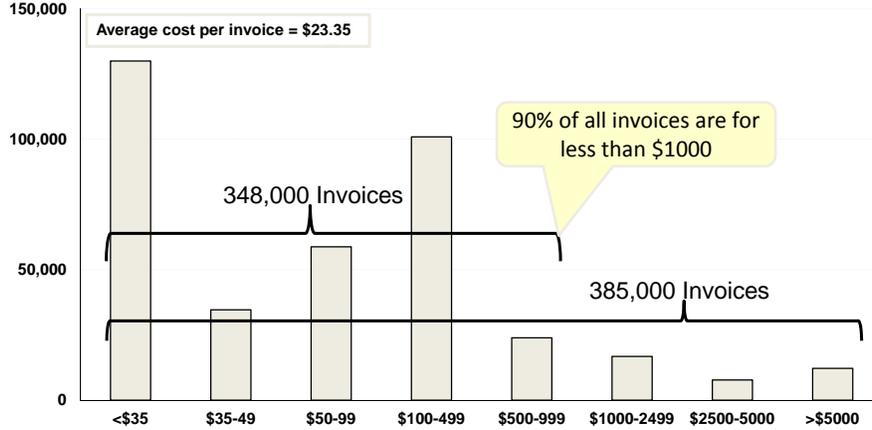
Optimize

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Invoices Paid by Amount: 2000 and 2001

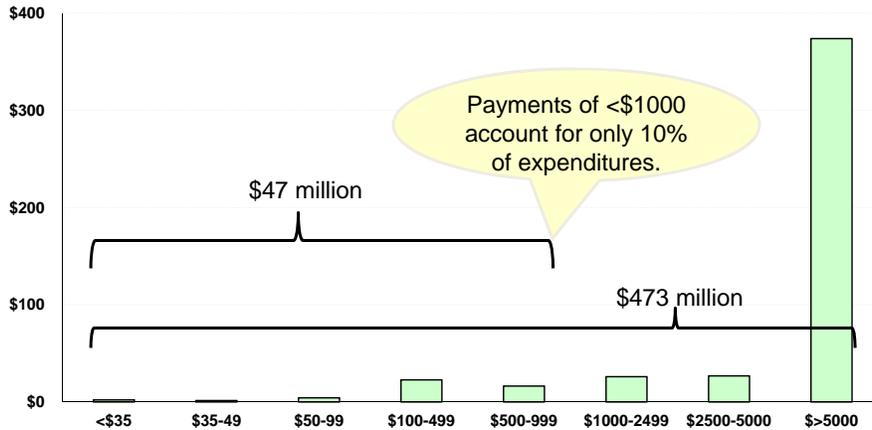


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Invoice Dollar Value: 99-01

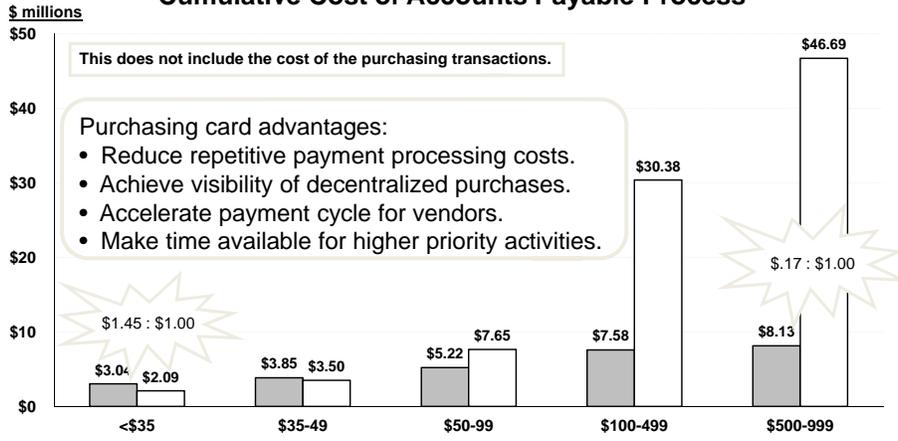


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Cumulative Cost of Accounts Payable Process

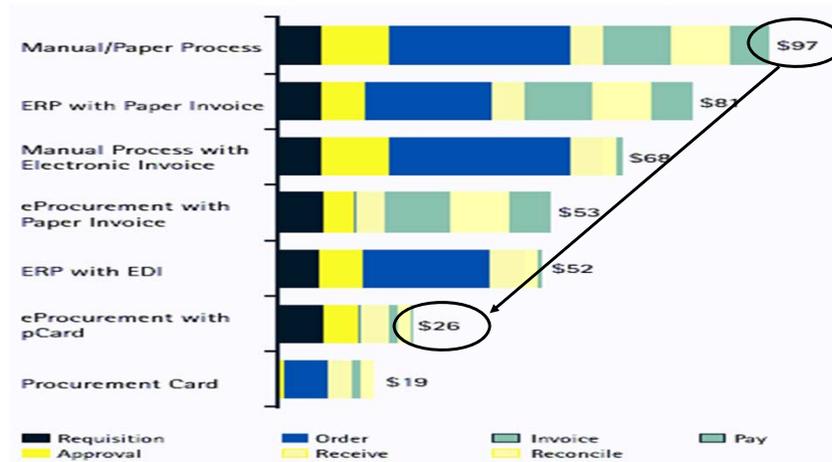


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Processing Costs: Procurement and Payment



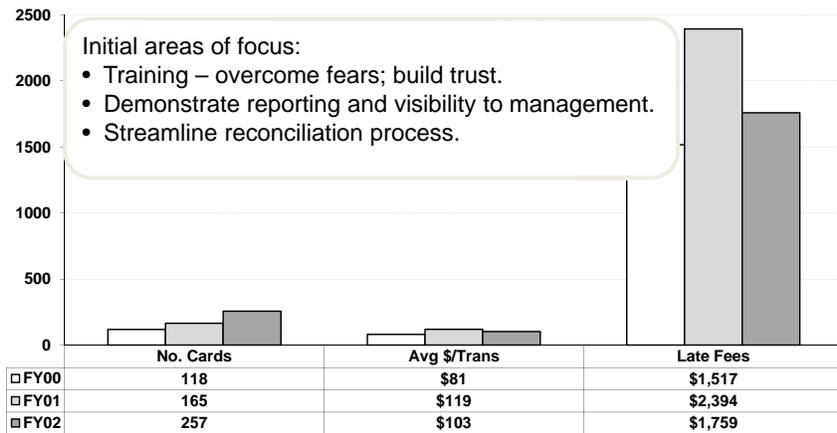
Source: Accenture 2002, Procurement to Payment Processes and the Role of Procurement Cards

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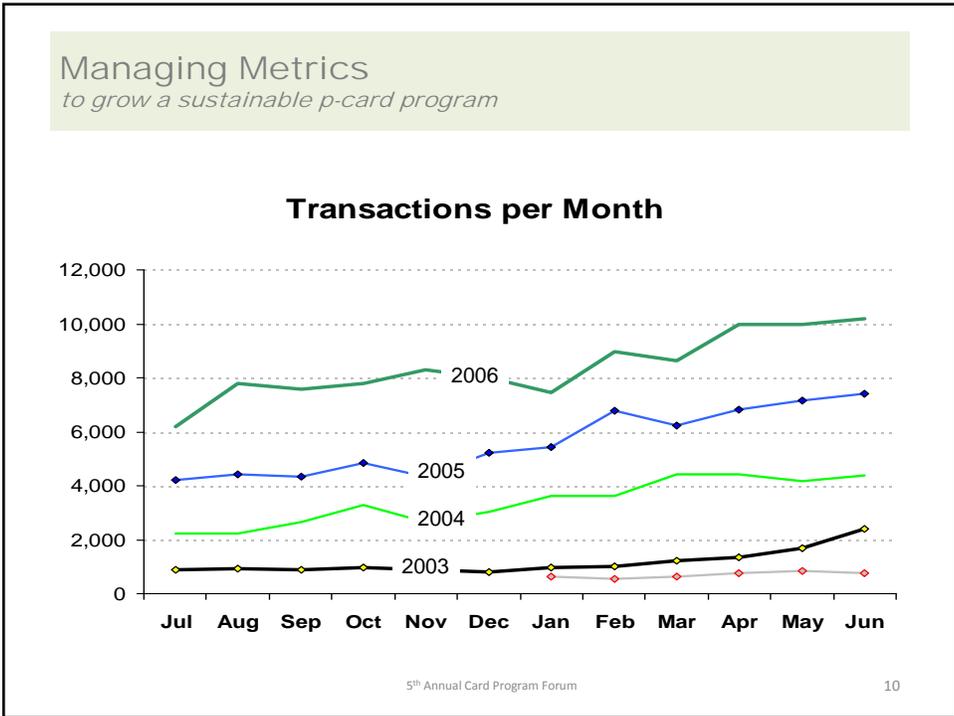
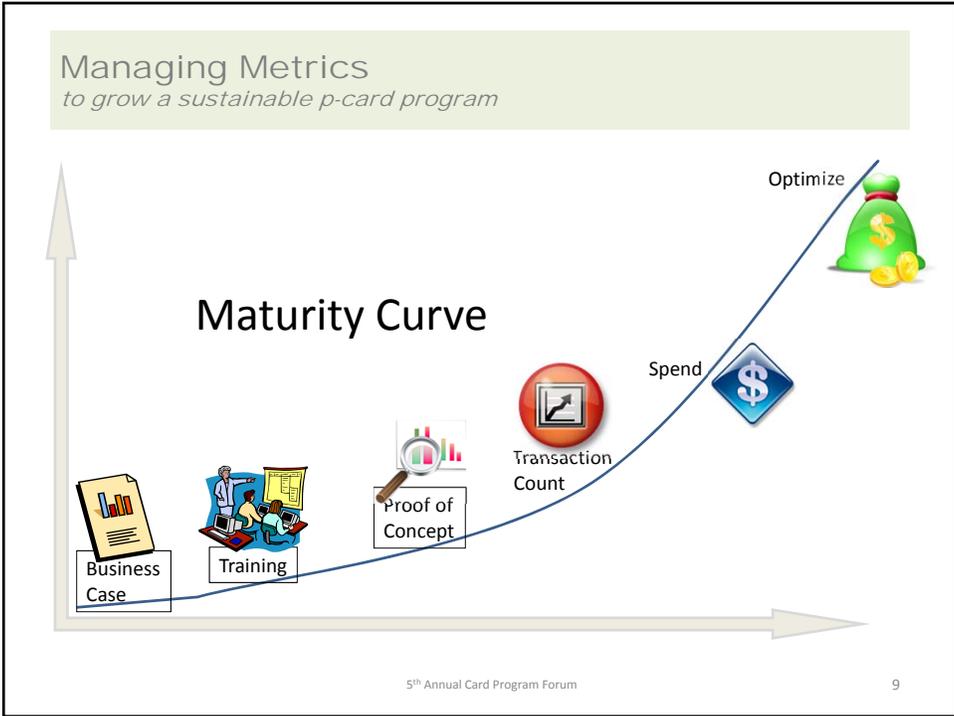
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Performance Measures (99-01)		WSDOT Performance	Industry Benchmark
Percent of total purchase transactions processed via purchasing cards.		2.3%	5.5%
Average dollar amount per purchasing card transaction.		\$104	\$207
Invoice \$ paid	\$473,410,416	0.2%	
\$ spent w/Pcard	\$939,475		

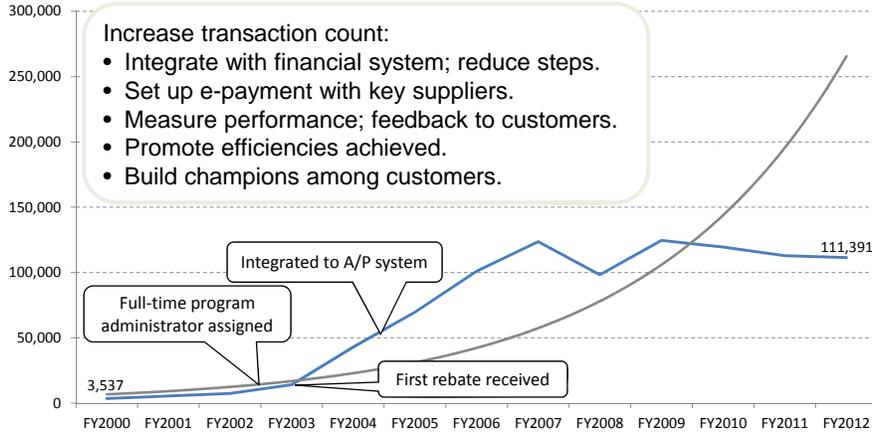
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Transactions

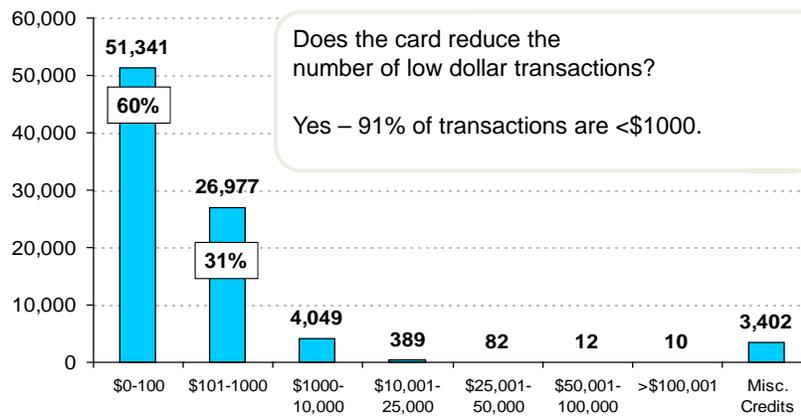


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Transactions by Value (2005)

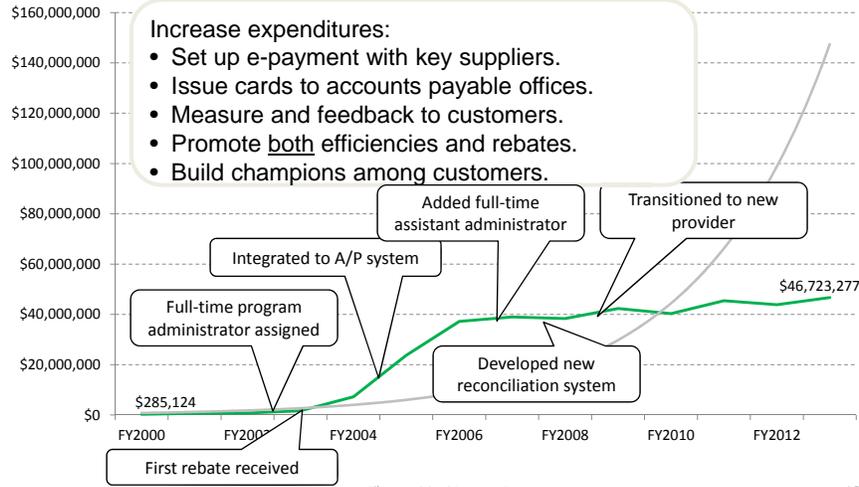


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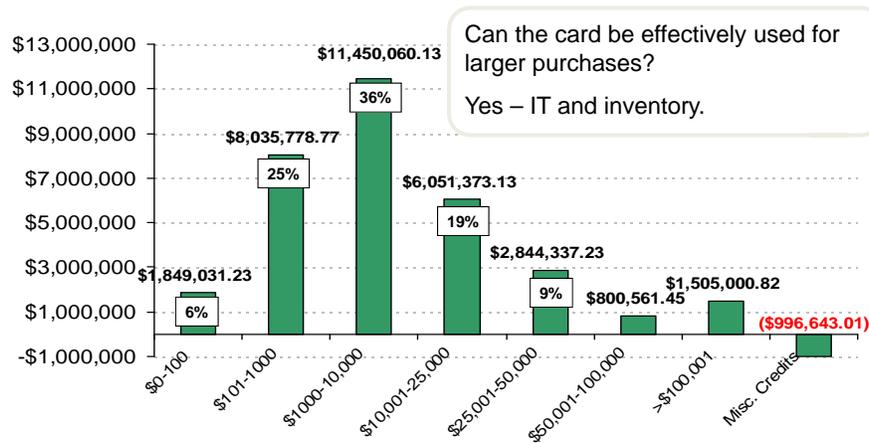
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Purchasing Card Expenditures



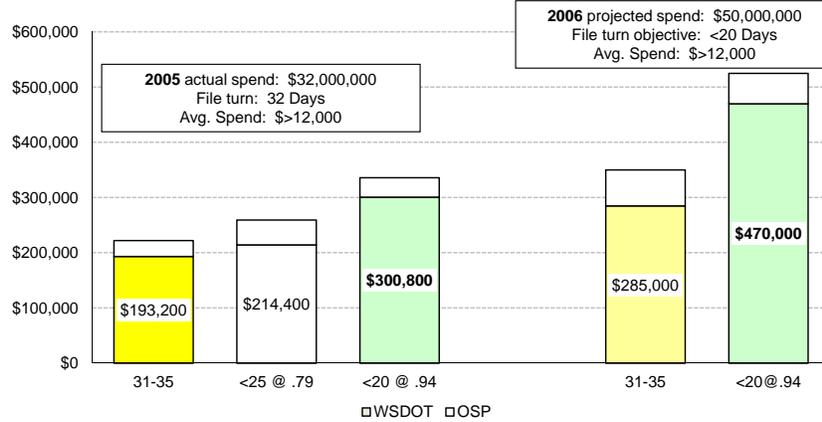
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Spend by Transaction Value (2005)



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Projecting Optimum Results

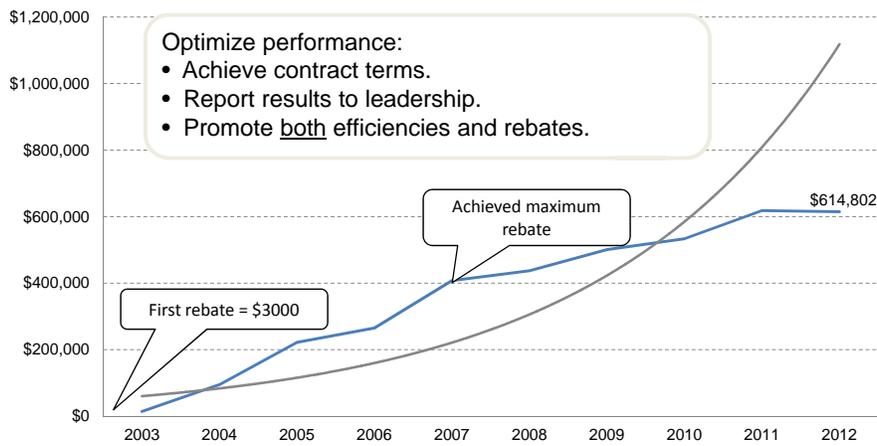


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Rebate Achieved



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