

# 2025 Annual Washington State Purchase Card Forum

October 23, 2025 8AM – 12PM

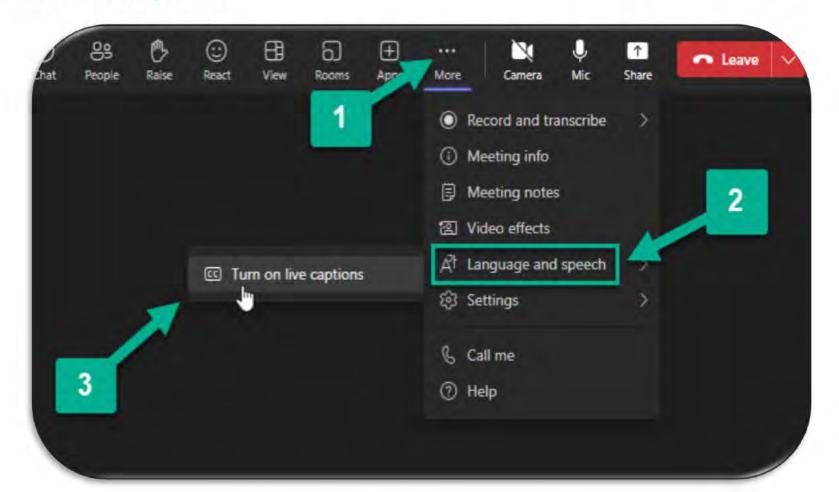


# Housekeeping Items

- Mute your line
- Recording the forum
- Closed captioning
- ASL interpreters
- Chat functionality Q&A
- Survey at the end of the forum

## TURN ON LIVE CAPTIONS

- 1. Select the three (3) dots to the left of the camera icon
- 2. Scroll down and select language and speech
- 3. Select turn on live captions



Purchase Cards

**Use of Amazon Business** 

Home > Purchase > Purchase Cards

#### **Purchase Cards**

A purchase card allows you to pay vendors and suppliers quickly, protects your agency from fraudulent spending, and earns rebates throughout the year.

The <u>commercial card services contract</u> is a multistate competitive procurement. It's led by Washington state on behalf of and in collaboration with states participating in <u>NASPO ValuePoint</u>. This contract was awarded to U.S. Bank effective Jan. 1, 2021. Purchase cards, commonly called p-cards, may be used anytime your agency needs to buy goods and services. Using p-cards improves efficiency, flexibility, and reduces costs in the procurement process.

Learn more about US Bank's purchase card services.

#### 2025 Annual purchase card forum

Register today for the 2025 annual purchase card forum .

#### 2024 Annual purchase card forum

The annual Washington State Purchase Card Virtual Forum was held on Oct. 24, 2024. This event was a great source of up-to-date P-Card information, industry news, and U.S. Bank enhancements and resources.

Featured topics from the forum include:

- WA-State Purchase Card Program Performance Overview U.S. Bank
- Effective Audit Strategies for Purchase Card Management SAO
- . Fraud or Dispute: When, Why, Best Practices U.S. Bank

Read the presentation slide deck from the event.

#### Presentation recording



#### **Michael Lix**

Enterprise P-Card Program Manager https://des.wa.gov/purchase/purchase-cards

## I'M HERE TO HELP



## **Implementation**

Assist with the design and structure of new programs, advise product types, understand and determine hierarchy structures, and advise on internal control best practices.



## **Optimization**

P&P drafting assistance and guidance, program growth planning, navigation of rebate structures, and providing industry contacts and resources.



## **Support**

Anything else you may need!

## FORUM AGENDA



08:00 - 08:15 - Welcome remarks and resources overview - Michael Lix / DES



08:15 - 09:15 - Understanding credit card exceptions - Sadie Armijo, Carol Gross / SAO



09:15 - 09:30 - Break



09:30 - 10:00 - Transaction Management - Lance Yount, DLI / Latosha Bishop, U.S. Bank



10:00 - 10:40 - State of WA performance highlights and updates - Shannon Ness, Monica Lockett/ U.S. Bank



10:40 - 10:55 - Break



10:55 - 11:25 - Understanding and maximizing your rebates - JoAleen Ainslie, City of Tacoma / U.S. Bank



11:25 - 11:55 - Small agency best practices - Todd Steben, Dept. of Lottery



11:55 - 12:00 - Closing remark and survey - Michael Lix / DES



# Understanding Credit Card Exceptions: Criteria, Cases and Resources

Sadie Armijo, CFE

Director of State Audit and Special Investigations

Carol Gross, MBA, CFE

Audit Manager for Team Financial Audit

DES Annual Washington State Purchase Card Virtual Forum October 23, 2025



# Agenda:

- 1. Most common credit card exceptions
- 2. Applicable Criteria and Resources
- 3. Would you approve this?
- 4. SAO fraud reporting and resources



# Top 10 'Frequent Flyers'

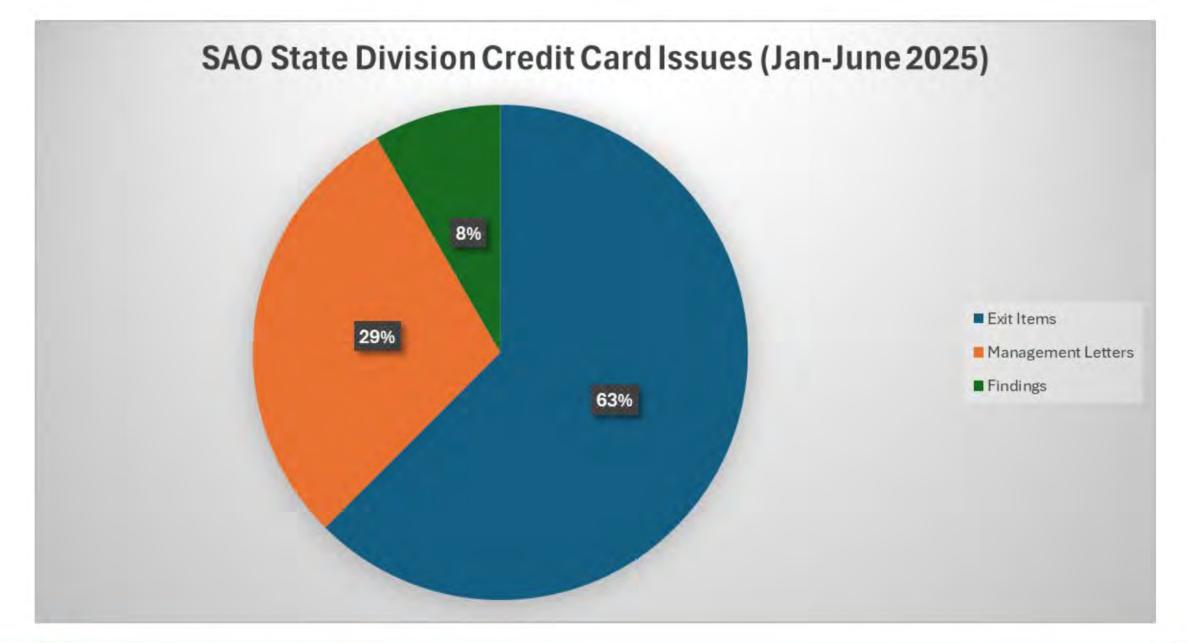
- Card User Agreements are not completed, retained nor updated every two years
- Purchasing Trainings are not completed or not tracked
- Reconciliations are not performed to review transactions for appropriateness
- 4. Credit Cards are not safeguarded
- Entity does not utilize a log to track the chain of custody of shared cards

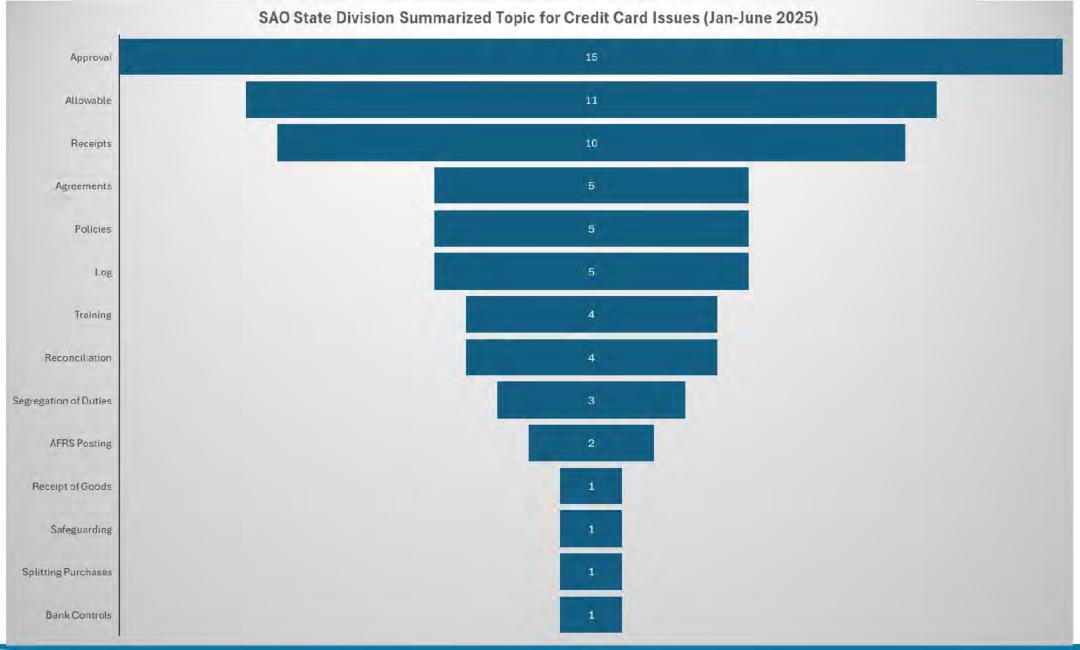


# Top 10 frequent flyers continued

- Approvals are not maintained to support that purchases were for legitimate business purposes
- 7. Wrong card is used for the wrong purpose (i.e. corporate travel card used for purchases that are not travel related)
- 8. Corporate Travel Cards are not centrally monitored or reconciled
- 9. Purchases are personal in nature
- 10. Receipts are not maintained









# **Most Common Exceptions:**

## Approvals

- Lack of documented approval
- Person approving did not have authority to approve
- Approval did not meet requirements (not complying with agency policies, SAAM etc.)

#### Allowable

• Purchase was not an allowable use of state resources per law, rule, policy

## Receipts

Receipts were not maintained

## What do I need to know about approvals?

#### 1. Approving purchases is required:

DES Enterprise Commercial Card Policy FO.03.01 states that Agency responsibilities include:

h. Designating an <u>approving official(s)</u> who is responsible for monitoring, reviewing, and approving the purchases and taking appropriate disciplinary actions, consistent with applicable agency policies, for misuse of the credit card.

SAAM 85.32.30.a states:

#### 85.32.30.a

At a minimum, payment processing documentation should include evidence of authorization for purchase, receipt of goods or services, and approval for payment. Agencies may utilize paper or electronic forms.

## What do I need to know about approvals?

### 2. Approvals must be documented.

See again SAAM 85.32.30.a:

85.32.30.a

At a minimum, payment processing documentation should include evidence of authorization for purchase, receipt of goods or services, and approval for payment. Agencies may utilize paper or electronic forms.

RCW 43.88.200 states records reflecting financial transactions must be available for public inspection.

RCW 43.88,200

Public records.

All agency records reflecting financial transactions, such records being defined for purposes of this chapter to mean books of account, financial statements, and supporting records including expense vouchers and other evidences of obligation, shall be deemed to be public records and shall be available for public inspection in the agency concerned during official working hours.

## What do I need to know about approvals?

#### 3. The approver must have the authority to approve the purchase.

Under RCW 39.26.090, DES can delegate authority to agencies to purchase goods and services. Within that delegation, each agency head may further delegate procurement authority to management within their agency.

This is typically documented in a "signature authority matrix" or "purchase signing authority" document that shows who has been delegated the authority to make/approve purchases within the agency.

Each delegated authority level typically includes the name/title of the authorized approver and the maximum dollar amount that can be approved at that level. It can also be further restricted by the type of purchase (i.e. IT purchases)

| Title                  | Name     | Approval Limit |
|------------------------|----------|----------------|
| Director of Innovation | Jane Doe | \$10,000       |

Your agency's signature authority should be documented and updated regularly to ensure the listing is up to date.

Expectations around setting and updating this matrix should be formalized in an agency specific policy or procedure.

And don't forget to retain these records for 6 years, as required by the State Government General Records Retention Schedule:



State Government General Records Retention Schedule Version 6.3 (October 2024)

#### 3.2 AUTHORIZATION/DELEGATION

The activity of granting and/or receiving permission or approval in relation to financial management.

| DISPOSITION<br>AUTHORITY<br>NUMBER (DAN) | DESCRIPTION OF RECORDS   | RETENTION AND DISPOSITION ACTION   | DESIGNATION   |  |
|--|--|--|---|--|
| GS 01072<br>Rev. 0                       | Signature Authority/Delegation Records  Records documenting the designating of agency personnel with the authority to sign for purchases, leave authorizations or other actions. | Retain for 6 years after end of fiscal year in which signature authority was superseded/rescinded then  Destroy. | NON-ARCHIVAL  ESSENTIAL  (for Disaster Recovery)  OPR |  |

Purchase approvals must align with the policies and procedures you have created.

| Title                  | Name     | Approval Limit |
|------------------------|----------|----------------|
| Director of Innovation | Jane Doe | \$10,000       |

| DESCRIPTION                       | QUANTITY  | UNIT            | ESTI                   | ESTIMATED  |  |
|-----------------------------------|---|-----------------|------------------------|------------|--|
| DESCRIPTION.                      | QUANTITY  | UNII            | UNIT PRICE             | TOTAL COST |  |
| Innovation Party Supplies         | 1   |                 | \$11,000               | \$11,000   |  |
|                                   |   |                 | Total                  | \$11,000   |  |
| NAME OF AUTHORIZING OFFICIAL  DOE | I hereby certify that the<br>are necessary for the v<br>business of this agenc<br>(SIGNATURE) | work and transa | ces requested ction of |            |  |

Purchase approvals must align with state requirements.

For example...Travel!

## 10.10.50 Prior authorization for travel may be required

June 1, 2024

#### 10.10.50.a

Travelers must receive prior authorization for travel from the agency head or authorized designee:

- Whenever a travel advance is required by a traveler.
- For all out-of-state travel.

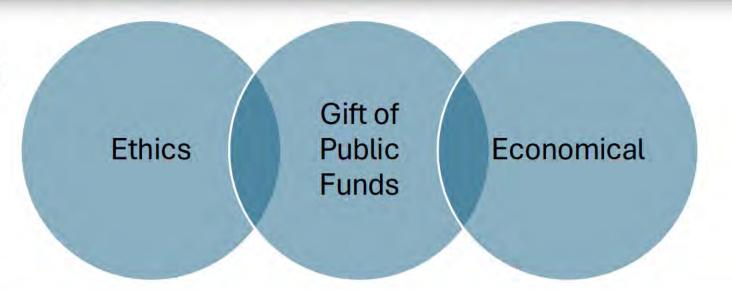
Use the <u>Travel Authorization</u> (form A40-A), or other equally effective written means for requesting and documenting prior authorization for travel.

| 2. TRAVEL ITINER  | ARY & MODE OF    | TRANSPORTATION | i'a                         |         |           | Annual Control of the | -                       |  |
|---|------------------|----------------|-----------------------------|---------|-----------|--|-------------------------|--|
| DATE  | FROM             |                | то                          |         | MODE CODE | MODE CODE SYMBOLS:   |                         |  |
| 6/1/2025  | Olympia, WA      |                | Montevideo, Uruguay         |         | AIR       | POV-Privately Owned Vehicle AOV-Agency Owned Vehicle MPV-Motor Pool Vehicle RNV-Rental Vehicle AIRAir (State class of transportation under remarks) TTrain   |                         |  |
| 6/10/2025 Montevide   |                  | eo, Uruguay    | Olympia, WA                 |         | AIR       |  |                         |  |
|   |                  |                |                             |         |           | B-Bus<br>O-Other (explain under re<br>REMARKS:   | emarks)                 |  |
| 3. TRAVEL EXPEN   | ISE ESTIMATE & A | ADVANCE REQUES |                             |         |           | NOT  | Military and the second |  |
| ITEM OF EX  | XPENSE           |                | ESTIMATED TRAVEL<br>EXPENSE | ADVANCE | REQUESTED | TRAVEL ADVANCES-See RCV  | N 43.03.150210.         |  |
| a. SUBSISTENCE & LODGING  DAYS: IN-STATE O  b. TRANSPORTATION:  MOTOR VEHICLE (1) |                  | OUT-OF-STATE   | \$5,000                     |         |           | In case of default by employee in repayment or accounting for<br>an advance as provided by state law and regulations, the<br>advance becomes a prior lien and, together with a 10% interest<br>charge, may be duducted from any amount due to the employe  |                         |  |
|   |                  | EST. MILES     |                             |         |           | from the state. An unauthorized expenditure of an advance constitutes a misappropriation of state funds.   |                         |  |
| OTHER:<br>Flight  |                  | MODE CODE  AIR | \$2.000                     |         |           | REQUESTOR'S SIGNATURE  | 6/12/2025               |  |
| c. OTHER EXPENSE: (   | explain)         | 7,445.5        |                             |         |           | AUTHORIZING SIGNATURE  | 6/30/2025               |  |
| d. TOTALS   |                  | \$7,000        |                             | \$ 0.00 |           | 4  |                         |  |

### DES Enterprise Commercial Card Policy FO.03.01 states:

- B. Acceptable uses of credit cards include:
  - a. Payment for goods and services for official state business,
  - b. Purchases complying with all applicable state statutes, rules, policies, and procedures,
  - Purchases within spending and other limits established on the card, as established by each agency within the pre-determined agency aggregate limit.

- 1. Work Related
- 2. Consider:





- SAAM 40.30.40 states purchase card policies should include "consideration of the state ethics laws"
- The Ethics in Public Service Act is codified in RCW 42.52
- As a participant in the state's purchase card program, purchasers are also required to take the "Purchasing and Procurement Ethics" training provided by DES prior to issuance of the card
- State employees are accountable to the public for the use of public funds
  - Stewardship
  - Transparency

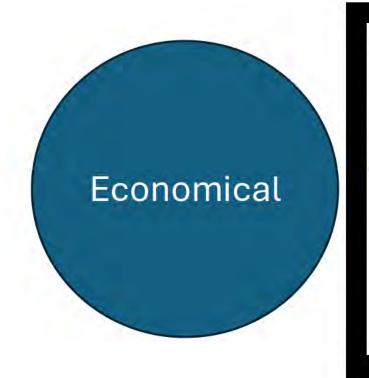


- One key aspect of ethical purchasing behavior is being on the lookout for conflicts of interest
- RCW 42.52.020 Activities Incompatible with Public Duties
- RCW 42.52.030 Financial Interests in Transactions
  - Will this purchase benefit me personally outside of my state employment?
  - Will this purchase benefit someone close to me?



- Article 8; Section 5 and 7 of the Washington State Constitution describes what is known as the "Gift of Public Funds doctrine".
- Governments are prohibited from "conferring benefits to private parties in ways that might disadvantage public interests" - MRSC - Gift of Public Funds
  - Are the funds being expended to carry out a fundamental purpose of the government?
  - Was there a "donative intent" or did the government receive an adequate return for the transfer?

Think about travel expenses. From SAAM 10:



#### 10.10.10 Agency responsibilities

Aug. 1, 2023

10.10.10.a

Agency heads, and their designees for directing travel and approving reimbursement, are to:

- 1. Ensure that any travel costs incurred are:
  - Directly work related,
  - Obtained at the most economical price, and
  - Necessary for state business.
- Exercise prudent judgment in approving travel-related costs.

Think about travel expenses. From SAAM 10:



#### 10.10.15 Responsibilities of travelers

Aug. 1, 2023

A traveler on official state business is responsible for:

- Being familiar with state and agency travel and transportation regulations before embarking on travel.
- Exercising the same care in incurring expenses and accomplishing the purposes of the travel that a
  prudent person would exercise if traveling on personal business. Excess costs, circuitous routes,
  delays, or luxury accommodations unnecessary or unjustified in the performance of official state
  business travel are not acceptable.
- Paying any excess costs and any additional expenses incurred for personal preference or convenience.



- Common situations where the auditor would deem a travel charge as unallowable:
  - Exceeded per diem and no written justification
  - Exceeded per diem and did not receive prior, written approval
  - Travel cost incurred when the employee was not actually in travel status
  - Did not comply with other statute, rule or agency policy
  - Unsupported

Agencies are also restricted from paying other state agencies using a state credit card – from SAAM:

#### 40.30.40.b Restrictions

Agencies may not use the purchase card to pay other state agencies or to make payments between internal departments within an agency.

#### Exceptions to this are as follows:

- When prior written approval is received from the Office of Financial Management based on the requirements in <u>Subsection 40.40.10</u>, or
- When the paying and/or receiving account is a local account, and the receiving agency has agreed
  to accept the inter-agency purchase card payments, or
- The Department of Transportation's Good To Go! accounts. Agencies should actively manage/ monitor their Good To Go! account. Agencies may not auto-replenish accounts. When replenishing the account, agencies should not exceed one month's estimated usage.

Auditors follow auditing standards to ensure our work is done professionally and appropriately. A key concept of these standards is that we must be objective, and form opinions based on "sufficient and appropriate audit evidence." (AU-C Sec.500 - Audit Evidence)

Was this purchase allowable or not?

Management

- I'm telling you this happened (oral)
- I can find an internally created document to show you this happened (written)

External Sources

- Third parties
- Invoices, contracts, receipts directly from the vendor

The quality of the evidence can be affected by the **source** and **form** of the evidence.

Once we have the evidence, we must determine the **reliability** of the evidence based on a review of its:

Accuracy

**Completeness** 

**Authenticity** 



Susceptibility to management bias



What does this have to do with receipts for credit card purchases?

AU-C Sec.500.A27



When we're talking about credit card purchases, which type of audit evidence would you consider the **most** reliable to show that a purchase occurred and the purchase was an allowable use of state funds?

- A. An email from the purchase card administrator.
- B. A receipt from the vendor.
- C. The credit card statement.
- D. A credit card reconciliation log.



The DES Enterprise Commercial Card Policy also states that agency responsibilities include:

n. Performing routine reconciliation of card transactions, through applicable supporting documentation, to the issuing bank's transaction data to monitor purchases made for proper use of the card.

You can not reconcile something to itself. Your reconciliation process should start with "applicable supporting documentation," which should include:

- Itemized Receipts
- Invoices
- Approvals
- Written justifications
- Credit Card Log

And then reconcile those documents to the credit card statement/issuing bank's transaction data.



If it's your job to reconcile credit card purchases, what should you be looking for to make sure they are "proper"?

Remember that audit evidence criteria from the auditing standards (this is what the auditor is looking for!)

**Accuracy** 



**Completeness** 



**Authenticity** 



Susceptibility to management bias



# Total State Agency purchase card use for FY 2025

\$299,985,849



\* Excludes Universities and most Community Colleges

Now let's look at some credit card expenditures



## Facts to use:

- State agency travel card
- Payment to Walmart for \$1,514.82
- Appears to be three \$500 gift cards
- This is the only support provided

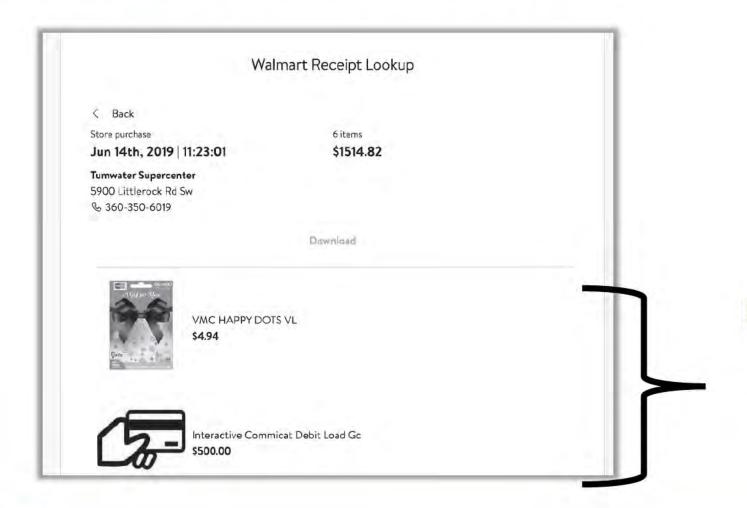


# Would you approve this?

- Is this adequate support for a credit card expenditure?
- Are these expenses on the right card?
- What is missing?
- · What is this for?
- Who approved this?



# Walmart receipt look-up



Purchase of three \$500 Visa cash cards and three \$4.94 activation fees.

# Credit Card Statement Review

- Is there a previous balance outstanding?
- Are all the amounts on the posting positive?
- Do these expenditures look reasonable?
- Make sure that this statement agrees to the reconciliation log and the required supporting documents.



U.S BANCORP SERVICE CE P. O. Box 6343 Fargo, ND 58125-6343

ACCOUNT NUMBER

STATEMENT DATE 09-12-2

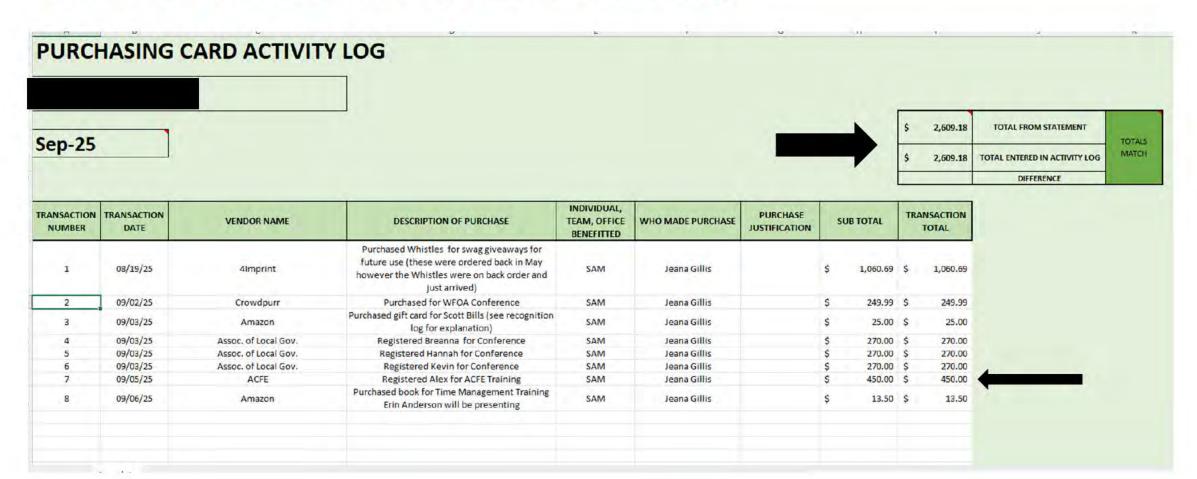
OLYMPIA WA 98504-0031

"MEMO STATEMENT ONLY

| NEW ACCOUNT ACTIVITY |       |   |                         |      |          |
|----------------------|-------|---|-------------------------|------|----------|
| POST                 | TRAN  | TRANSACTION DESCRIPTION   | REFERENCE NUMBER        | MCC  | AMOUNT   |
| 08-20                | 08-19 | 4IMPRINT, INC 4IMPRINT.COM WI<br>PUR ID: 29469294 TAX: 93.79                      | 24692165231103683475088 | 5969 | 1,060.69 |
| 09-03                | 09-02 | CROWDPURR COM PLAN CROWDPURR COM OH<br>PUR ID: in1S2zC9IS4CJp1Lx0yIVDsh TAX: 0.00 | 24492165246100016533364 | 5734 | 249.99   |
| 09-04                | 09-03 | AMAZON.COM*MV0IV4BN3 AMZN.COM/BILL WA-<br>PUR ID: 113-5305262-33570 TAX: 0.00     | 24692165246107353260855 | 5942 | 25.00    |
| 09-04                | 09-03 | ASSOCIATION OF LOCAL GOV 859-276-1147 KY-<br>PUR ID: PO 746587045400 TAX: 10.80   | 24801975246466444674106 | 8699 | 270.00   |
| 09-04                | 09-03 | ASSOCIATION OF LOCAL GOV 859-276-1147 KY<br>PUR ID: PO 246477745402 TAX: 10.80    | 24801975246466444674114 | 8699 | 270.00   |
| 09-04                | 09-03 | ASSOCIATION OF LOCAL GOV 859-276-1147 KY<br>PUR ID: PO 746616045403 TAX: 10.80    | 24801975246466444674122 | 8699 | 270.00   |
| 09-08                | 09-05 | EB '2025 ANNUAL FRAUD 801-413-7200 CA<br>PUR ID: 13188777013 TAX: 0.00            | 24036295248744530281079 | 7399 | 450.00   |
| 09-08                | 09-06 | AMAZON MKTPL*K94NA1NZ3 AMZN.COM/BILL WA<br>PUR ID: 113-7178604-26034 TAX: 1.25    | 24692165249109928781099 | 5942 | 13.50    |

| CUSTOMER SERVICE CALL  | ACCOUNT NUMBER                  |                          | ACCOUNT SUMMARY              |           |
|--|---------------------------------|--------------------------|------------------------------|-----------|
|  |                                 |                          | PREVIOUS BALANCE             | \$.00     |
| 800-344-5696   | STATEMENT DATE<br>09-12-25      | DISPUTED AMOUNT<br>\$.00 | PURCHASES &<br>OTHER CHARGES | \$2,609.1 |
| SEND BILLING INQUIRIES TO:   | END BILLING INQUIRIES TO: AMOUN |                          | CASH ADVANCES                | \$.00     |
| The state of the state of  | \$ 0.00<br>DO NOT REMIT         |                          | CASH ADVANCE FEE             | \$.00     |
| C/O U.S. BANCORP SERVICE CENTER, INC.<br>U.S. BANK NATIONAL ASSOCIATION<br>P.O. BOX 6336<br>FARGO, ND 58125-6335 |                                 |                          | CREDITS                      | \$.00     |

# Purchase card log and activity



## Zoom in on credit card statement details

| NEW ACCOUNT ACTIVITY |       |   |                         |      |          |  |
|----------------------|-------|---|-------------------------|------|----------|--|
| POST                 | TRAN  | TRANSACTION DESCRIPTION   | REFERENCE NUMBER        | мсс  | AMOUNT   |  |
| 08-20                | 08-19 | 4IMPRINT, INC 4IMPRINT.COM WI<br>PUR ID: 29469294 TAX: 93.79                      | 24692165231103683475088 | 5969 | 1,060.69 |  |
| 09-03                | 09-02 | CROWDPURR.COM PLAN CROWDPURR.COM OH<br>PUR ID: in1S2zC9IS4CJp1Lx0yIVDsh TAX: 0.00 | 24492165246100016533364 | 5734 | 249.99   |  |
| 09-04                | 09-03 | AMAZON.COM*MV0IV4BN3 AMZN.COM/BILL WA<br>PUR ID: 113-6305262-33570 TAX: 0.00      | 24692165246107353260855 | 5942 | 25.00    |  |
| 09-04                | 09-03 | ASSOCIATION OF LOCAL GOV 859-276-1147 KY<br>PUR ID: PO 746587045400 TAX: 10.80    | 24801975246466444674106 | 8699 | 270.00   |  |
| 09-04                | 09-03 | ASSOCIATION OF LOCAL GOV 859-276-1147 KY<br>PUR ID: PO 246477745402 TAX: 10.80    | 24801975246466444674114 | 8699 | 270.00   |  |
| 09-04                | 09-03 | ASSOCIATION OF LOCAL GOV 859-276-1147 KY<br>PUR ID: PO 746616045403 TAX: 10.80    | 24801975246466444674122 | 8699 | 270.00   |  |
| 09-08                | 09-05 | EB *2025 ANNUAL FRAUD 801-413-7200 CA<br>PUR ID: 13188777013 TAX: 0.00            | 24036295248744530281079 | 7399 | 450.00   |  |
| 09-08                | 09-06 | AMAZON MKTPL*K94NA1NZ3 AMZN.COM/BILL WA<br>PUR ID: 113-7178604-26034 TAX: 1.25    | 24692165249109928781099 | 5942 | 13.50    |  |

From: Armijo, Sadie (SAO) <armijos@sao.wa.gov>

Sent on: Friday, September 5, 2025 2:16:58 PM

To: Lycan, Alex (SAO) <lycana@sao.wa.gov>; Pritchard, Brandi (SAO) <pritchab@sao.wa.gov>

CC: Gillis, Jeana (SAO) < gillisj@sao.wa.gov>
Subject: RE: 2025 Spokane ACFE - training approval

I approve Alex attending this training.

From: Lycan, Alex (SAO) <lycana@sao.wa.gov> Sent: Friday, September 5, 2025 6:50 AM

To: Armijo, Sadie (SAO) <armijos@sao.wa.gov>; Pritchard, Brandi (SAO) <pritchab@sao.wa.gov>

Cc: Gillis, Jeana (SAO) <gillisj@sao.wa.gov>
Subject: 2025 Spokane ACFE - training approval

### Morning!

I'm going to work with Jeana today to use the p-card to pay for the 2025 Spokane ACFE training in October. Can I get one/both of your approvals in email for her records on the p-card?

### Thanks!



Alex Lycan, CFE
Special Investigations Program Manager
Office of the Washington State Auditor
+1 (564) 999-0896 | Pronouns: He, Him, His
Learn more at: sao.wa.gov/preventing-fraud



### Association of Certified Fraud Examiners

### **Spokane Chapter**

\$450.00

Questions about 2025 Annual Fraud Conference? View event details or Contact the organizer

### **Payment Summary**

Order #13188777013

Order date: September 5, 2025

Info Requested Info 1 x Full Conference Early Bird Rate

Requested

Total: 450.00 USD

Paid by Visa

Appears on your card statement as EB \*2025 Annual Fraud

Contact the organizer for any questions related to this purchase.



# Would you approve this?

- Is this adequate support for a credit card expenditure?
- Are these expenses on the right card?
- What is missing?
- What is this for?
- Who approved this?



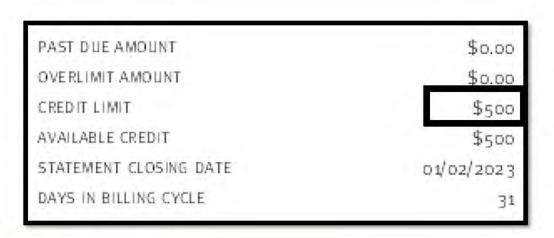
# Small town credit card statement: What do you see?

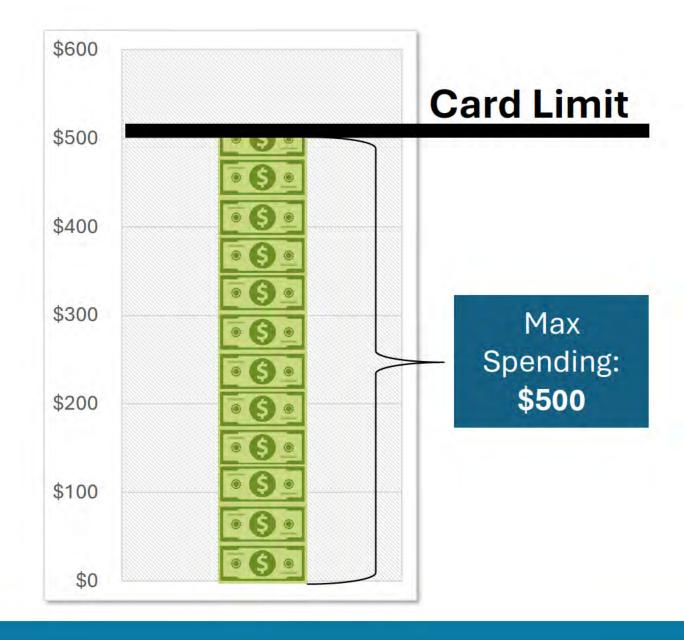
| TRAN DATE | POST DATE |                      | DESCRIPTION     | AMOUNT      |   |
|-----------|-----------|----------------------|-----------------|-------------|---|
| 12/05     | 12/05     | UPHOLD NEW YORK NY   |                 | \$550.00    |   |
| 12/05     | 12/06     | TOYOTA TIS TECH SERV | 800-802-9650 WI | \$65,00     |   |
| 12/05     | 12/06     | UPHOLD NEW YORK NY   |                 | \$218.00    | THE RESERVE AND ADDRESS OF THE PARTY OF THE |
| 12/06     | 12/06     | UPHOLD NEW YORK NY   |                 | \$600,00    | Digital currency  |
| 12/06     | 12/06     | UPHOLD NEW YORK NY   |                 | \$300.00    |   |
| 12/07     | 12/07     | STAWIPS.COW C        | 55-608-2077 1A  | 30,00       |   |
| 12/07     | 12/07     | PAYMENT - THANK YOU  | LIBERTY LAKE WA | -\$1,700.00 |   |
| 12/07     | 12/07     | PAYMENT - THANK YOU  | LIBERTY LAKE WA | -\$1,600,00 |   |
| 12/07     | 12/07     | PAYMENT - THANK YOU  | LIBERTY LAKE WA | -\$900,00   |   |
| 12/07     | 12/08     | PAYPAL *SHERLOCKMIC  | CA              | \$544.95    |   |
| 12/08     | 12/08     | PAYMENT - THANK YOU  | LIBERTY LAKE WA | -\$1,800.00 |   |
| 12/07     | 12/09     | PAYPAL *LMSERVAS     | CA              | \$772.05    | Donk transfer in  |
| 12/07     | 12/09     | PAYPAL *LMSERVAS     | CA              | \$617.70    | Bank transfer in  |
| 12/08     | 12/09     | PAYPAL *LMSERVAS     | CA              | \$1,029.30  | CONTRACTOR OF STREET  |
| 12/09     | 12/09     | PAYMENT - THANK YOU  | LIBERTY LAKE WA | -\$1,800.00 |   |
| 12/10     | 12/10     | PAYMENT - THANK YOU  | LIBERTY LAKE WA | -\$1,900.00 |   |
| 12/10     | 12/10     | PAYMENT - THANK YOU  | LIBERTY LAKE WA | -\$1,100.00 |   |
| 12/10     | 12/10     | PAYMENT - THANK YOU  | LIBERTY LAKE WA | -\$800.00   |   |
| 12/08     | 12/11     | PAYPAL *LMSERVAS     | CA              | \$823.50    |   |
| 12/08     | 12/11     | PAYPAL *LMSERVAS     | CA              | \$545.67    |   |
| 12/09     | 12/11     | PAYPAL *LMSERVAS     | CA              | \$835.85    | Doy Dol out   |
| 12/09     | 12/11     | PAYPAL *LMSERVAS     | CA              | \$926.40    | PayPal out  |
| 12/10     | 12/11     | PAYPAL *LMSERVAS     | CA              | \$1,080.75  |   |
| 12/11     | 12/11     | PAYMENT - THANK YOU  | LIBERTY LAKE WA | -\$1,800.00 |   |
| 12/10     | 12/12     | PAYPAL *LMSERVAS     | CA              | \$1,440.90  |   |
| 12/11     | 12/12     | PAYPAL *LMSERVAS     | CA              | \$1,247.45  |   |

# Supporting documentation for the payments and expenses?

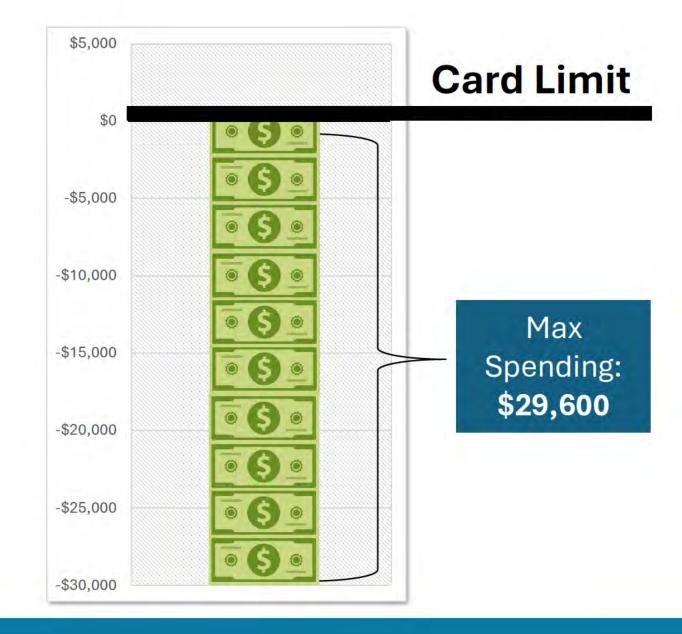
# No documentation/support

## Credit limit





| ACCOUNT SUM            | IMARY        |  |  |
|------------------------|--------------|--|--|
| PREVIOUS BALANCE       | -\$12,058.69 |  |  |
| - PAYMENTS             | \$63,214.62  |  |  |
| - OTHER CREDITS        | \$0.00       |  |  |
| + PURCHASES            | \$46,170.03  |  |  |
| + OTHER DEBITS         | \$0.00       |  |  |
| + CASH ADVANCES        | \$0.00       |  |  |
| + FEES CHARGED         | \$0.00       |  |  |
| + INTEREST CHARGED     | \$0.00       |  |  |
| NEW BALANCE            | -\$29,103.28 |  |  |
| PAST DUE AMOUNT        | \$0.00       |  |  |
| OVERLIMIT AMOUNT       | \$0.00       |  |  |
| CREDIT LIMIT           | \$500        |  |  |
| AVAILABLE CREDIT       | \$500        |  |  |
| STATEMENT CLOSING DATE | 01/02/2023   |  |  |
| DAYS IN BILLING CYCLE  | 31           |  |  |





# Reviewing and Monitoring

# **Key Preventative Control**

Remember that audit evidence criteria from the auditing standards (this is what the auditor is looking for!)

**Accuracy** 



Completeness



**Authenticity** 



Susceptibility to management bias





# Review and approval is so important



# Fraud Investigations Program

- State law (RCW 43.09.185) requires state and local governments to report losses to SAO.
- Website suggests actions to take if you suspect a loss:
  - Protect the accounting records.
  - Notify others who need to know.
  - Notify your legal counsel.
  - Consult with SAO before you file a police report.
  - Gain approval before you enter into any restitution agreement.

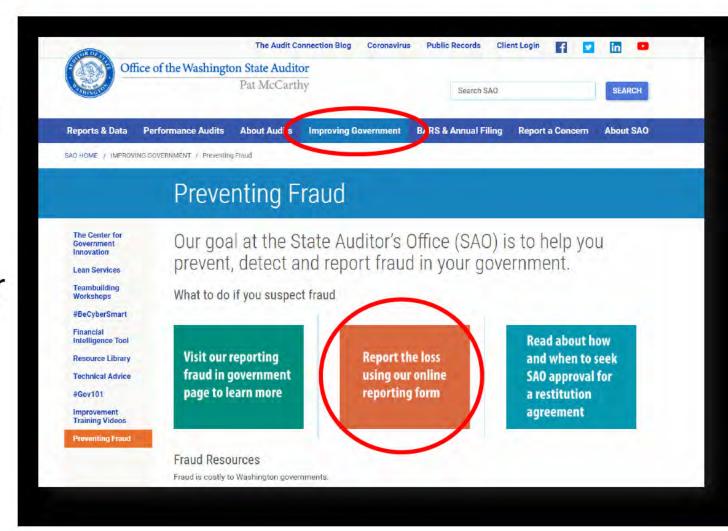
Report known or suspected incidents easily through our online Report a Suspected Fraud or Loss form here





# Reporting fraud or loss

- Report any known or suspected instances of fraud or loss to SAO
- Use SAO's website and the "Report a Suspected Fraud or Loss" form
- For more information email fraud@sao.wa.gov



# Resource library

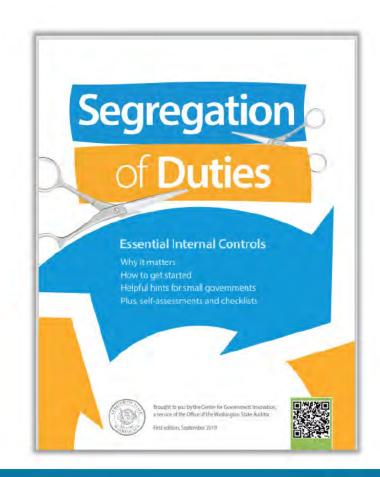




# Some examples of resources







## Subscribe to SAO's e-newsletter



### Two ways to sign up:

- 1. Via SAO's website at sao.wa.gov
- 2. Scan the QR code below:



## **Contact information**

Carol Gross, Audit Manager for Team Financial Audit

Carol.Gross@sao.wa.gov

(564) 999-0897

Sadie Armijo, Director of State Audit and Special Investigations

Sadie.Armijo@sao.wa.gov

(564) 999-0808

Website: www.sao.wa.gov Twitter: @WAStateAuditor

Facebook: www.facebook.com/WaStateAuditorsOffice

LinkedIn: Washington State Auditor's Office





# Break

Be back by 9:30!

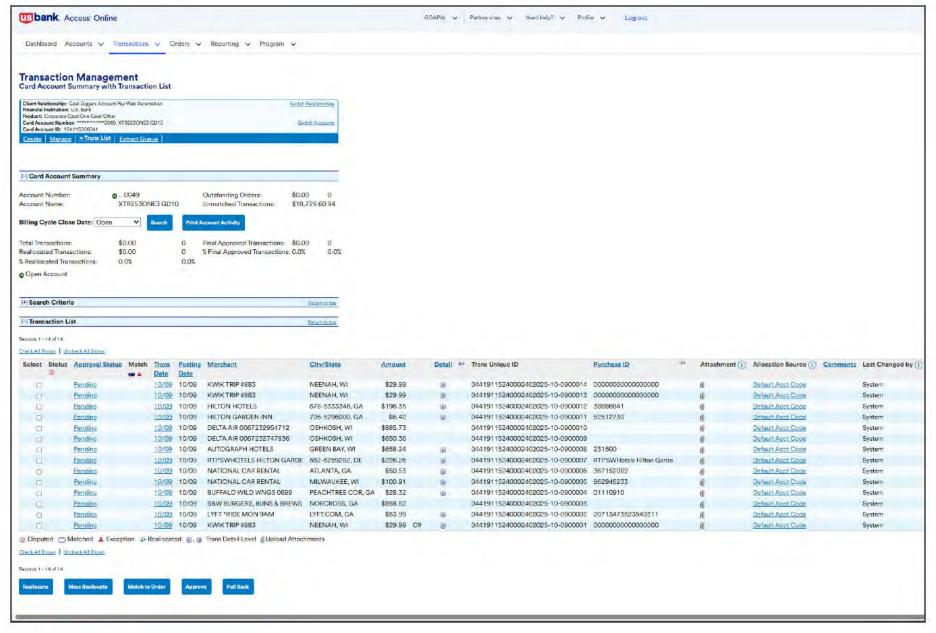


# Access Online Transaction Management

Latosha Bishop, Senior Product Manager for Access Online Lance Yount, Department of Labor & Industries

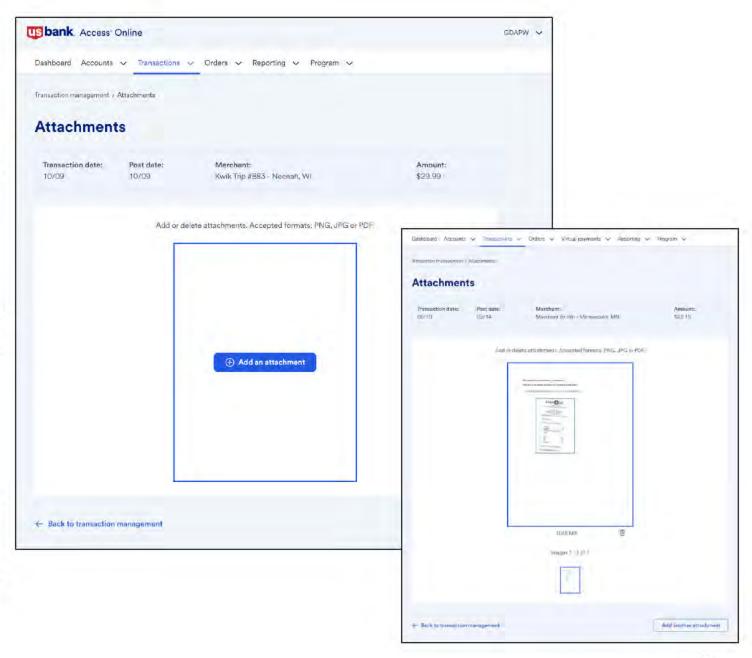
## Transaction Management

- Benefits and features:
  - Transaction list
  - Allocations
  - Approvals
  - Attachments
  - Comments
  - Customizable
    - By hierarchy
    - · By user profile

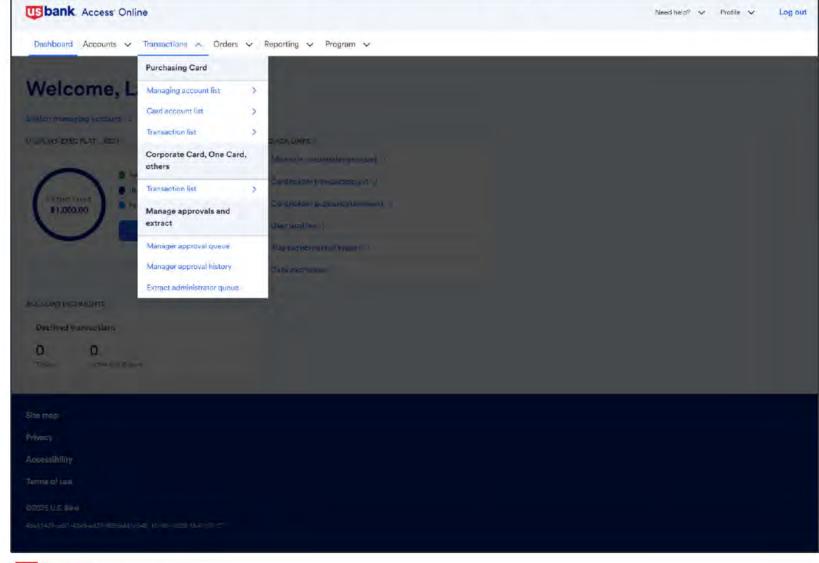


# Attachments screen – add, modify or delete attachment

- Accepted formats: PNG, JPG or PDF.
- Max upload of 5MB, combined with all attachments for the transaction
- Users can view/modify/delete the existing attachments from this screen
- Transactions and attachments can be viewed:
  - Online for any set timeframe (e.g., yesterday, last seven days, October 2023, etc.)
  - For up to 13 billing cycles (previous 12 cycles plus current)
  - Within online reporting 72 months of data is available

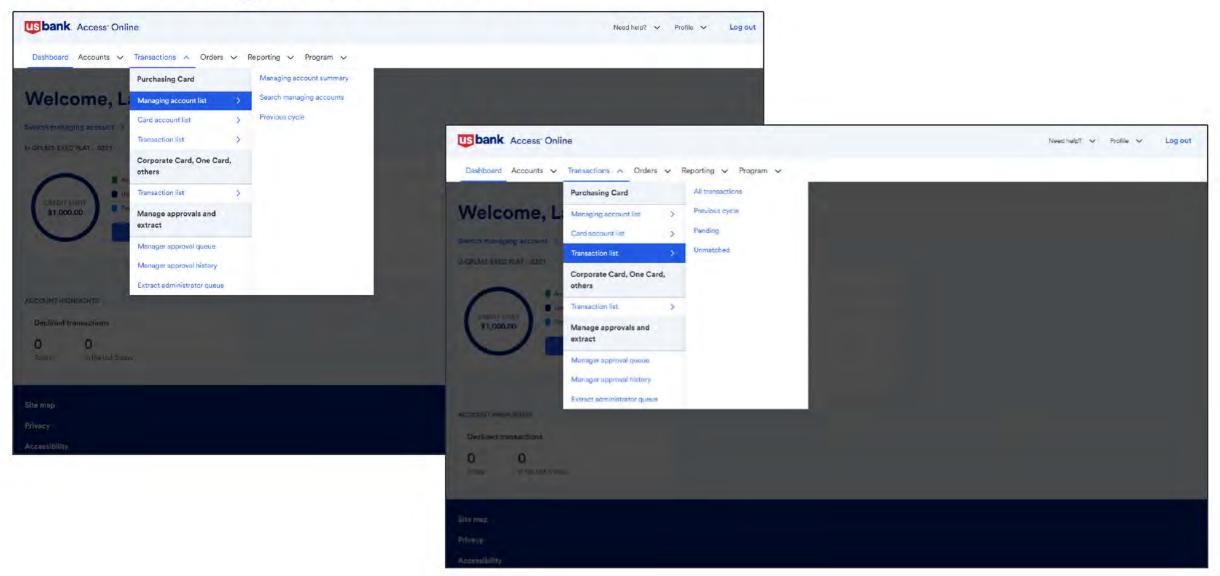


## Coming Soon - Global Navigation for Transaction Management



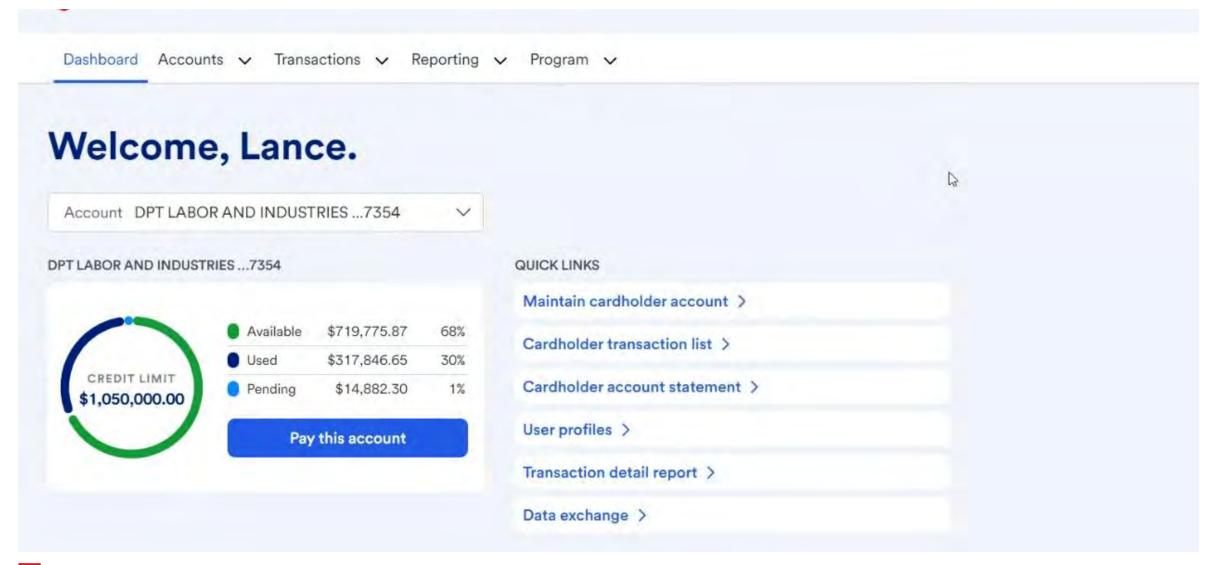
- Users will have access to Transaction Management via Global Navigation.
- The menu items
   displayed will vary
   depending on program
   setup, user access, and
   hierarchy and/or
   account assignment.

## Global Navigation continued

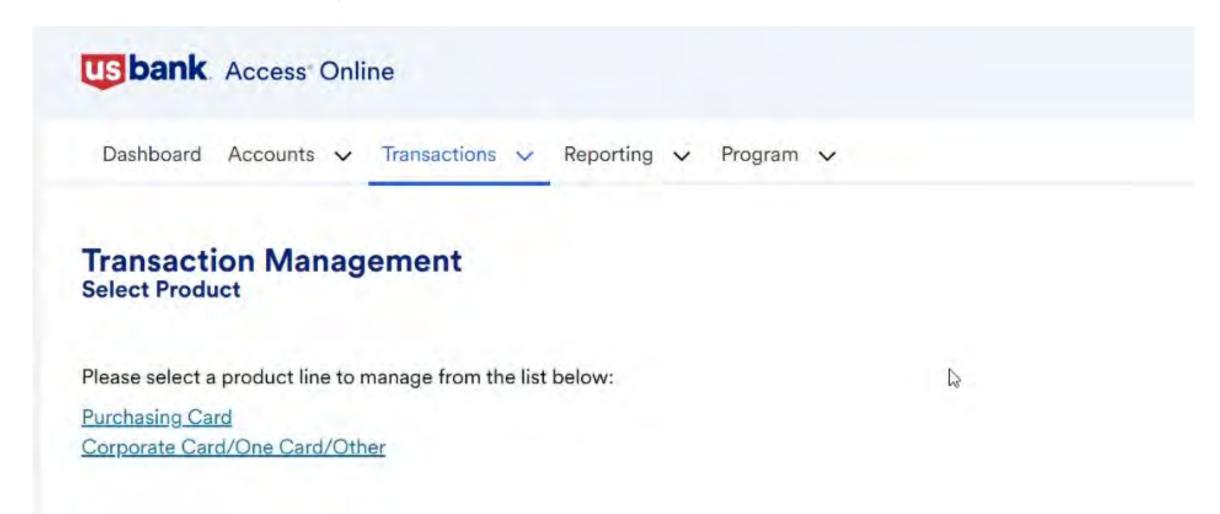


# us bank

## Transaction Management: Cardholder View



## **Select Purchasing Card**



### **Select Transaction List**

#### Managing Account List

View summary information for all Managing and Diversion Accounts.

### Search Managing Account List

Allows you to provide your own search criteria first before any results are presented.

#### View Previous Cycle

Presents the Managing Account list for the previous cycle.

### **Card Account List**

View summary information for all Cardholder Accounts.

#### Search Card Account List

Allows you to provide your own search criteria first before any results are presented.

### View Previous Cycle

Presents the Cardholder Account list for the previous cycle.

### Transaction List

View, review, Transaction List ocate and add comments to transaction information.

### View Previous Cycle

Presents the Transaction list for the previous cycle.

#### View Pending Transactions

Presents the pending transactions list.

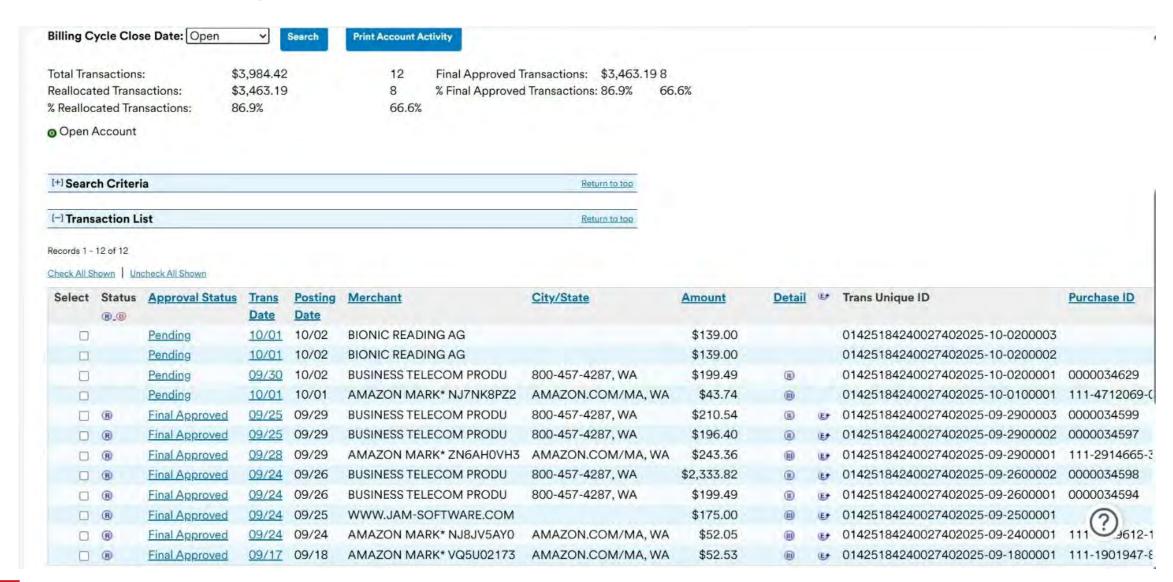
### View Unmatched Transactions

Presents the unmatched transactions list.

## Type last 4 digits of card

### **Transaction Management** Search & Select an Account Cardholder Account Search Search for an account by Cardholder Account Number, Account Unique ID, Name, or Social Security Number. You can also find a cardholder account by first Searching for a Managing Account. Account Number (Last 4 digits): Account Unique ID: (1) OR Last Name: First Name: OR **Social Security Number:** OR Search

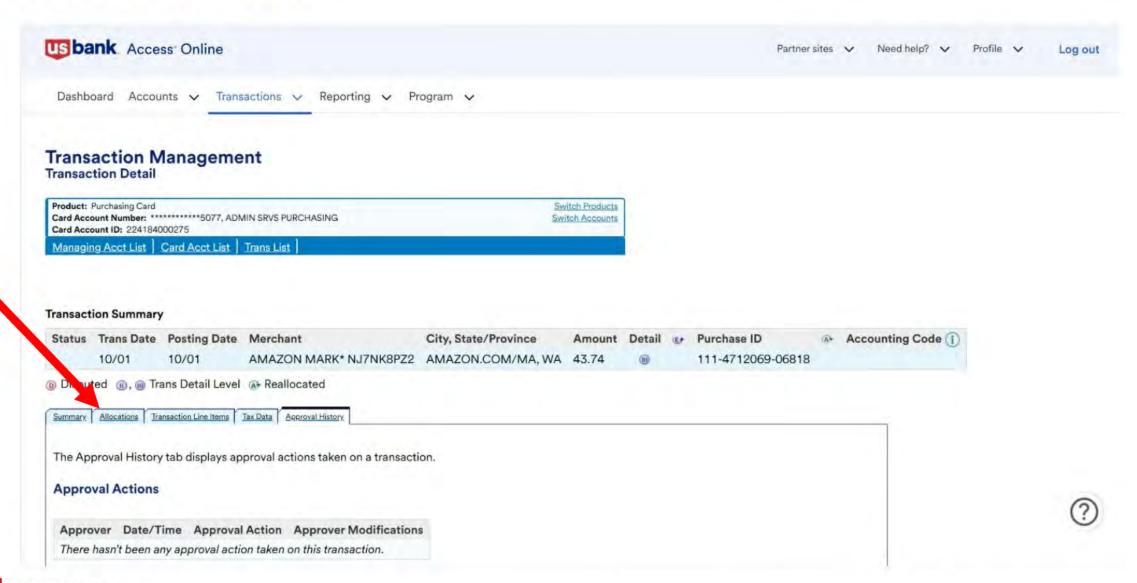
## **Select Pending Transactions**



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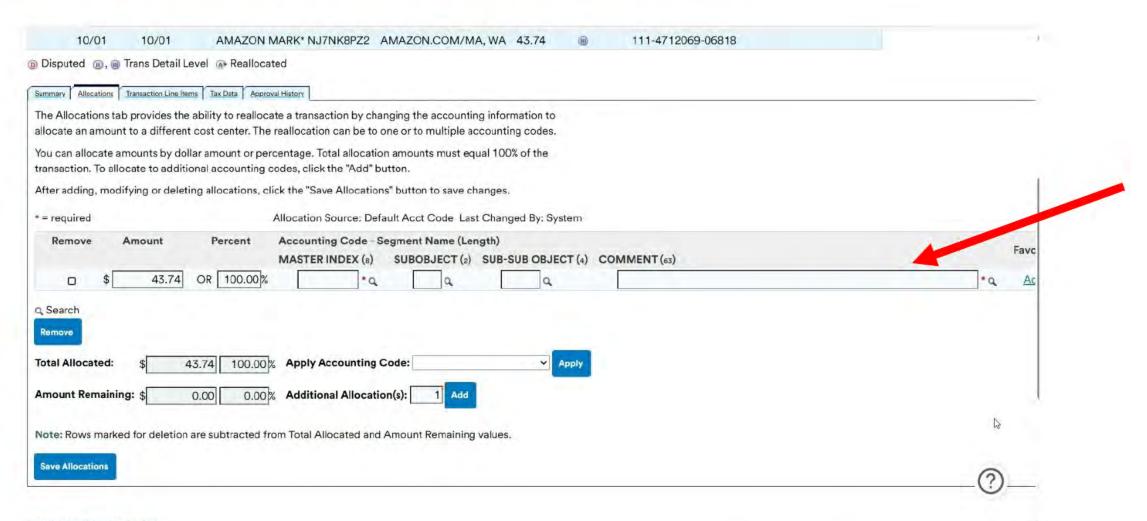
### **Select Allocations**



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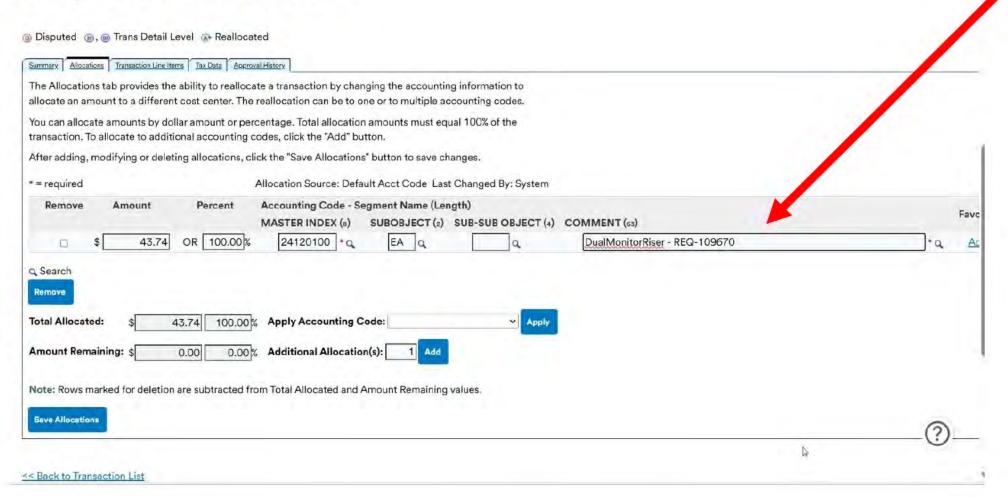
69

## **Add Allocations / Split Transaction Allocation**



<< Back to Transaction List

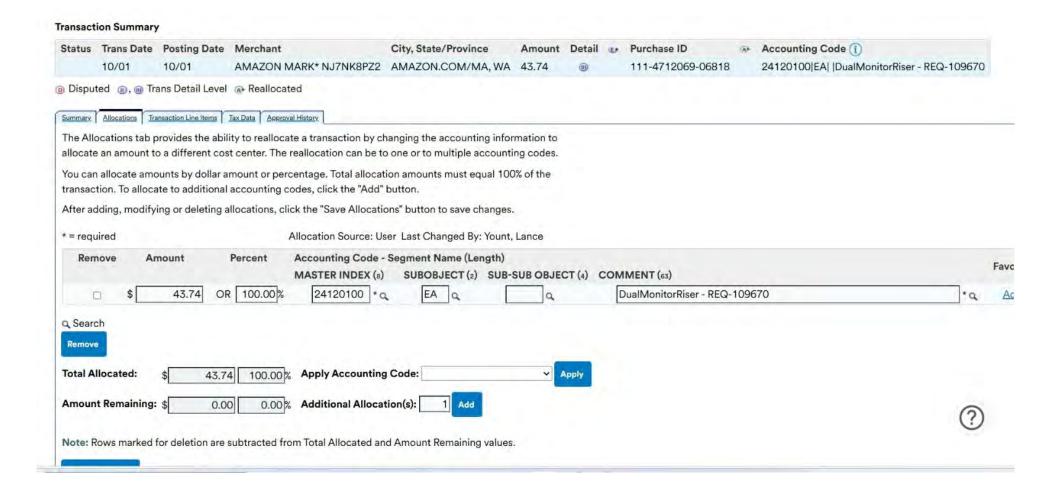
## **Example of Allocation**



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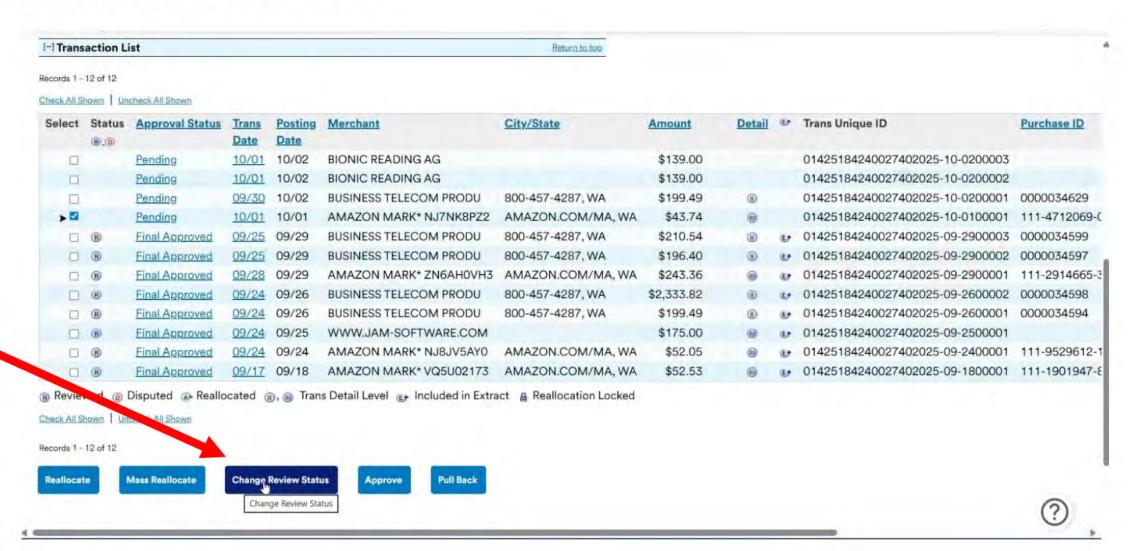
## **Transaction Summary**



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## **Change Review Status**





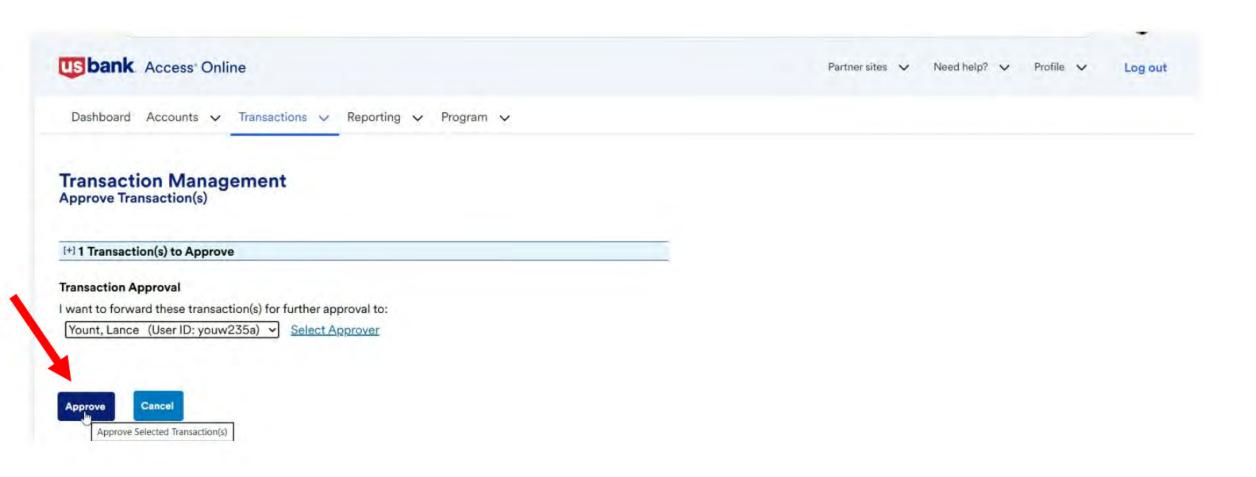
## **Approve the Transaction**

| heck All S | nown   Un     | check All Shown |               |                 |                        |                   |            |             |     |                                 |             |
|------------|---------------|-----------------|---------------|-----------------|------------------------|-------------------|------------|-------------|-----|---------------------------------|-------------|
| Select     | Status<br>®.® | Approval Status | Trans<br>Date | Posting<br>Date | Merchant               | City/State        | Amount     | Detail      | E)  | Trans Unique ID                 | Purchase ID |
|            |               | Pending         | 10/01         | 10/02           | BIONIC READING AG      |                   | \$139.00   |             |     | 01425184240027402025-10-0200003 |             |
|            |               | Pending         | 10/01         | 10/02           | BIONIC READING AG      |                   | \$139.00   |             |     | 01425184240027402025-10-0200002 |             |
|            |               | Pending         | 09/30         | 10/02           | BUSINESS TELECOM PRODU | 800-457-4287, WA  | \$199.49   | <b>(II)</b> |     | 01425184240027402025-10-0200001 | 0000034629  |
| > 🔽        | ®             | Pending         | 10/01         | 10/01           | AMAZON MARK* NJ7NK8PZ2 | AMAZON.COM/MA, WA | \$43.74    | (11)        |     | 01425184240027402025-10-0100001 | 111-4712069 |
|            | ®             | Final Approved  | 09/25         | 09/29           | BUSINESS TELECOM PRODU | 800-457-4287, WA  | \$210.54   | ®           | (E) | 01425184240027402025-09-2900003 | 0000034599  |
| 0          | ®             | Final Approved  | 09/25         | 09/29           | BUSINESS TELECOM PRODU | 800-457-4287, WA  | \$196.40   | (1)         | 1   | 01425184240027402025-09-2900002 | 0000034597  |
|            | R             | Final Approved  | 09/28         | 09/29           | AMAZON MARK* ZN6AH0VH3 | AMAZON.COM/MA, WA | \$243.36   | (II)        | E   | 01425184240027402025-09-2900001 | 111-2914665 |
|            | R             | Final Approved  | 09/24         | 09/26           | BUSINESS TELECOM PRODU | 800-457-4287, WA  | \$2,333.82 | 0           | E   | 01425184240027402025-09-2600002 | 0000034598  |
|            | ®             | Final Approved  | 09/24         | 09/26           | BUSINESS TELECOM PRODU | 800-457-4287, WA  | \$199.49   | (B)         | E   | 01425184240027402025-09-2600001 | 0000034594  |
|            | ®             | Final Approved  | 09/24         | 09/25           | WWW.JAM-SOFTWARE.COM   |                   | \$175.00   | (1)         | E+  | 01425184240027402025-09-2500001 |             |
| 0          | ®             | Final Approved  | 09/24         | 09/24           | AMAZON MARK* NJ8JV5AY0 | AMAZON.COM/MA, WA | \$52.05    | (H)         | E+  | 01425184240027402025-09-2400001 | 111-9529612 |
|            | (R)           | Final Approved  | 09/17         | 09/18           | AMAZON MARK* VQ5U02173 | AMAZON.COM/MA, WA | \$52.53    | (1)         | E+  | 01425184240027402025-09-1800001 | 111-1901947 |



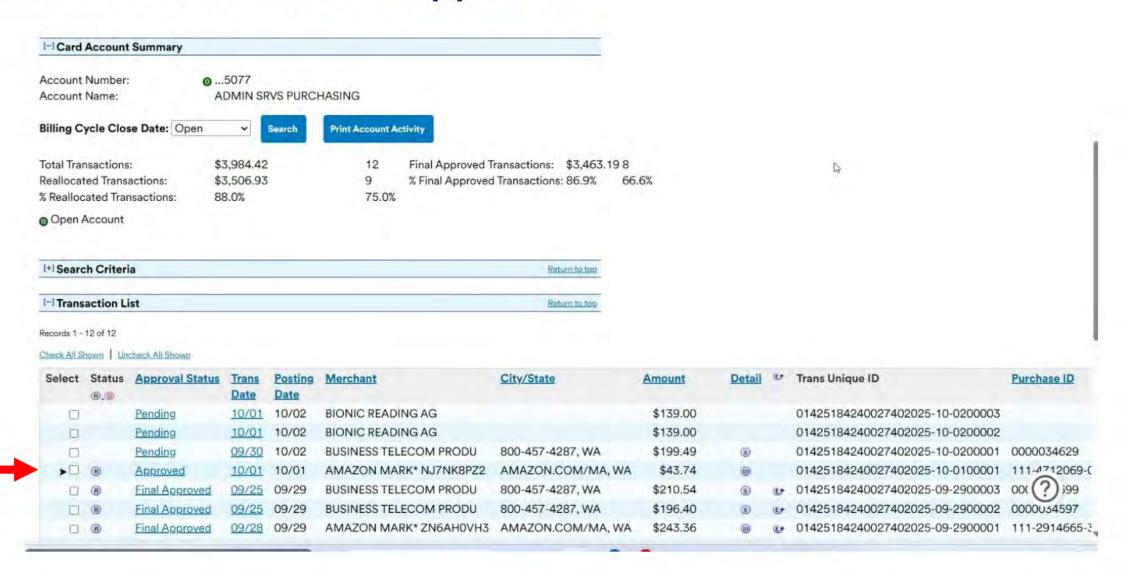
74

## **Send to Approver**



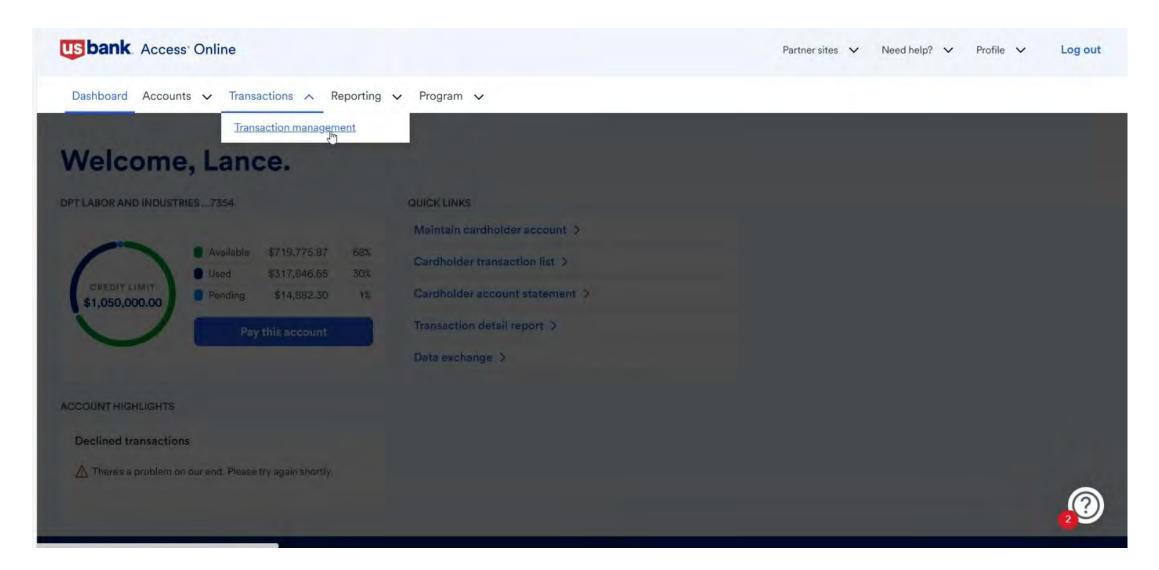
U.S. Bank | Confidential

## **Confirm Transaction is Approved**



U.S. Bank | Confidential

## **Approver View**



U.S. Bank | Confidential

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## Manager Approval Queue

#### **Transaction List**

View, review, allocate/reallocate and add comments to transaction information.

#### View Previous Cycle

Presents the Transaction list for the previous cycle.

#### View Pending Transactions

Presents the pending transactions list.

#### View Unmatched Transactions

Presents the unmatched transactions list.

#### Manager Approval Queue

View, approve, reje Manager Approval Queue sactions in your approval queue.

#### Manager Approval History

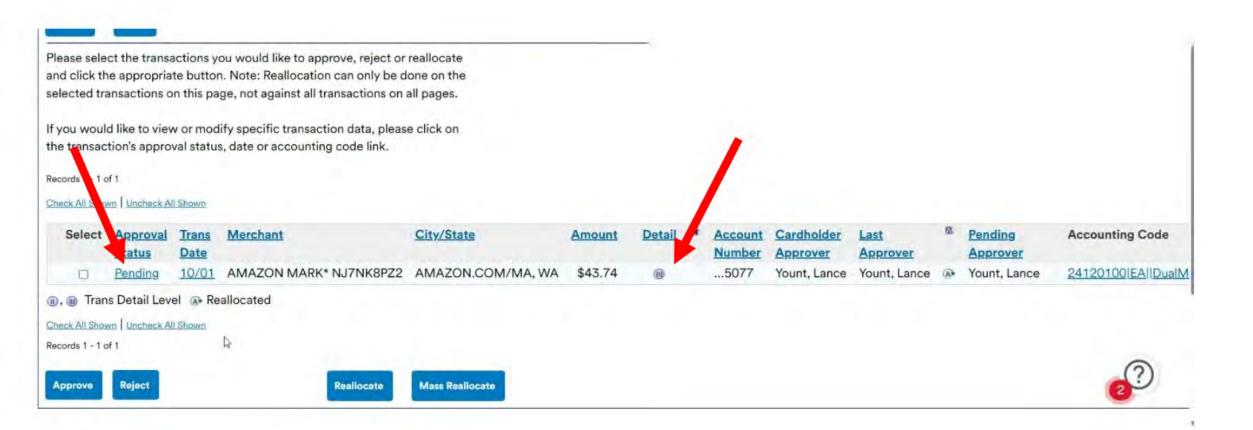
View and pull back transactions previously approved by you.



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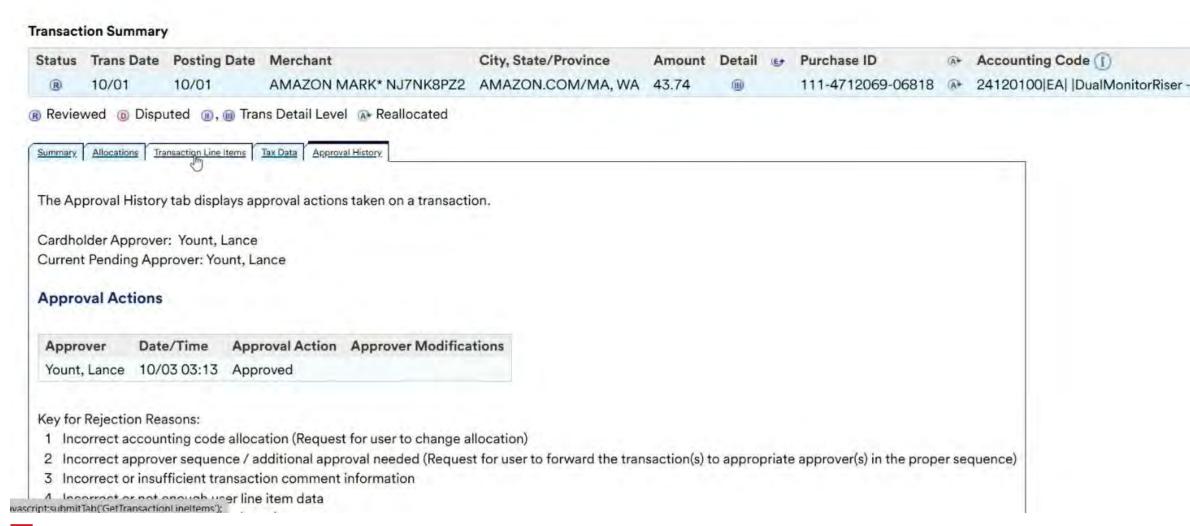
U.S. Bank | Confidential

## **Select Pending**



U.S. Bank | Confidential

## **Transaction Line Items**



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## **Transaction Line Item Detail**

#### Halisaction Management

Transaction Detail

Card Account Number: \*\*\*\*5077, ADMIN SRVS PURCHASING
Card Account ID: 224184000275

Managing Acct List | Card Acct List | Trans List | Manager's Queue |

#### **Transaction Summary**

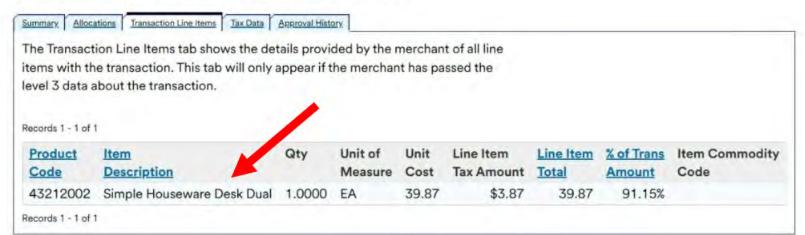


® Reviewed 

Disputed 

Trans Detail Level 

Reallocated





CC Rack to Manager Annroyal Queue



## **Select Approve**



| Select | Status | Approval Status | Trans | Posting | Merchant               | City/State        | Amount     | Detail | E  | Trans Unique ID                 | Purchase ID   |
|--------|--------|-----------------|-------|---------|------------------------|-------------------|------------|--------|----|---------------------------------|---------------|
|        | R_D    |                 | Date  | Date    |                        |                   |            |        |    |                                 |               |
|        |        | Pending         | 10/01 | 10/02   | BIONIC READING AG      |                   | \$139.00   |        |    | 01425184240027402025-10-0200003 |               |
|        |        | Pending         | 10/01 | 10/02   | BIONIC READING AG      |                   | \$139.00   |        |    | 01425184240027402025-10-0200002 |               |
|        |        | Pending         | 09/30 | 10/02   | BUSINESS TELECOM PRODU | 800-457-4287, WA  | \$199.49   | (1)    |    | 01425184240027402025-10-0200001 | 0000034629    |
| > 0    | ®      | Approved        | 10/01 | 10/01   | AMAZON MARK* NJ7NK8PZ2 | AMAZON.COM/MA, WA | \$43.74    | (1)    |    | 01425184240027402025-10-0100001 | 111-4712069-0 |
| 0      | ®      | Final Approved  | 09/25 | 09/29   | BUSINESS TELECOM PRODU | 800-457-4287, WA  | \$210.54   | 1      | 60 | 01425184240027402025-09-2900003 | 0000034599    |
| 0      | ®      | Final Approved  | 09/25 | 09/29   | BUSINESS TELECOM PRODU | 800-457-4287, WA  | \$196.40   | 1      | E  | 01425184240027402025-09-2900002 | 0000034597    |
|        | ®      | Final Approved  | 09/28 | 09/29   | AMAZON MARK* ZN6AH0VH3 | AMAZON.COM/MA, WA | \$243.36   | (1)    | E  | 01425184240027402025-09-2900001 | 111-2914665-3 |
|        | ®      | Final Approved  | 09/24 | 09/26   | BUSINESS TELECOM PRODU | 800-457-4287, WA  | \$2,333.82 | (1)    | Et | 01425184240027402025-09-2600002 | 0000034598    |
|        | ®      | Final Approved  | 09/24 | 09/26   | BUSINESS TELECOM PRODU | 800-457-4287, WA  | \$199.49   | (1)    | E  | 01425184240027402025-09-2600001 | 0000034594    |
|        | ®      | Final Approved  | 09/24 | 09/25   | WWW.JAM-SOFTWARE.COM   |                   | \$175.00   | (ii)   | E  | 01425184240027402025-09-2500001 |               |
|        | ®      | Final Approved  | 09/24 | 09/24   | AMAZON MARK* NJ8JV5AY0 | AMAZON.COM/MA, WA | \$52.05    | (ii)   | E  | 01425184240027402025-09-2400001 | 111-9529612-1 |
| 0      | ®      | Final Approved  | 09/17 | 09/18   | AMAZON MARK* VQ5U02173 | AMAZON.COM/MA, WA | \$52.53    | 0      | E  | 01425184240027402025-09-1800001 | 111-1901947-8 |

Reviewed Disputed Reallocated , Trans Detail Level Let Included in Extract Reallocation Locked

Check All Shown | Uncheck All Shown

Records 1 - 12 of 12

**Change Review Status** 



U.S. Bank

Reallocate

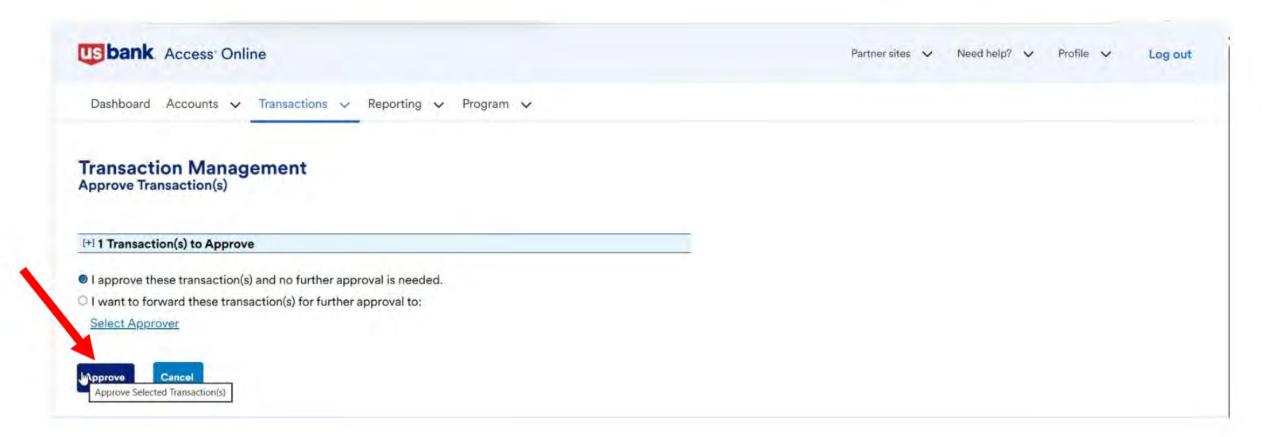
Mass Reallocate

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**Pull Back** 

Approve

## Final Approval Screen (select approve)

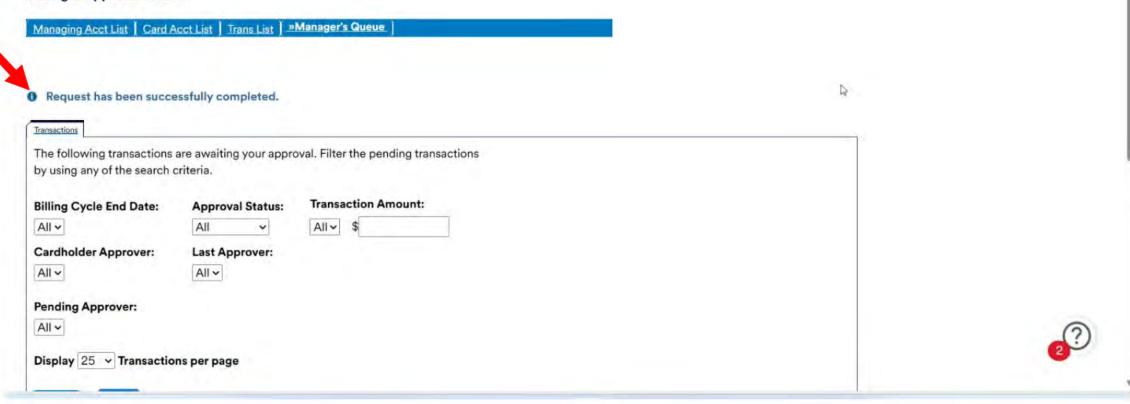


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## Success!!

## Transaction Management Manager Approval Queue



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# State of Washington Performance Highlights and Updates

Commercial Card Annual State Forum

## Meet your U.S. Bank Relationship Managers



**Monica Lockett** 

Higher Education and Public Sector Relationship Manager monica.lockett@usbank.com



**Shannon Ness** 

Higher Education and Public Sector Relationship Manager shannon.ness@usbank.com







US-BASED SUPPORT AVAILABLE 24|7|365





## U.S. Bank Support Model

Customized support includes comprehensive, ongoing client services through all phases of the product lifecycle

#### Cardholder Services

24/7 availability

#### Technical Help Desk

 Dedicated CPS Representatives

#### **Operations Account Manager**

- · Operational Account Inquiries
- · Access Online Support
- Day-to-day Administration

#### **Training Department**

- Online Training
- User Guides

#### Relationship Manager

- Program Reviews
- Custom Solutions
- Spend-Data Analysis

#### **Solutions Engineers**

- Evaluate Customer Needs and Systems
- · Engineer Customer Solutions

#### **Technical Consultants**

 Implement & Support defined Technical Solutions

#### **Program Optimization Analysts**

- Opportunity Reporting
- Benchmarking



## **Client Messaging Portal**

## Effective 10/30/2025 you will be required to submit requests via this method. We've launched a secure messaging portal for Program Administrators within Access® Online

## YESTERDAY

### **Emails with limited visibility**

Program Administrators email Client Service for support, making visibility and track difficult.

### **Limited fraud protection**

Customer verification & authentication happens manually, increasing the risk for fraudulent activity.

## **TODAY**

### Real-time visibility into requests

The portal provides Program
Administrators real-time status updates of each request.

#### Increased fraud protection

The portal uses multi-factor authentication to automatically verify users' identity, reducing the risk of fraudulent activity.

## The portal provides increased fraud prevention.

The industry has seen an uptick in fraudsters impersonating customers via email take over. Fraudsters are hacking into customer email and requesting banks to send large wire payments or open new credit cards.

**U.S. Bank is taking a proactive approach to prevent fraud.** Starting in the second half of 2025, Client Services will no longer accept account servicing requests via email. Customers will be required to submit requests via the secure message portal.

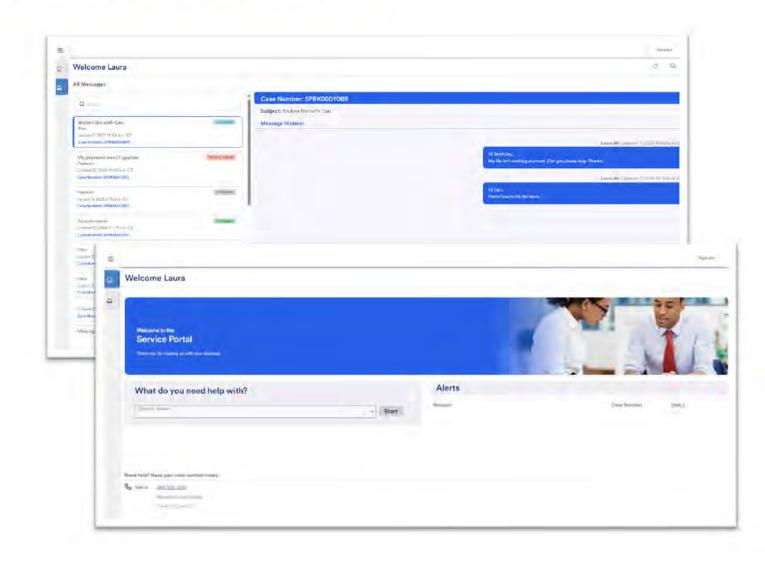
## Secure message portal – features and benefits

### **Technology**

- Security. The portal uses multi-factor authentication to automatically verify your identity before we service your account.
- No new login required. Access the portal using your existing Access Online program administrator user ID and password.

#### Service

- Same great people. The same people that answer your emails and phone calls will respond to portal requests.
- Real-time updates. See the status of your request in real time.
- Receive a quick response. An agent will respond to your inquiry within one business day.
- View historical requests. You'll have access to three years of prior requests.

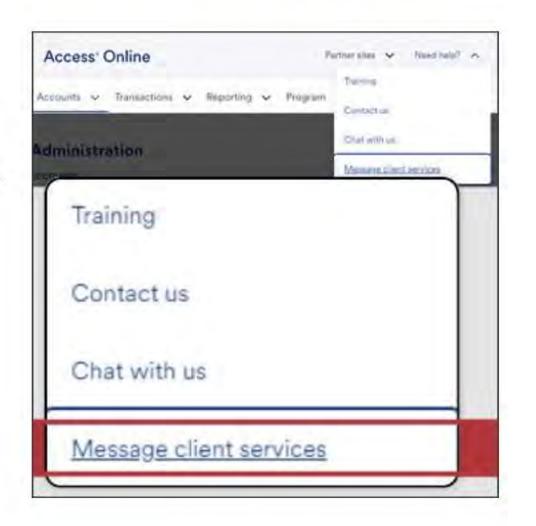


## How to contact client service via the secure message portal

You can access the portal by:

- 1. From the Access Online® homepage, click Need Help?
- 2. Choose Message Client Services.
- You can initiate a secure message from the portal homepage.

Your requests will be routed to your dedicated Account Coordinator, Tom Sewing



## **Market Trends**

## The B2B payments landscape: driven by the digital transformation

The increasing demand for digital payment options is propelling the adoption of commercial payments.



## Efficiencies through ERP integrations.

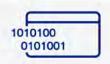
Automate the invoice to pay workstream and integrate into company's ERPs through APIs. 81% reduction in invoice processing costs by automating AP processes.



## Expense management and fraud prevention remain top of mind.

Simplifying expense management and enhancing payment traceability strengthens security.

22% annual cost savings for companies using integrated and AI enhanced travel and expense technology when combined with automated AP solutions.<sup>2</sup>



## Businesses want virtual cards.

21% CAGR from 2025 to 2030 for virtual cards in North American market will reach an estimated ~\$15B by 2030.3



## Digital wallet adoption boom continues.

85% of North Americans (with the U.S. being the dominant market) are using digital payment methods, with a notable increase in contactless payments in 2024.4

## Proactive security measures and robust fraud controls are needed for safeguarding financial transactions

Fraud attempts remain high with 79% of organizations experiencing them in 2024

Business email compromise (BEC) remains the top fraud vector, with 63% of organizations reporting it, impacting businesses with potentially catastrophic losses.



Check fraud persists as a major vulnerability, cited by 63% of respondents, especially for businesses slow to adopt digital payments.



**Wire transfers** are the most targeted by BEC scams, affecting 63% of respondents, a critical risk for high-value transactions.



New threats and vulnerabilities have emerged, but there are methods you can jointly employ to protect your organization from payments fraud.

U.S. Bank has ongoing fraud mitigation strategies including:

- ✓ Always-on fraud monitoring
- ✓ Program monitor
- Account alerts



## Relationship Review

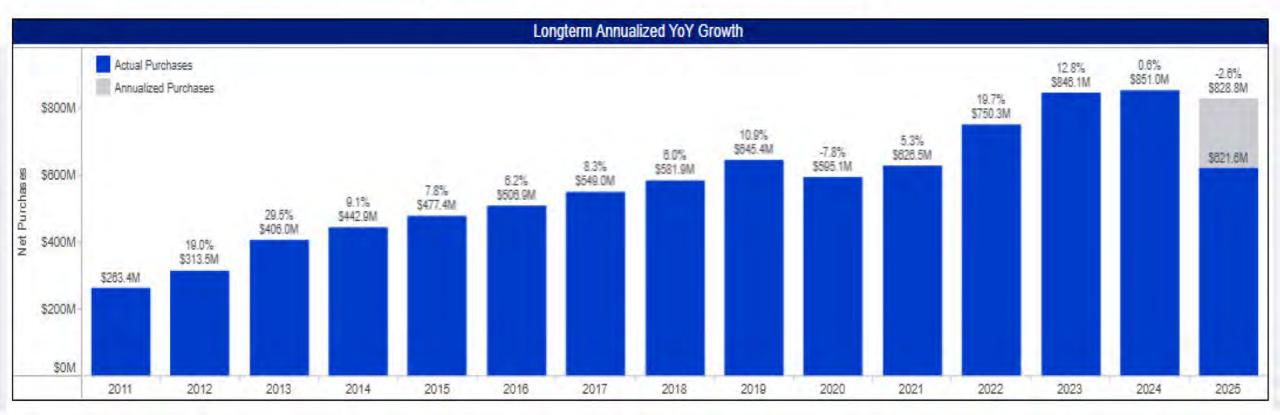
## State of Washington program overview

Program performance highlights year over year - all entities under the state's contract

Spend: \$851MM

Rebate: \$13.9MMpaid

**Transactions: 1.8MM** 



## State of Washington Program Review

## Top entities by spend: Includes all entities

- King County
- Washington State Department of Transportation
- · Washington State Department of Social and Health Services
- City of Tacoma
- · Washington Department of Fish and Wildlife
- Washington State Department of Children, Youth and Families
- Gonzaga University
- · Washington State Department of Corrections
- · The Housing Authority of the City of Seattle
- Seattle School District No. 1
- Spokane County
- Washington State Department of Enterprise Services
- Washington State Parks and Recreation Commission
- Public Hospital Dist No 1 Skagit County
- Pierce County
- Renton School District No 403
- · Washington State Patrol
- · City of Auburn
- · Tacoma School District No. 10
- Pasco School District #1
- · Washington State Department of Natural Resources
- · City of Bellevue
- Metropolitan Park District of Tacoma



## What APIs currently exist for CPS clients and what's new?

Corporate Payments APIs help you gain greater visibility, control and security over your payments program by integrating directly between our APIs and your internal system.

### **Existing APIs**

#### **Virtual Card Payments**

Key benefit: secure instant payments (within seconds).

#### Corporate credit cards

Key benefit: saves time by executing card changes directly from your own application.

#### **Access Online transactions**

Key benefit: download data and reports as you need.

#### Corporate statements

Key benefit: download historical statement information for a corporate account.

## **Enhancements coming soon**

#### **Virtual Card Payments**

- ✓ Ability to include invoice line-item details
- √ Pre-authorization capability

#### Corporate credit cards

- ✓ Corporate Credit Card (Commercial Credit Card)
  Sandbox
- ✓ One Card with Fleet APIs

## **Consulting Resources**

## In-house team dedicated to proactive, consultative client engagement

- Available for life of U.S. Bank relationship
- Expertise across full spectrum of Procure-to-Pay processes
- Provided at no cost
- Leverages external industry data sources
- Industry certified expertise

### Services provided

- Payment strategy development
- Industry benchmarking analysis
- Best practices consultation
- Program optimization
- · Payment process mapping
- Program utilization review
- Whitepaper program evaluation
- Supplier retention strategy recommendations



## Suite of options to review a card program from all perspectives

Our defined approach will maximize the potential impact of the overall client engagement

#### Card Product Review

- Review/Establish program philosophy
- Product inventory vs intended usage
- Mapping products to organizational structure

## Card Policies & Procedures Review

- Review/establish program policies by product/intended use
- Review/Establish cardholder agreement
- Review/Establish cardholder training necessary to obtain a card/maintain a card

#### Card Controls Review

- Review/audit MCC blocking structure
- Review cardholder annual spend vs credit limits
- Discuss payment/data analytics tools within AXOL
- Establish potential audit flags across the cardholder spectrum

## Card Program Reporting

- Provide insights into potentially relevant metrics for presenting program success
- Benchmarking
- Review dashboards to consider implementing

#### Card Program Best Practices Review

- Provide/review Best Practice Toolkit
- Review Best Practice
   Whitepaper for review/implementation
- Develop roadmap for addressing opportunities for growth

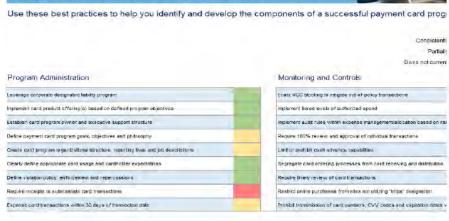
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## Virtual Card and/or Payment Card Best Practices

Payment card best practices

## Providing insights for continuous improvement toward the success of your program

- Easily assess payment card programs against defined best practices
- Visualize areas of opportunity utilizing "heat-map" approach
- Evaluate performance in critical areas across the program
- Create a whitepaper with recommendations to address areas of improvement or celebrate areas of success



#### RECOMMENDATIONS

The following observations and recommendations are based on the Payment Card Best Practices toolkit completed by Client interviews conducted with Client Payment Card staff and industry recognized best practices. The recommendations cover the following:

- · Program Administration
- Program Expansion
- Monitoring and Controls
- Reporting
- · Training and Communications.

The proposed recommendations are presented in terms of priority, but they should also be taken as part of a broader, overarching strategy to enhance operational efficiencies within the collective payment card program.

#### RECOMMENDATION #1 - PROGRAM ADMINISTRATION

#### Observation

Based on the best practices self-assessment, Client only partially leverages best practices involving Program
Administration. Specific areas not fully utilizing best practices include defining card program philosophy, goals,
objectives and identification of executive sponsorship. Client may also lack a thorough payment card program
organizational structure, clear lines of responsibility and reporting and detailed job descriptions for members of
the payment card team. It also appears Client may not consistently apply best practices in terms accounting for
payment card transactions and revenue share or enabling notification of cardholder fraud alerts. These practices
are deemed as foundational to the long-term success of Client payment card program and therefore designated

#### RECOMMENDATIONS

usbank

The following observations and recommendations are based on the Payment Card Best Practices toolkit completed by Client interviews conducted with Client Payment Card staff and industry recognized best practices. The recommendations cover the following:

- Program Administration
- Program Expansion
- Monitoring and Controls
- Reporting
- Training and Communications.

The proposed recommendations are presented in terms of priority, but they should also be taken as part of a broader, overarching strategy to enhance operational efficiencies within the collective payment card program.

the following strategies to address foundational elements, accounting raud. This strategy would include:

e sponsorship of the payment card program along with a clearly defined objectives. Utilize internally facing web portals and communication reports, executive briefings, departmental spotlights) to communicate rd organization and horizontally to peer departments. This framework ich all other aspects of the card program are measured and evaluated:

## **Program Monitor**

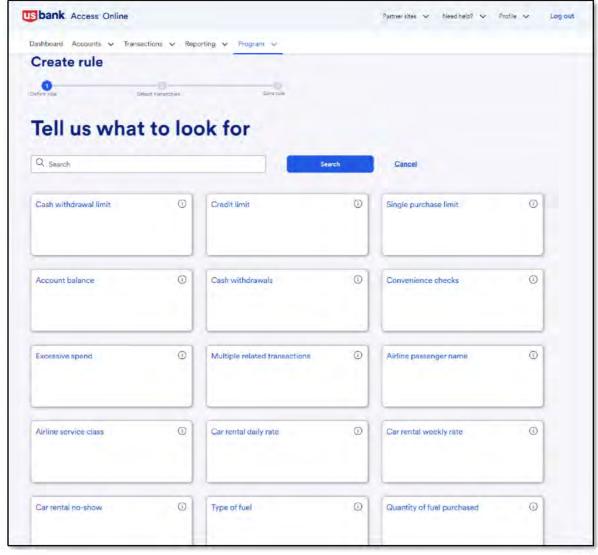
Automated Compliance Management that Works for You

## **Key Benefits**

- Enforces program compliance with custom rules tailored to your needs
- @ Identifies anomalies in account and transaction activity
- The Detects possible fraud, misuse, and out-of-policy spend
- Sends detailed alerts via email
- Documents your research within individual case records
- No additional cost to use

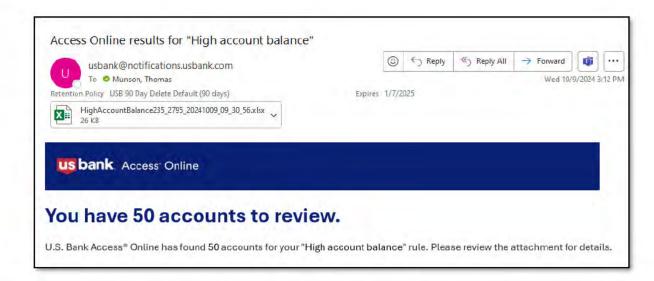
## **Features**

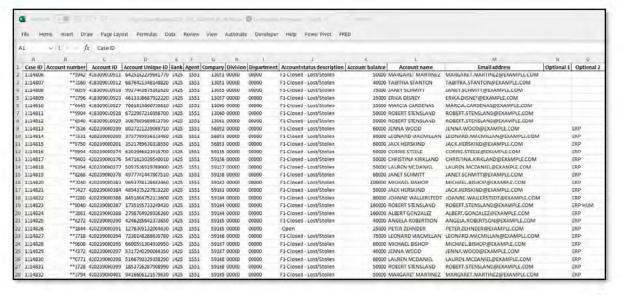
- Create flexible, custom rules for precise targeting and control
- Keep rules private or share them across your organization
- Combine multiple conditions, operators, and parameters
- or Target specific hierarchies with ease
- You tell us what you want to monitor
- We scan all specified accounts and transactions, not just a sample



## **Alerts and Cases**

- Automated email alerts notify you when rules are triggered
- Attached spreadsheets provide detailed account and transaction data
- Cases can be created for each violation
- Filter, sort, add comments, update status, assign owners
- Bulk updates supported







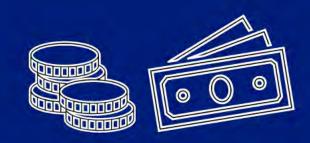


# Break

Be back by 10:55!

# Understanding & maximizing your rebates

JoAleen Ainslie – City of Tacoma Monica Lockett – U.S. Bank



# Understanding your contract

State of Washington serves as the lead state

- 2021 2027 contract term
- 19 states utilizing this contract
- Commercial Card products
- Rebate opportunities
- Products and services opportunities



### U.S. Bank is a market leader in payments

U.S. Bank is one of the world's largest issuers of commercial cards and electronic payment systems



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# Supplemental negotiated perks

#### SUPPLEMENTAL SERVICES AND FEES

This exhibit describes supplemental services to accompany the Commercial Card Products covered by Master Agreement. Except with respect to the Foreign Transaction Fee, (i) services and/or fees can excluded from a Participating Addendum at the Participating State's sole discretion; and (ii) at no p will acceptance or implementation of the supplemental services be a condition of executing a Participa Addendum.

#### SUPPLEMENTAL SERVICES

1. Service Title: Cash Advances

**Service Description:** U.S. Bank provides access to Cash Advances through owned participating bank Automated Teller Machines and Association member offices. Each Purcha Entity will decide if they want to use Cash Advance functionality.

Cards Supported: Travel Card, One Card

Associated Fee: 2.00% (Minimum \$2.00)

2. Service Title: Annual Card Fee

Service Description: Annual service fee applied to individual card account

Cards Supported: Purchase Card, Travel Card, One Card

Associated Fee: \$0.00

3. Service Title: Logo Embossing Fee

Service Description: The Purchasing Entity can elect to hot stamp their logo onto a standard

Bank card Plastic.

Cards Supported: Purchase Card, Travel Card, One Card

Associated Fee: \$0.00 (two-week delay may occur with Card Issuance and Implementation)

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4. Service Title: Travel Accident Insurance

**Service Description:** Up to \$500,000 coverage for accidental injury that is the sole cause of loss of life, limb, sight, speech, or hearing while riding as a passenger in, entering or exiting any common carrier.

Cards Supported: Travel Card, Purchase Card, One Card, Central Billed Accounts, Virtual Pay

Associated Fee: \$0.00

5. Service Title: Auto Rental Insurance

**Service Description:** Auto Rental Collision Damage Waiver covers theft and damage up to the actual cash value of the vehicle. Coverage is primary.

Cards Supported: Travel Card, One Card

Associated Fee: \$0.00

6. Service Title: Visa Liability Insurance

**Service Description:** Up to \$100,000/cardholder coverage against eligible losses that might be incurred through card misuse by a client's terminated eligible cardholder. In the event that an eligible cardholder misuses their commercial card privileges, Visa Liability waives eligible charges.

Cards Supported: Purchase Card, Travel Card, One Card

Associated Fee: \$0.00

7. Service Title: Lost Luggage Insurance

**Service Description:** Up to \$1,250 reimbursement for lost or damaged luggage, checked or carried, if the common carrier's payment for the loss or damage is less than the traveler's claim. The passenger's claim must be submitted and paid by the common carrier before this coverage applies.

Cards Supported: Travel Card, One Card

Associated Fee: \$0.00

8. Service Title: Overnight Delivery Fee

Service Description: Delivery of cards overnight when requested by the Purchasing Entity.

Cards Supported: Travel Card, Purchase Card, One Card

Associated Fee: \$0.00

Service Title: Ocident Harris Control of the Contro

(outside the United

#### What is rebate?

#### Rebate categories

| Tier                  | Description   |
|-----------------------|---|
| Standard Spend        | Typical eligible purchases, highest rebate  |
| Non-standard<br>Spend | Qualified purchases or negotiated interchange rates, lower rebate                                 |
| Ultra Low             | Spend with minimal rebate, highly negotiated rates  |
| Speed of Pay          | How quickly you pay your statement—faster payment can move you up a tier and increase your rebate |

#### Definition

**Rebate** is a financial incentive provided by U.S. Bank based on the total eligible spend made by using your commercial cards. The rebate is calculated based on the negotiated rates and paid quarterly.



#### Why rebates?



Rebate can provide an additional revenue stream for your organization



Rebate can take you from a cost center to a profit center – valuable to your organization



Rebate derived from card spend directly impacts cost savings

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#### Rebate report example

Contract Payment Processing Name: WASH NASPO AGG

Relationship Manager: Monica Lockett

Total Essential

Purchase Period 04/2025 to 06/2025

Period Close 6/30/2025

**Eligibility Requirements** 

| Contract Payment  | Earned |
|-------------------|--------|
| Base Rebate       |        |
| Less Carry Over   |        |
| Less Write Offs   |        |
| Under Payment Min |        |
| Total             |        |

| Payment Eligible Volume |     |
|-------------------------|-----|
| Purchases               |     |
| Credits                 |     |
| Fraud                   |     |
| Write Offs              |     |
| Canadian                |     |
| DIRP                    | - 1 |
| Proportional 1 Only     |     |
| Total                   |     |

|   | - |                 |  |  |
|---|---|-----------------|--|--|
| Proportional 1 Only<br>Volume           |   | 1.0935 <b>x</b> |  |  |
| Client Held                             | 4 | 0.4100 x        |  |  |
| Client Held<br>Proportional 1           | 4 | 0.3321 <b>x</b> |  |  |
| Client Held DIRP less<br>Proportional 1 | 4 | 0.4100 <b>x</b> |  |  |
| DIRP less<br>Proportional 1<br>Volume   |   | 1.3500 x        |  |  |
| Volume                                  |   | 1.3500 x        |  |  |

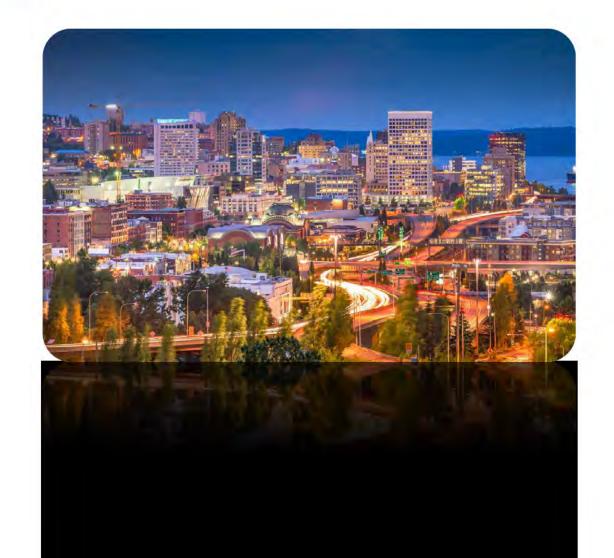
Request a rebate report from your Relationship Manager

#### How can you maximize your rebate

**Maximizing Your Rebate: Practical Strategies** 

Customize Card Programs: Tailor card settings and controls to align with your organization's unique purchasing need Leverage MCC Groups: Use custom Merchant Category Code (MCC) groups to optimize spend and rebate opportunities.

Case Example: The City of Tacoma successfully increased rebate returns by implementing custom MCC groups



# How can you maximize your rebate

#### Maximizing speed of payment



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### How can you maximize your rebate

#### The importance of leadership buy-in and support



Tip: Share program results and financial benefits regularly with leadership to maintain engagement and support.

# Why Leadership Buy-In Matters

#### **Maximizes Financial Impact:**

Leadership support helps capture rebates and drive cost savings.

#### **Accelerates Adoption**

Engaged leaders encourage teams to follow best practices and optimize program performance.

#### **Enables Strategic Growth**

Leadership can champion new initiatives and process improvements.

#### **Fosters Collaboration**

Unified direction boosts morale and accountability.

#### How you can maximize your rebate

#### Recap and additional examples

- Maximize your rebate by:
- Consolidating spend
- Paying statements promptly
- Optimizing spend categories
- Reviewing program controls
- Transitioning away from checks
- Small business surcharges





#### Best Practice PCard Programs – Key Factors for Success

☐ Leverage endorsement from Senior leadership ■ Establish trusted relationships with department leaders ☐ Address departments impression of the program Invest time helping to overcome lack of trust in P-Card usage Communication of policies and program use Send quarterly emails and newsletters to departments and cardholders Conduct training sessions focused on benefits but also on controls and protections of the card Customer relationships and response time Ensure P-Card Administrators are knowledgeable and can provide support to cardholders ☐ Create policies and procedures that are not overly limiting/restricting the use of your cards Be flexible and open to discussing exception requests Instead of no, ask "why not" Look at non-traditional spend Ghost cards, dedicated cards, specialized cards, etc. Identify slippage through reporting, replace employee reimbursements/petty cash with a card ■ Partner strategically with Procurement/Buyers

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# Washington's Lottery's Finance P-Card Process Improvement



# **Lottery Finance P-Card Process Improvement**



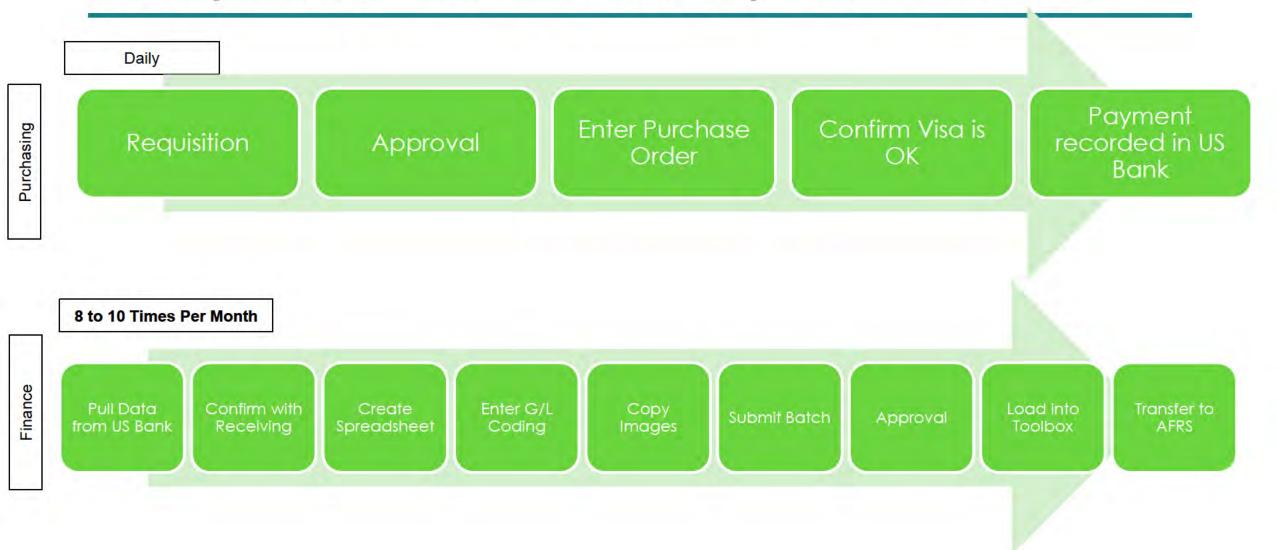
- · Who
- · What
- · How
- Makin' it rain & Everybody wins!

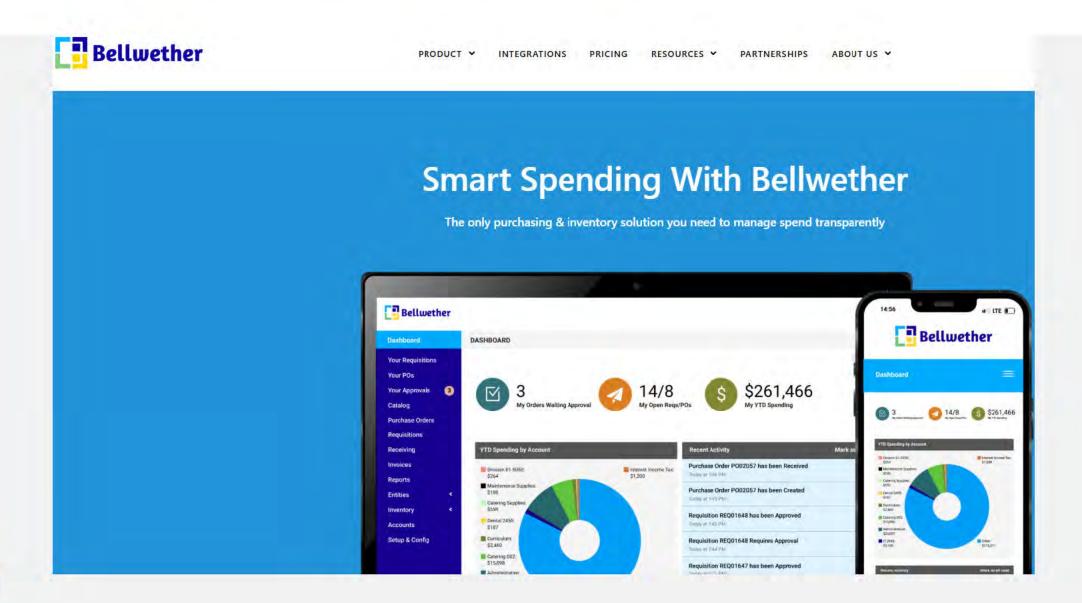




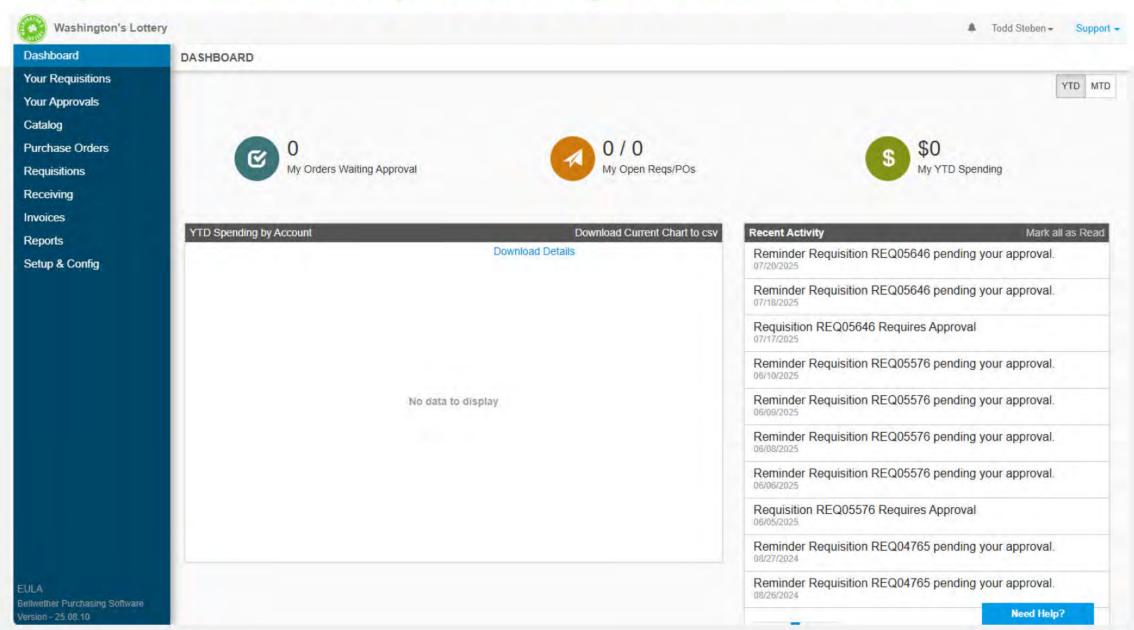
- Washington's Lottery
- By the numbers:
  - 6 regions, 8 sites
  - 125 team members
  - 2 procurement officers
- By the p-cards:
  - 6 purchasing cards
  - 75 transactions/month
  - \$99,000/month



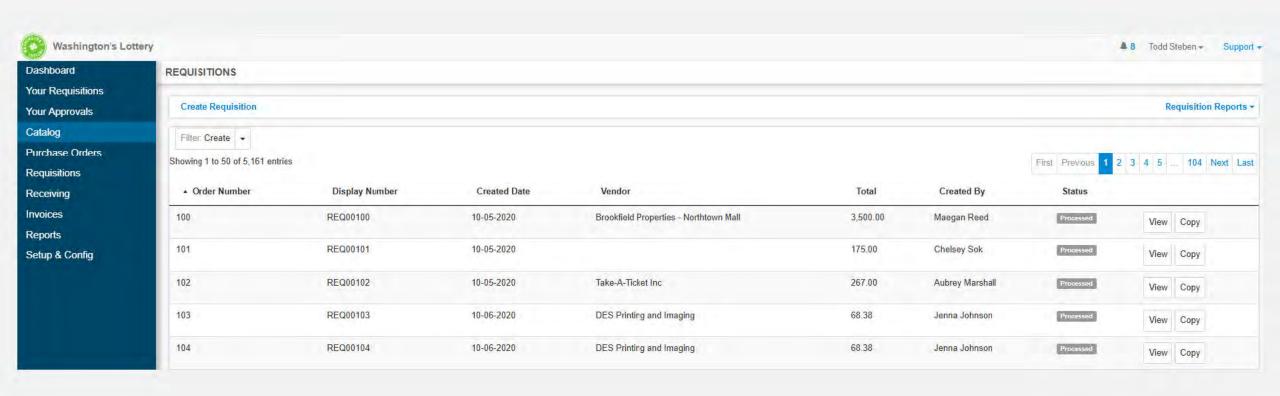




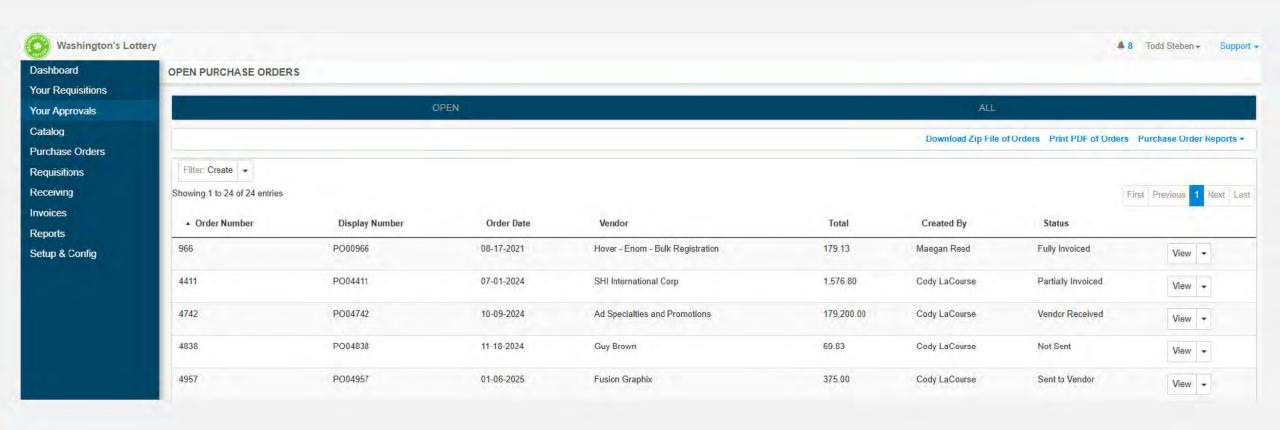




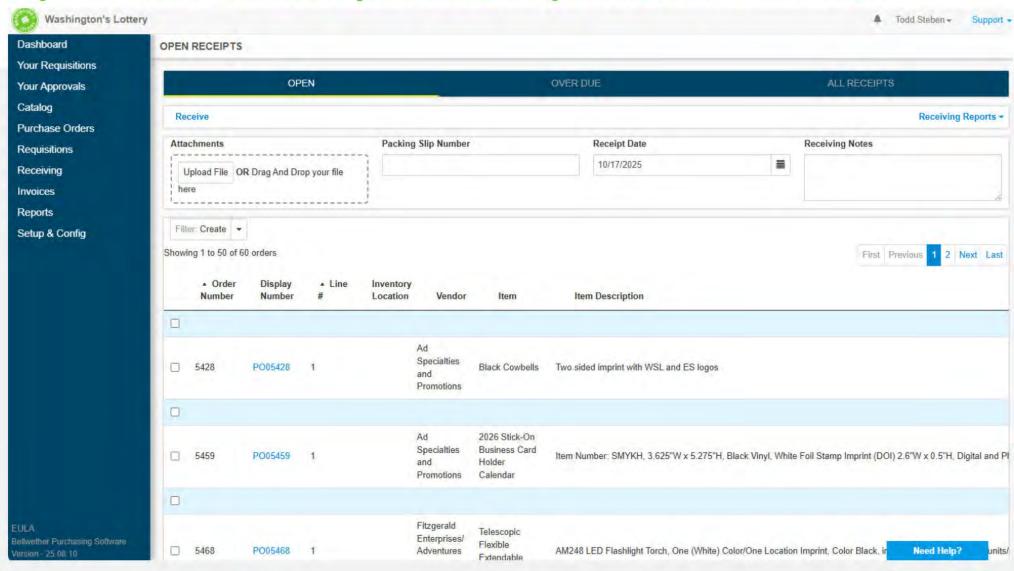




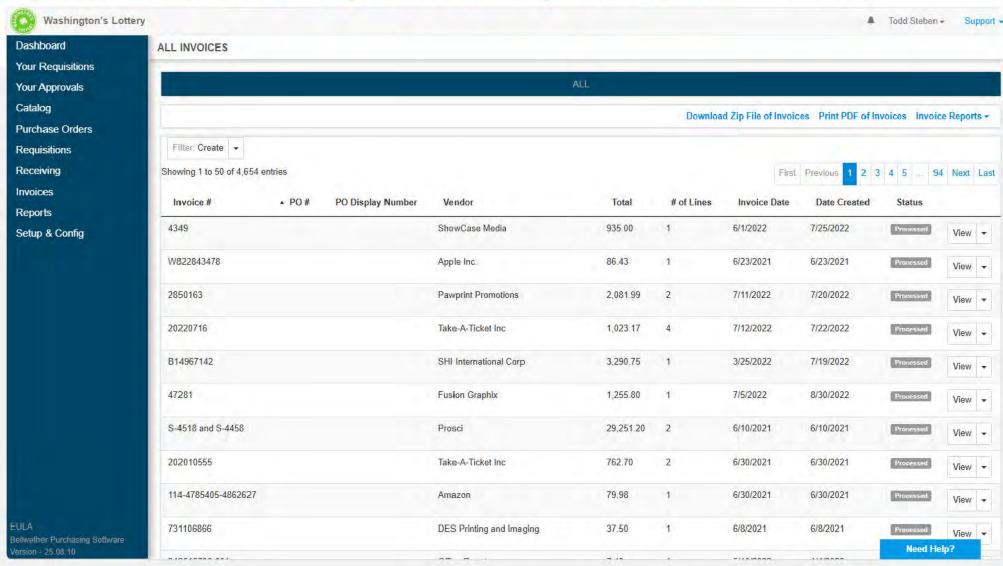




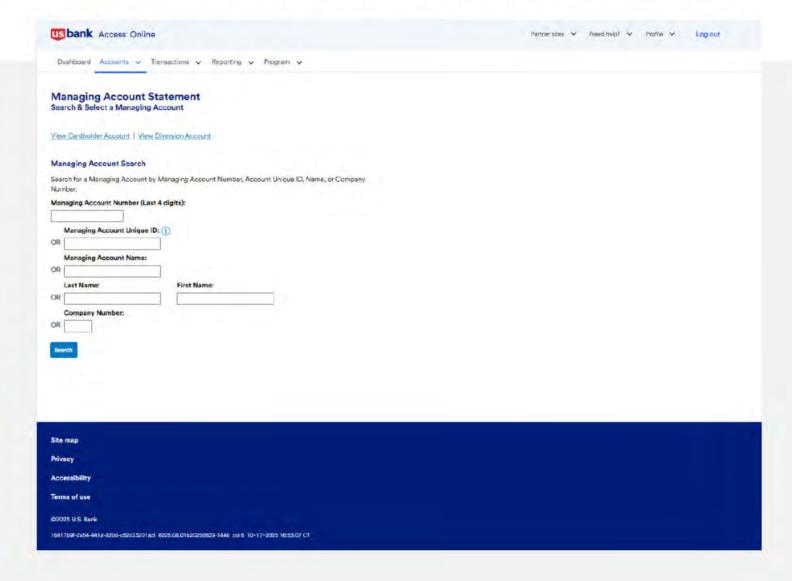
















#### US bank.

P.O. BOX 6343 FARGO ND 58125-6343



000000799 01 SP 106481538726499 P

A STATE LOTTERY
A STATE LOTTER
O BOX 43032
DLYMPIA WA 98504-3032

| ACCOUNT NUMBER         |             |
|------------------------|-------------|
| STATEMENT DATE         | 09-25-2025  |
| AMOUNT DUE             | \$46,227.06 |
| NEW BALANCE            | \$46,227.06 |
| PAYMENT DUE ON RECEIPT |             |

\$

U.S. BANK CORPORATE PAYMENT SYSTEMS P.O. BOX 790428 ST. LOUIS, MO 63179-0428

4246044555672132 004622706 004622706

Please tear payment coupon at perforation.

|               |                     | CORPORA                               | TE ACCO            | UNT SUN                   | MARY               |            |             |                    |
|---------------|---------------------|---------------------------------------|--------------------|---------------------------|--------------------|------------|-------------|--------------------|
|               | Previous<br>Balance | Purchases<br>And Other<br>+ Charges + | Cash<br>Advances + | Cash<br>Advence<br>Fees + | Payment<br>Charges | - Credits  | - Payments  | = New<br>= Balance |
| Company Total | \$76,999.55         | \$47,269.54                           | \$0.00             | \$.00                     | \$0.00             | \$1,042.48 | \$76,999.55 | \$46,227.0         |

|              |              | COR                     | PORATE ACCOUNT AC         | TIVITY                                     |
|--------------|--------------|-------------------------|---------------------------|--|
| Z            |              |                         |                           | TOTAL CORPORATE ACTIVITY<br>\$76,999.55 CR |
| Post<br>Date | Tran<br>Date | Reference Number        | Transaction Description   | Amount                                     |
| 09-08        | 09-08        | 74798265251000000000014 | PAYMENT - 188037! 00000 A | 76,999.55 P                                |

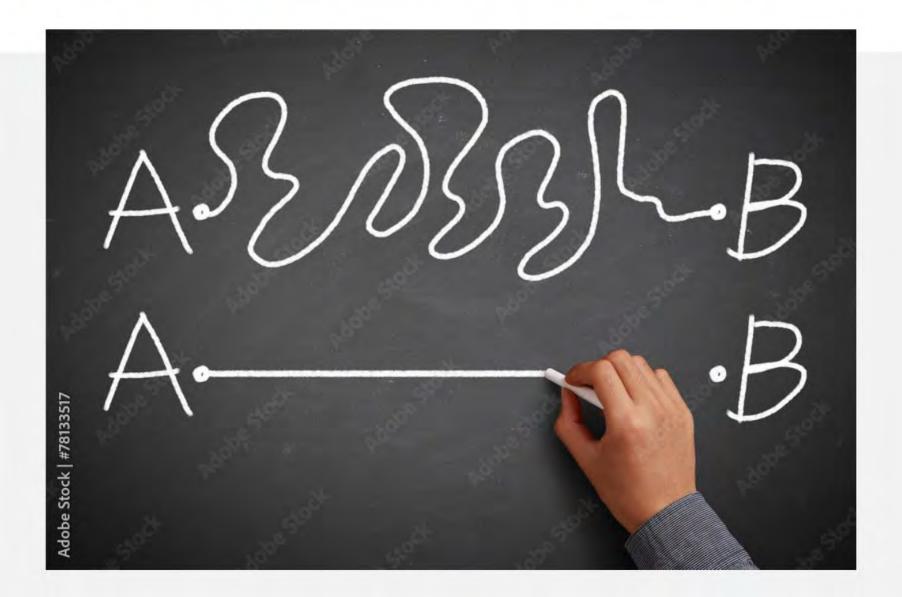
|   |              |   | NEW ACTIV              | ITY  |                               |   |
|---|--------------|---|------------------------|--|-------------------------------|---|
| #   |              | CRED<br>\$0.0   |                        | CASH ADV<br>\$0.00   | TOTAL ACTIVITY<br>\$15,373.39 |   |
| Post<br>Date                              | Tran<br>Date | Reference Number  | Transaction Descriptio | n  |                               | Amoun   |
| 08-26<br>09-02<br>09-10<br>09-10<br>09-10 | 09-10        | 24692165237108866308620<br>24692165245105904559404<br>24692165253103181328592<br>24692165253103187396494<br>24692165253103187630108 | COMCAST / XFINITY 80   | 800-244-1111 LA<br>344-963-0200 PA<br>00-266-2278 WA<br>00-266-2278 OR<br>00-266-2278 WA |                               | 85.88<br>518.87<br>169.32<br>193.91<br>300.40 |

| CHICAGONED CEDINICE CALL  | ACCOUNT NUMBER |                 | ACCOUNT SUMMARY                                  |                        |
|---|----------------|-----------------|--|------------------------|
| CUSTOMER SERVICE CALL   | -              |                 | PREVIOUS BALANCE<br>PURCHASES &<br>OTHER CHARGES | 76,999.55<br>47,269.54 |
| 800-344-5696  | STATEMENT DATE | DISPUTED AMOUNT | CASH ADVANCES                                    | .00                    |
|   | 09/25/25       | .00             | CASH ADVANCE FEES<br>LATE PAYMENT<br>CHARGES     | .00                    |
| SEND BILLING INQUIRIES TO:  | AMOUNT DUE     |                 | CREDITS  | 1,042,48               |
| U.S. Bank National Association  | AMOUN          | 11 DOE          | PAYMENTS   | 76,999.55              |
| C/O U.S. Bencorp Purchasing Card Program<br>P.O. Box 6335<br>Fargo, ND 58125-6335 | 46,22          | 7.06            | ACCOUNT BALANCE                                  | 46,227.06              |



Page 1 of 4









- Chronic problems with
  - Accuracy
  - Completeness
  - Timeliness
- Issues
  - Manual
  - Balance never zero
  - Expenditures incomplete
  - Paying late fees
  - Giving away rebate \$\$



#### INCENTIVE SHARE COMPONENTS

Rebate/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 – Quarterly Non-Standard Volume) x basis points = Quarterly Standard Volume Incentive.

Basis Points Offered: \_\_\_\_135.0\_\_\_\_

Rebate/Incentive Share #2 – Non-Standard Volume Incentive – Each Participating 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). The
formula for calculating the Non-Standard Volume Incentive is:

(Large Ticket Quarterly Volume x Large Ticket basis points) + (Merchant Negotiated Interchange

COMPETITIVE SOLICITATION No. 00719 - PURCHASE CARD SERVICES (Rev 7-11-2019)

PAGE 1



Quarterly Volume x Merchant Negotiated Interchange basis points) = Quarterly Non-Standard Volume Incentive.

| Large Ticket Purchases Basis Points Offered:135.0     |       |
|---|-------|
| Merchant Negotiated Interchange Basis Points Offered: | 135.0 |

Rebate/Incentive Share #3 – 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 Client-held Days = Quarterly Prompt Payment Incentive.

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

#### **Basis Points Offered:**

| Avg       | Basis |
|-----------|-------|
| Client-   | Point |
| held Days |       |
| 1         | 44.0  |
| 2         | 43.0  |
| 3         | 42.0  |
| 4         | 41.0  |
| 5         | 40.0  |
| 6         | 39.0  |
| 7         | 38.0  |
| 8         | 37.0  |
| 9         | 36.0  |
| 10        | 35.0  |
| 11        | 34.0  |
| 12        | 33.0  |
| 13        | 32.0  |
| 14        | 31.0  |
| 15        | 30.0  |

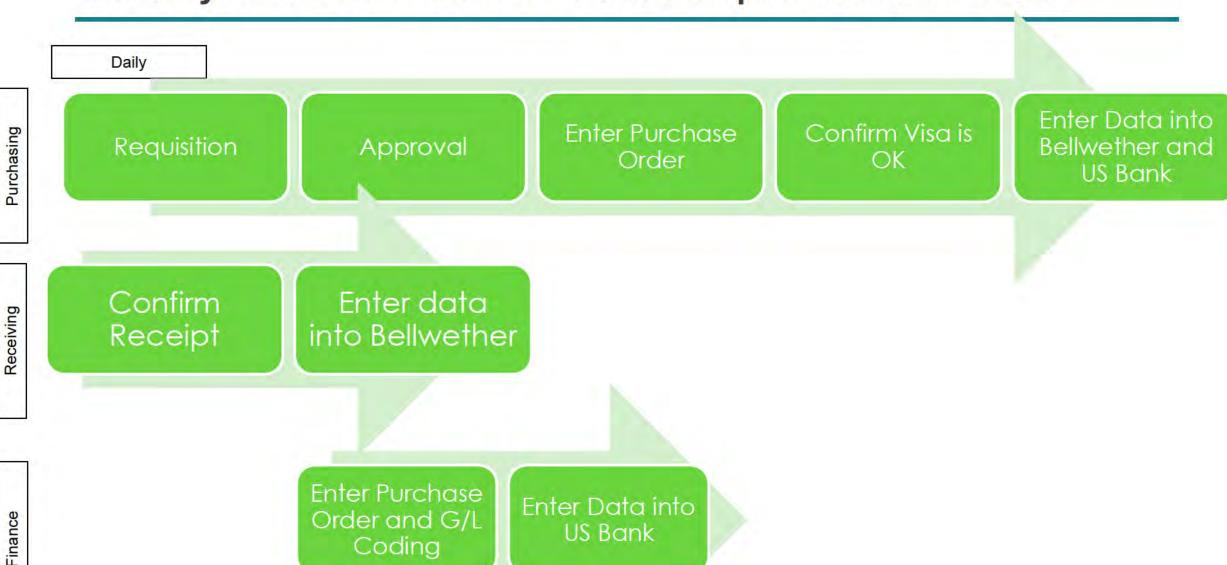
| Avg Client-held<br>Days | Basis<br>Point |
|-------------------------|----------------|
| 16                      | 29.0           |
| 17                      | 28.0           |
| 18                      | 27.0           |
| 19                      | 26.0           |
| 20                      | 25.0           |
| 21                      | 24.0           |
| 22                      | 23.0           |
| 23                      | 22.0           |
| 24                      | 21.0           |
| 25                      | 20.0           |
| 26                      | 19.0           |
| 27                      | 18.0           |
| 28                      | 17.0           |
| 29                      | 16.0           |
| 30                      | 15.0           |

| Avg FClient-<br>held Days | Basis<br>Point |
|---------------------------|----------------|
| 31                        | 14.0           |
| 32                        | 13.0           |
| 33                        | 12.0           |
| 34                        | 11.0           |
| 35                        | 10.0           |
| 36                        | 9.0            |
| 37                        | 8.0            |
| 38                        | 7.0            |
| 39                        | 6.0            |
| 40                        | 5.0            |
| 41                        | 4.0            |
| 42                        | 3.0            |
| 43                        | 2.0            |
| 44                        | 1.0            |
| 45                        | 0.0            |



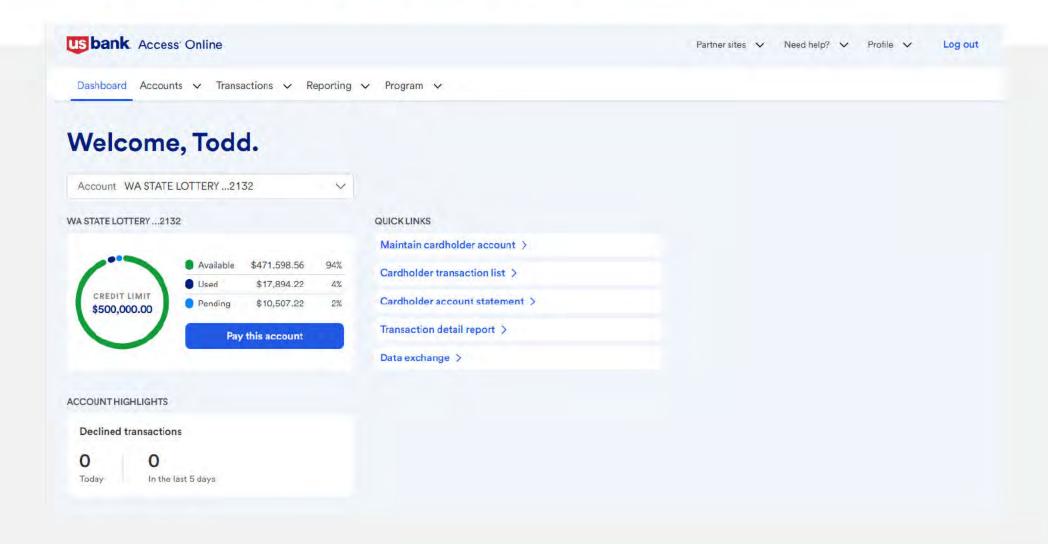




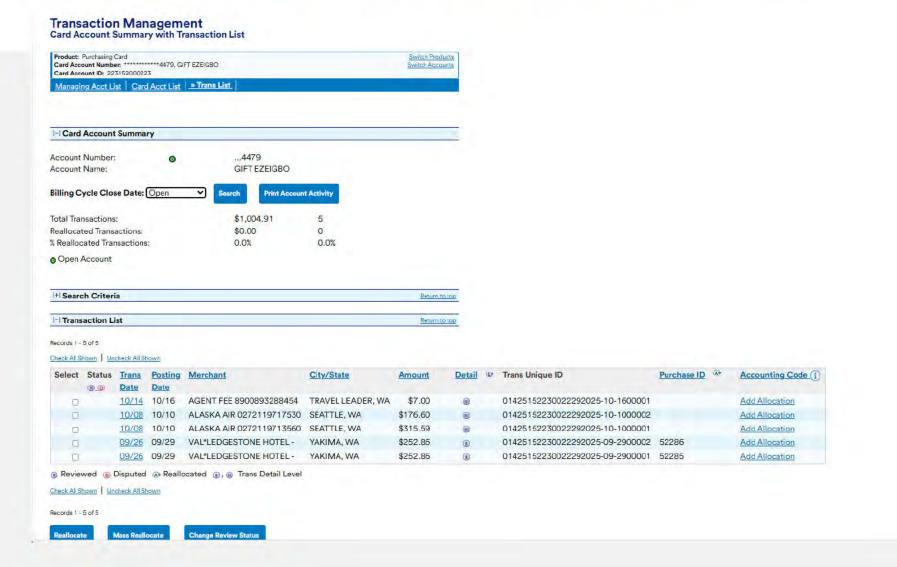


Finance

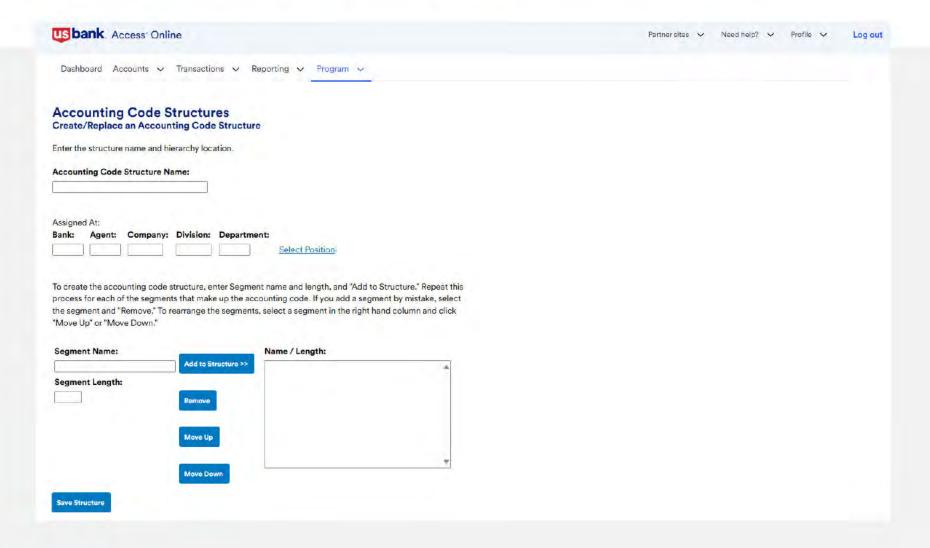


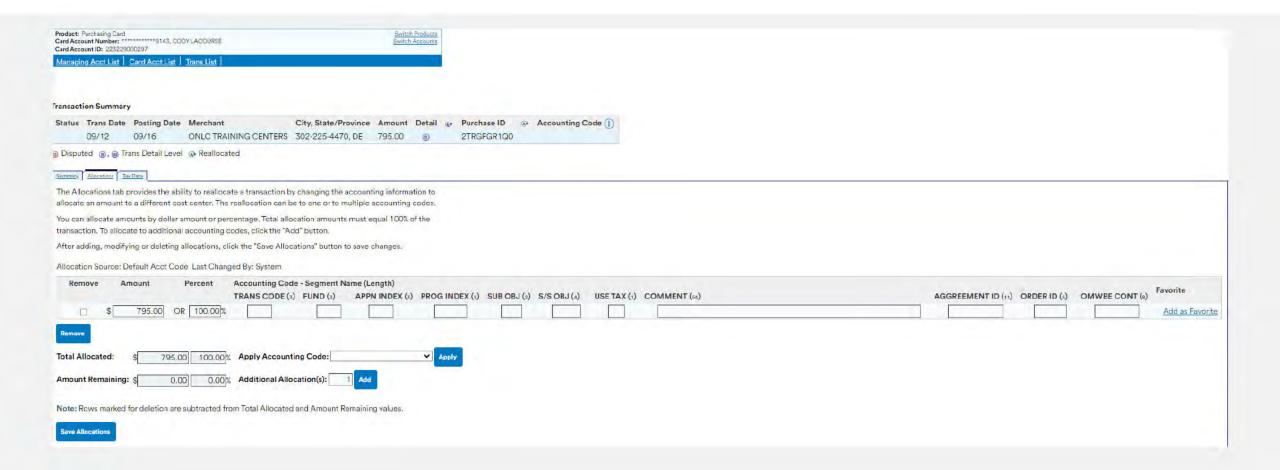


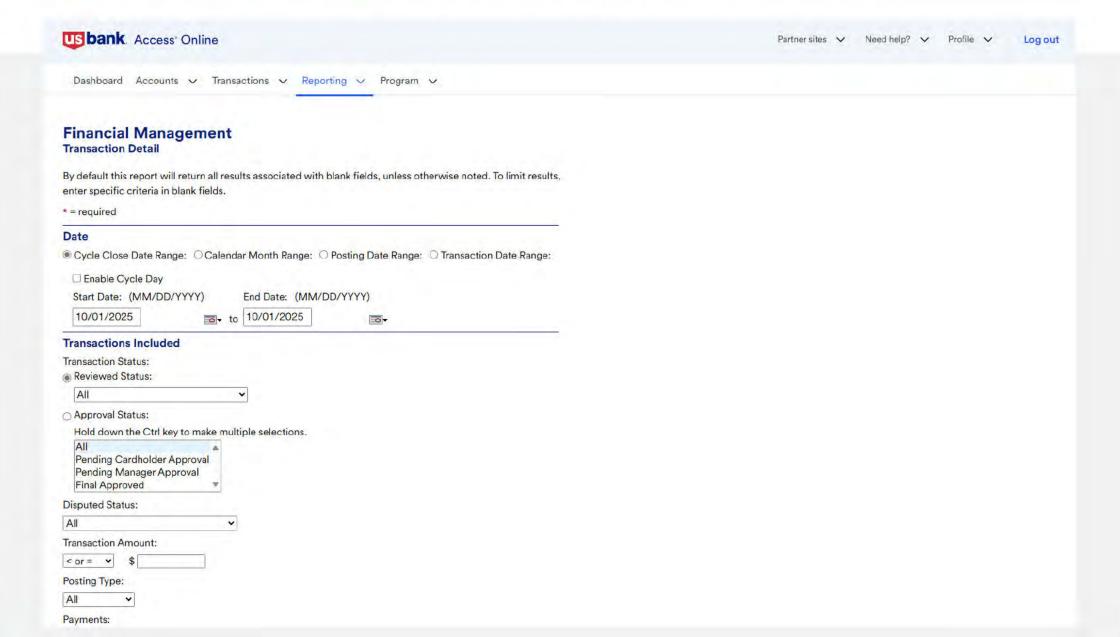








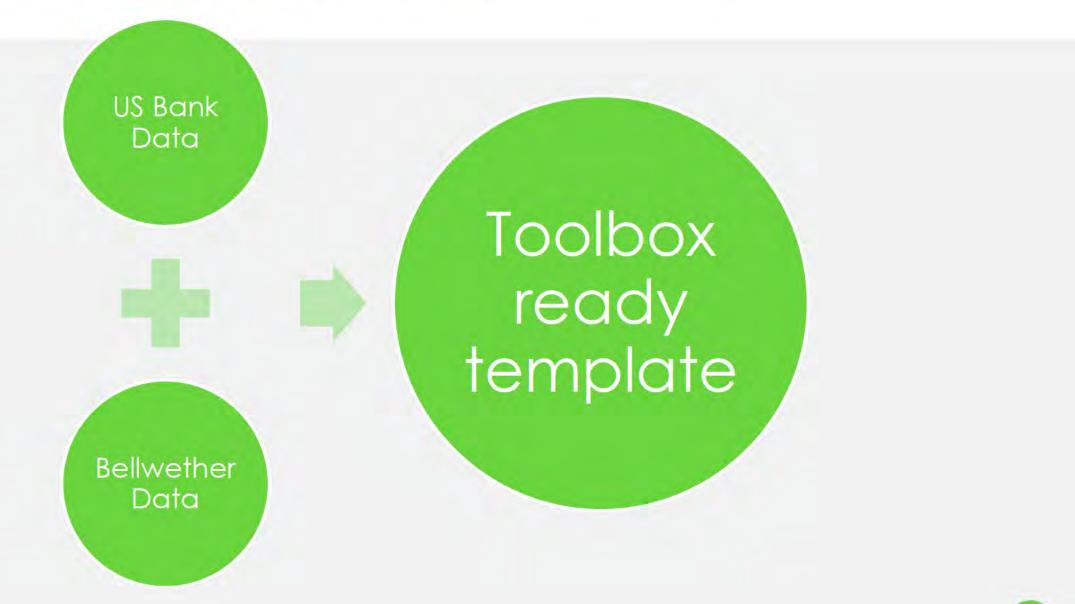














#### Lottery Finance P-card process improvement – Makin' it rain



- Saving time on p-card
- QUESTION: How much time saved?
  - P-card process improvements
    - From weekly to monthly
      - 8 batches/mo. down to 1
      - 24/hrs./mo. down to 5
    - No open balance \$\$
      - No late fees
      - Better cash flow
      - Better financial statements
      - Better budget planning
    - Maximizes rebate!



### Finance P-card process improvement – Everybody wins!



- Clear expectations
- Daily controls
- P-Card Rebate
- Saving time on P-card batches



Monthly

Export Data from US Bank and Bellwether

Run the Macro

EIB Load into Workday

From US Bank: PO# and \$ Amount

From Bellwether: PO#, Receipt, and Coding

Finance

#### Lottery Finance P-Card Process Improvement – Workday 2.0?

Frequency TBD

Finance

P-card transaction Data

Integrate with Workday

### Lottery Finance P-card process improvements – for the Win!







# Thank You

Please take the survey (link included in chat) and let us know how we did, how we can improve and any suggestions you may have for next year's forum!