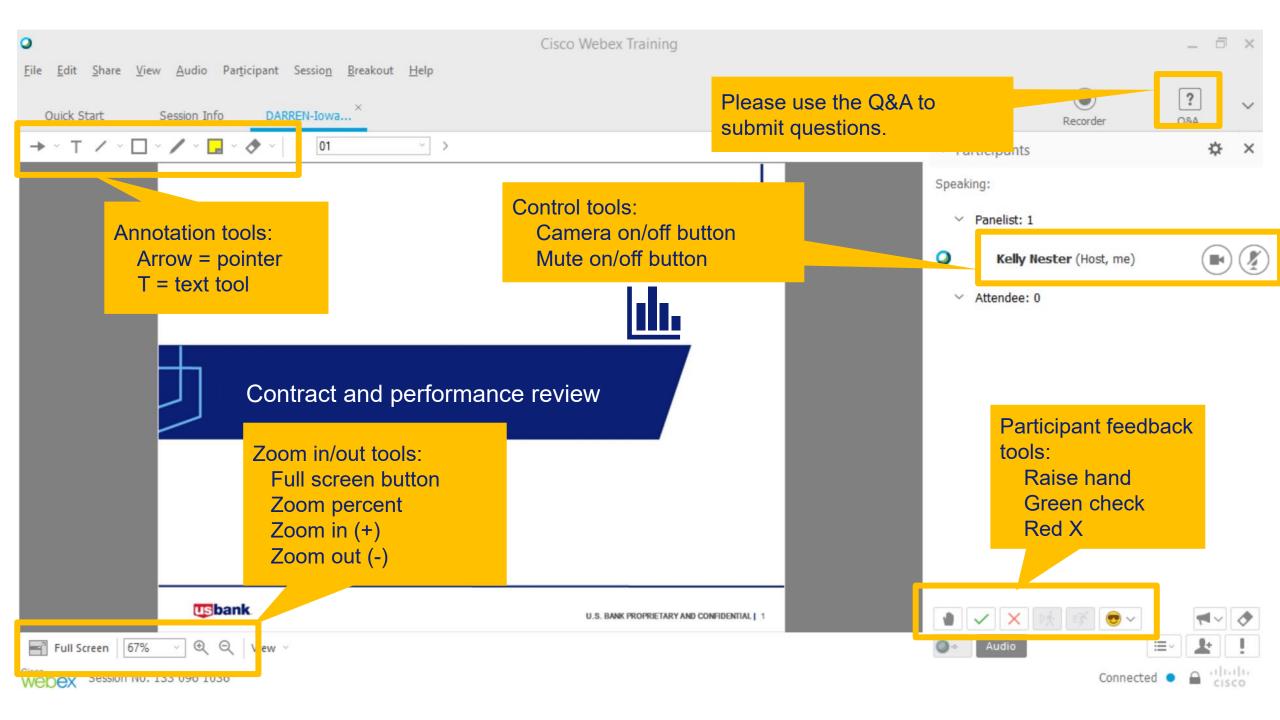


# **State of Washington Commercial Card Forum**

October 20, 2021





### FORUM AGENDA

	09:00 - 09:10 - Welcome Remarks: Michael Lix, State of WA and Kimberly Spiroff, U.S. Bank
•	09:10 - 09:15 - Webex Overview: Kelly Nester, U.S. Bank
<u>.dı.</u>	09:15 - 09:40 — Contract and Performance Review: Courtney Hoppe and Monica Lockett, U.S. Bank
555	09:40 - 09:50 — <b>Break</b>
===	09:50 - 10:20 – Visa Card Industry Updates: Orson Morgan, Visa
	10:20 - 10:50 – Top Access Online Reports: Greggory Reid, U.S. Bank
555	10:50 - 11:00 - <b>Break</b>
¥ <del></del>	11:00 - 11:20 – Best Practices Toolkit: <i>Tony Grayson, U.S. Bank</i>
0	11:20 – 11:35 – <b>Program Optimization/Payment Analytics:</b> Leslie Massey, Courtney Hoppe, U.S. Bank
	11:35 - 12:00 – Access Online Training Resources: Kelly Nester, U.S. Bank

#### U.S. Bank team

#### **Executive Sponsors**

**Kimberly Spiroff** Senior Vice President



**Courtney Hoppe** Vice President



#### 24/7/365 U.S. Based support









**Monica Lockett** Relationship Manager



**Leslie Massey Optimization Sales** Manager



**Greggory Reid** Client Services Account Manager



**Anthony Grayson** Payment Solutions Consultant



Olga Huseth Relationship Manager



**Shannon Ness Account Manager** 



Coordinator **Public Sector Client Services** 



**Kelly Nester** Training & Instructional Design





### Contract and performance review

#### NASPO contract

#### COMMERCIAL CARD SERVICES WASHINGTON MASTER CONTRACT NO.: 00719

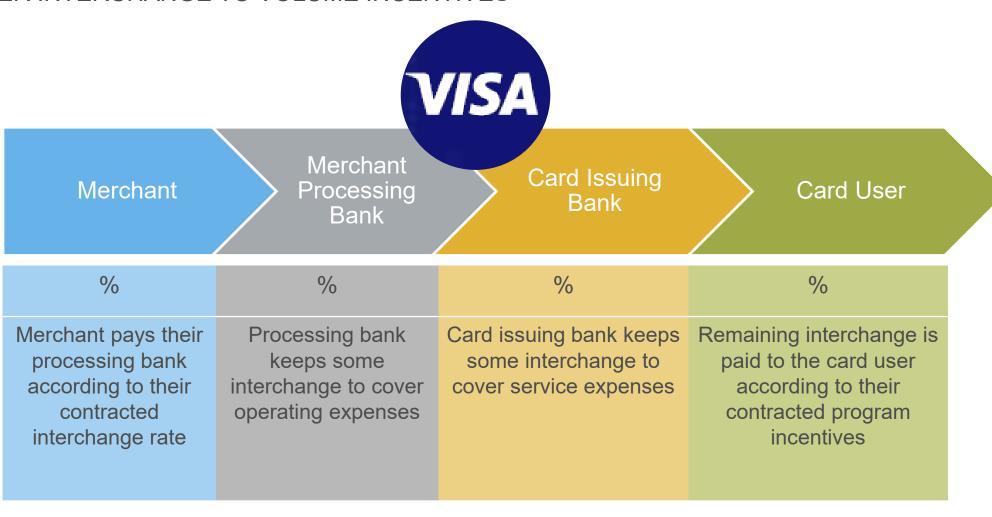
- Administered: by the State of Washington (Lead State)
- Participation: Washington State Agencies, Washington State Institutions of Higher Education (Colleges), Political Subdivisions, Public-benefit corporations, federallyrecognized Indian Tribes located within the State of Washington.
- Term: 5-year contract effective January 1, 2021, with 2-year extension. Contract is coterminous with Master Agreement.
- State Agencies: now required to get independently credit qualified.

#### **REBATE AND FEE CHANGES:**

	PRIOR CONTRACT	CURRENT CONTRACT
STANDARD VOLUME INCENTIVE	150 BPS	135 BPS
NON-STANDARD VOLUME INCENTIVE	75 BPS	135 BPS
PROMPT PAYMENT INCENTIVE	45 BPS	45 BPS
FOREIGN TRANSACTION FEE	2.5%	1%
RECEIPT IMAGING	\$12	\$0
LATE FEE	2.5% after 60 days	1% after 60 days

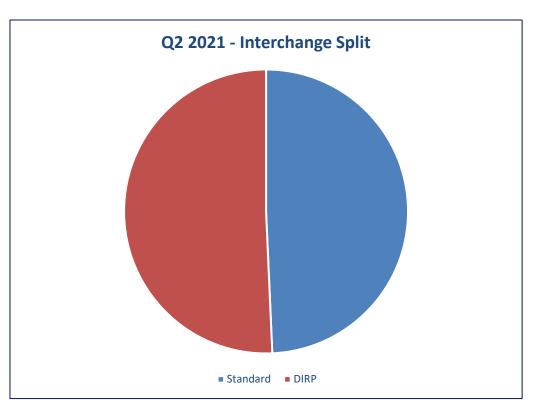
#### Rebate calculation

#### SUPPLIER INTERCHANGE TO VOLUME INCENTIVES

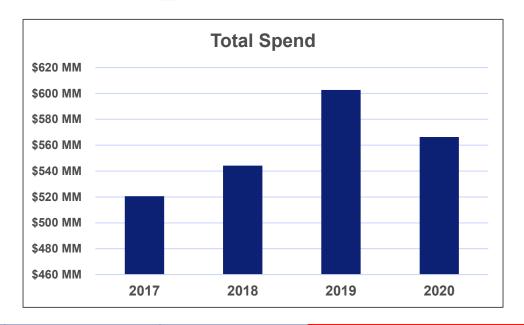


### Rebate calculation

- Discount interchange rates continue to evolve
- Associations such as Visa started adding additional discounted interchange rate programs in 2014
  - Started with Large Ticket
  - Level III data transactions
  - Visa Preferred Pricing
- Benefits of new programs
  - Encourages card acceptance
  - Encourages level III data



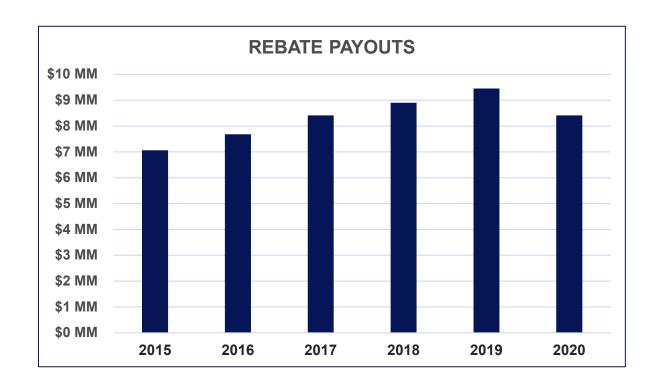
### Long term performance



	2017	2018	2019	2020	VARIANCE 2019/2020
TOTAL SPEND	\$ 520,644,447	\$ 544,243,858	\$ 602,631,501	\$ 566,323,862	-6%
TRANS VOLUME	1,480, 899	1,556,840	1,587,197	1,183,978	-34%
AVG TRANS SIZE	\$352	\$350	\$380	\$489	22%
AVG SPEND/ACCT	\$15,537	\$16,132	\$17,784	15,271	-16%
ACTIVE ACCOUNTS	15,410	16,049	16,770	13,406	-25%
FILE TURN DAYS	25	24	23	24	4%
WRITE OFFS	\$9,088	\$14,268	\$2,061	\$4,754	57%
FRAUD	\$19,281	\$98,237	\$49,257	\$28,558	-72%

 $<sup>^{\</sup>ast}$  U.S. Bank anticipating \$590MM for 2021 spend

### Rebate overview



2015	2016	2017	2018	2019	2020
\$7,063,566	\$7,684,236	\$8,409,384	\$8,900,605	\$9,451,572	\$8,410,278

<sup>\*</sup> U.S. Bank anticipating \$9.6MM in 2021 total rebate payout

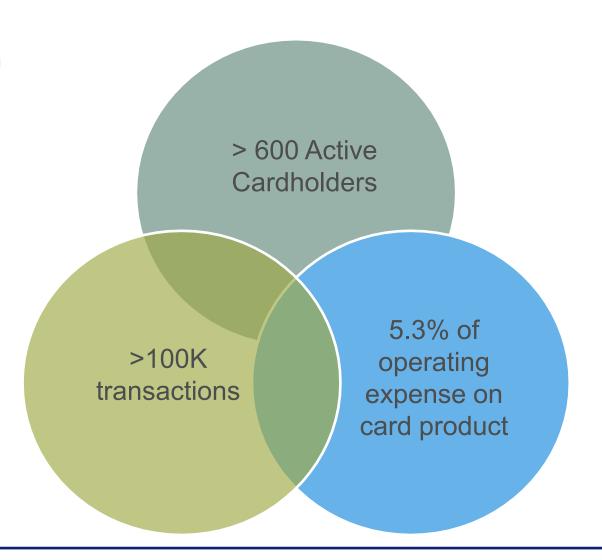
### Performance: Top 20

Entity Name			2020 Total		
1	King County	\$	112,580,790		
2	Washington State Department of Transportation	\$	43,791,335		
3	Washington Department of Social & Health Services	\$	33,848,001		
4	Tacoma School District	\$	27,062,964		
5	City of Tacoma	\$	20,777,051		
6	Washington State Department of Enterprise Services	\$	20,630,317		
7	Washington State Department of Health	\$	15,145,068		
8	The Housing Authority of the City of Seattle, WA	\$	13,319,630		
9	Washington Department of Fish and Wildlife	\$	13,183,052		
10	Washington State Department of Corrections	\$	12,862,037		
11	Department of Children, Youth and Families	\$	9,269,783		
12	Seattle School District	\$	8,272,714		
13	Pierce County	\$	7,425,844		
14	City of Kent	\$	6,812,110		
15	Spokane County	\$	6,775,824		
16	Washington State Parks and Recreation Commission	\$	6,583,964		
17	Washington Military Department	\$	6,495,491		
18	Franklin County	\$	6,390,909		
19	Metropolitan Park District of Tacoma	\$	5,947,257		
20	Washington State Department of Natural Resources	\$	5,684,888		

### Performance: King County

#### PROGRAM BEST PRACTICES

- Industry best practice Purchase Card program
- Virtual Pay used for vendor payments





## Break



# VISA Card industry updates



# Post COVID-19, Payment Security & Trends

Tia D. Ilori VP, NA Risk, Visa Inc.

October 2021

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# Digital transformation

The COVID-19 pandemic dramatically transformed the way we live, demanding a quick shift in priorities from businesses to serve consumers digitally.



# Fraudsters targeted every phase of the transaction lifecycle with aggressive and continued attacks

Phishing attacks

Account takeover

Application fraud

Synthetic identity fraud



### Transaction Lifecycle **Onboarding Authentication Authorization Dispute Optimization**

CNP fraud

**Enumeration attacks** 

First party misuse

Lack of integrated data insights

Overall, enhancing transaction-level security with existing, accessible secure technologies played a critical role in protecting the overall ecosystem.

As the ecosystem adopted secure technologies, fraudsters sought out other opportunities to breach the ecosystem.





# Social engineering attacks



of users claim to be familiar with the risks of unsolicited links in emails. And yet, they click on the links anyway



of all data breaches in 2020 involved phishing attacks

Explosion in compromised login credentials and sensitive data

"51% of people reuse the same password for multiple accounts."

— Google Online Security Survey



Account takeover incidents as a share of fraudulent activity in the financial services industry rose by 19 percentage points in 2020 compared with 2019.

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# Fraud threat example

An issuer reported legitimate customers receiving One-Time Passwords (OTP) for 3DS transactions they did not initiate, that were later validated by fraudsters and approved that resulted in a multi-million dollar loss.

Threat actors purchased, or otherwise compromised, payment accounts – and other PII including e-mail and e-mail password, used in the OTP fraud. These data points allowed fraudsters to enter the legitimate OTP during checkout.



# Intensified cyber threats to the new digitally driven world

- The chaos of COVID provided many opportunities for fraudsters for COVID-related fraud and government disbursement fraud
- As the world recovers from the pandemic and government stimulus funds peter out, the industry can expect fraudsters to return the focus to financial institutions and merchants with cybersecurity attacks in the new digital age
- This will be especially painful for SMBs that are just now going online for the first time

# Top attack types on the rise



eCommerce skimming

Enumeration/account testing

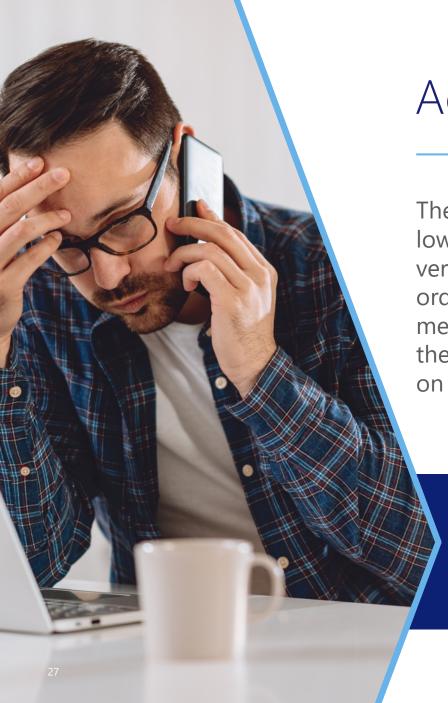
Ransomware



# eCommerce skimming

Process whereby hackers inject malicious JavaScript code into a website, enabling them to harvest customers' credit card details and other personal information.

Visa reached its conclusions after studying 45 digital skimming attacks in 2020. In February, Microsoft reported spotting 140,000 web shells per month on servers from August 2020 to January 2021, which it said is almost twice the number from the same period the year before. These web shells, however, were not being used for retail attacks.



### Account testing

The process of initiating 1-2 low dollar transactions to verify if an account is active in order to take it over for illicit means or to sell. Typically, these attacks focus on a single BIN range.

### Enumeration attack

This is a fraud attack, in which a criminal systematically submits transactions with enumerated values such as Primary Account Number (PAN), card verification value (CVV2), expiration date, and postal code to derive legitimate payment account details. This type of attack is commonly referred to as a Brute Force attack.

Average Visa Account Attack Intelligence identifies over 200k enumerated PANs daily

### Ransomware

Between January and June 2021, PFD identified and notified clients and merchants of 35 Ransomware attacks where payment account information was potentially at risk. Most attacks targeted entities in the US region, representing 51% of total ransomware events.



43% of cyber attacks target small businesses





# SMB impact



60%

of SMBs were hurt in the crisis, with growth flatlining or turning negative



14%

increase in fraud rates from pre vs. during COVID-19 for global SMBs



Prioritizing security will determine the success of digital transformation efforts, separating businesses who merely survive this period from those that use it as a foundation for long-term growth and differentiation.



# Thank You!



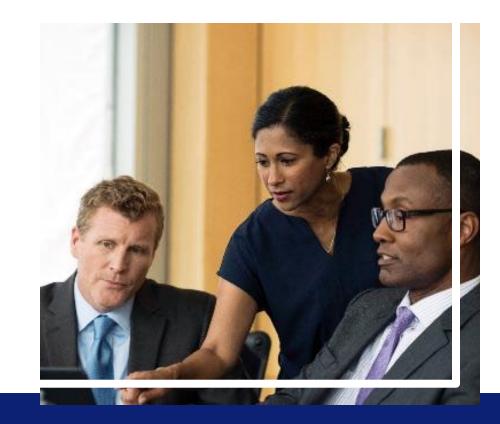
### Top Access Online reports

# Reporting

**Top Level Reports** 

Greggory Reid

October 2021





### Reports covered in 2019

- 1. Merchant Spend Analysis by Line Item
- 2. Account List (Managing & Cardholder Accounts)
  - Account List Tips
  - Purged vs. non-purged cardholder accounts
  - Credit limit and MCC inventory for auditors
  - Cardholder report vs. managing account report
  - Card activation status
  - Last transaction date to audit inactivity
  - Expiration date to identify manual reissuance request needs
  - Account List reports are designed to provide a snapshot of all managing and cardholder account
- 3. Transaction Detail
- 4. Flex Data Reporting

#### **Whiteboard question:**

What are some reports you frequently run now?



#### **Program Management**

General program management activities and monitor company policy compliance.

#### **Financial Management**

Monitor expenditures, track variances and manage account allocations.

#### **Supplier Management**

These reports manage supplier relationships, support supplier negotiations, and manage spending by category.

#### Tax and Compliance Management

Estimate sales/use tax, track spending for 1099/1057 vendors, and perform other regulatory reporting.

#### Administration

These reports allow administrators to support system functionality.

#### Global

Analyze spending for global reports.

#### **User Activity Audit Reporting**

Captures user actions taken within Access Online into a standard report.

transaction detail



### **Flex Data reports**

- Flex Data can be used to create a report that only contains the standard report data elements you want to see with all others that are not needed excluded.
- You can easily create and save customized ad hoc reports in Access Online using the flex data function. By setting up a report exactly as you need, organized the way you want, with only the data you need, you can pinpoint the information you need to manage your unique program.

You can create and save reports to:

- Support program compliance, vendor relationships and negotiations
- Identify and prevent card misuse
- Track and manage your program's success You can access only the information you need without wading through information that you do not need. In this user guide, you will learn how to create, save, modify, run, and schedule a custom report using the Flex Data function.

### Steps to get to Flex Data

### **Steps to get to Flex Data reports 1**

Request Status Queue Active Work Queue System Administration Account Administration Event Driven Whitestion Order Mar Transactic Account Lormation

#### Reporting

- Program Management
- . Financial Management
- Supplier Management
- . Tax and Compliance Management
- Administration.
- · Report Scheduler
- . Flex Data Reporting

Dashboard

Data Exchange

My Personal Information

#### Reporting

#### **Program Management**

General program management activities and monitor company policy compliance.

#### Financial Management

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These reports manage supplier relationships, support supplier negotiations, and manage spending by category.

#### Tax and Compliance Management

Estimate sales/use tax, track spending for 1099/1057 vendors, and perform other regulatory reporting.

#### Administration

These reports allow administrators to support system functionality.

Home.

**Email Center** 

Contact Us.

Training

#### Report Scheduler

View and maintain cur 2 cheduled reports.

#### Flex Data Reporting

Create and maintain adhoc reports.

### **Steps to get to Flex Data reports 2**

#### To create a flex data report:

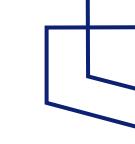
- Select the Reporting high-level task from the Left-Column Navigation Bar.
- 2. Click the Flex Data Reporting sub-task or link on the screen. The Flex Data Reporting: Please select a report from the list below screen displays.



3. Select the Create a New Report Template tab. The Create a New Report Template tab displays.

### **Steps to get to Flex Data reports 3**

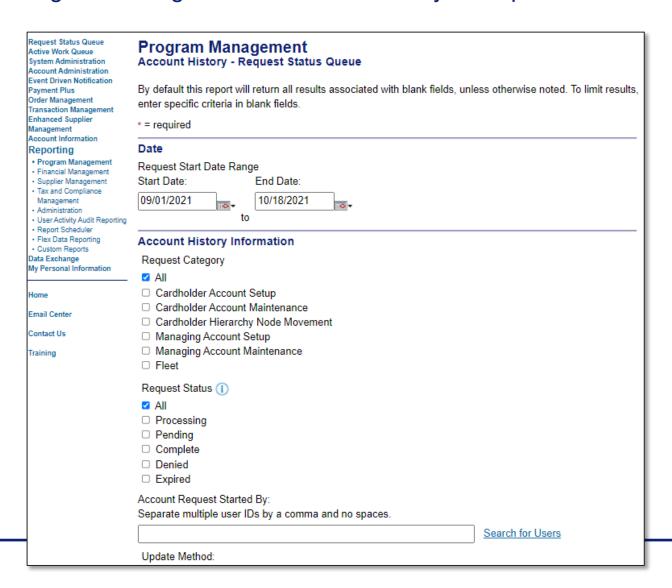
a new report template.  PRIMARY REPORT DATA  Transaction Create a report based on transaction information.  Account Create a report based on account information.  Purchase Order Create a report based on order information.  Payment Instruction Create a report based on payment instruction information.  Payment Request Create a report based on payment request information.  Combined Payments					
<ul> <li>Transaction         Create a report based on transaction information.</li> <li>Account         Create a report based on account information.</li> <li>Purchase Order         Create a report based on order information.</li> <li>Payment Instruction         Create a report based on payment instruction information.</li> <li>Payment Request         Create a report based on payment request information.</li> <li>Combined Payments         Create a report based on payment instruction and payment request information.</li> <li>Client Supplied Merchant Information</li> </ul>	Select a 'base report' data template and additional data template(s) (optional) from the list below to creat				
Create a report based on transaction information.  Account Create a report based on account information.  Purchase Order Create a report based on order information.  Payment Instruction Create a report based on payment instruction information.  Payment Request Create a report based on payment request information.  Combined Payments Create a report based on payment instruction and payment request information.	DDITIONAL DATA				
information.  Account Create a report based on account information.  Purchase Order Create a report based on order information.  Payment Instruction Create a report based on payment instruction information.  Payment Request Create a report based on payment request information.  Combined Payments Create a report based on payment instruction and payment request information.  Client Supplied Merchant Information	Allocation				
Create a report based on account information.  Purchase Order Create a report based on order information.  Payment Instruction Create a report based on payment instruction information.  Payment Request Create a report based on payment request information.  Combined Payments Create a report based on payment instruction and payment request information.	Include additional transaction allocation information.				
<ul> <li>○ Purchase Order         Create a report based on order information.</li> <li>○ Payment Instruction         Create a report based on payment instruction information.</li> <li>○ Payment Request         Create a report based on payment request information.</li> <li>○ Combined Payments         Create a report based on payment instruction and payment request information.</li> <li>○ Client Supplied Merchant Information</li> </ul>	Merchant Supplemental				
Create a report based on order information.  Payment Instruction Create a report based on payment instruction information.  Payment Request Create a report based on payment request information.  Combined Payments Create a report based on payment instruction and payment request information.	Include additional supplemental merchant information.				
Payment Instruction Create a report based on payment instruction information.  Payment Request Create a report based on payment request information.  Combined Payments Create a report based on payment instruction and payment request information.					
Create a report based on payment instruction information.  Payment Request Create a report based on payment request information.  Combined Payments Create a report based on payment instruction and payment request information.	Purchase Order Include additional order information.				
information.  Payment Request Create a report based on payment request information.  Combined Payments Create a report based on payment instruction and payment request information.					
Create a report based on payment request information.  Combined Payments Create a report based on payment instruction and payment request information.  Client Supplied Merchant Information	Payment Instruction Include additional payment instruction information.				
information.  Combined Payments Create a report based on payment instruction and payment request information.  Client Supplied Merchant Information					
Combined Payments     Create a report based on payment instruction and payment request information.      Client Supplied Merchant Information	Payment Request				
Create a report based on payment instruction and payment request information.	Include additional payment request information.				
and payment request information.  Client Supplied Merchant Information					
	Combined Payments Include additional combined payments information.				
Create a report based on client supplied					
merchant information.					
○ System User List					
Create a report based on user profile					
inform 6					





### **Account History - Request Status Queue**

Reporting > Program Management > Account History > Request Status Queue

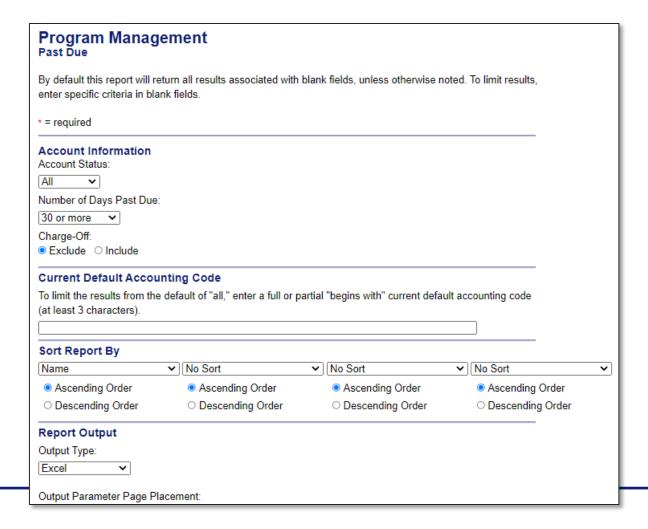




### **Past Due Report**

### Reporting > Program Management > Delinquency Management > Past Due

Recommend scheduling it monthly with delivery about 4-5 days after their cycle date



### Transaction Detail

### **Transaction Detail** template

Additional Detail

☐ Display Transaction Custom Fields

Note: Selecting all comments will add

additional content to the report and

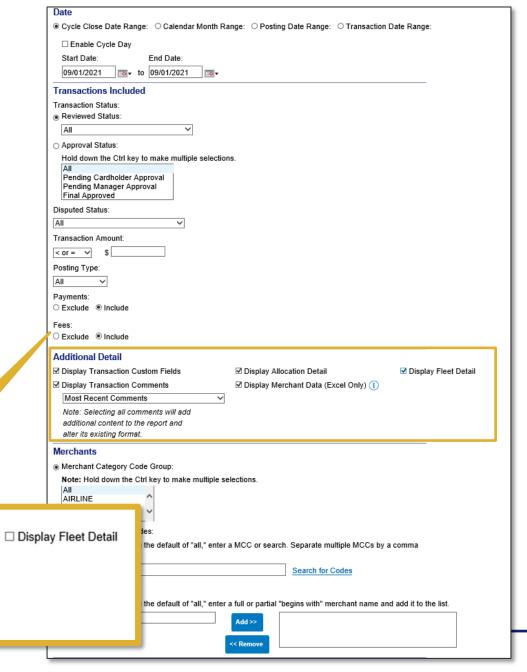
☐ Display Transaction Comments

Most Recent Comments

alter its existing format.

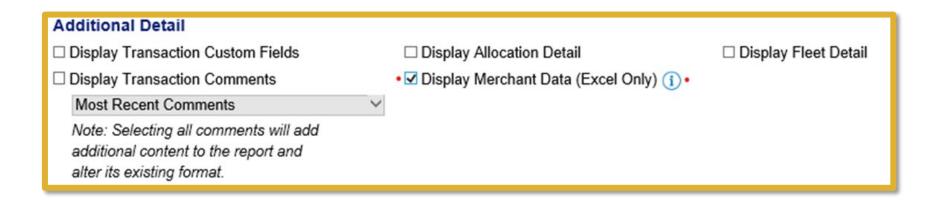
☐ Display Allocation Detail

✓ Display Merchant Data (Excel Only) (i)



### **Transaction Detail – additional detail**

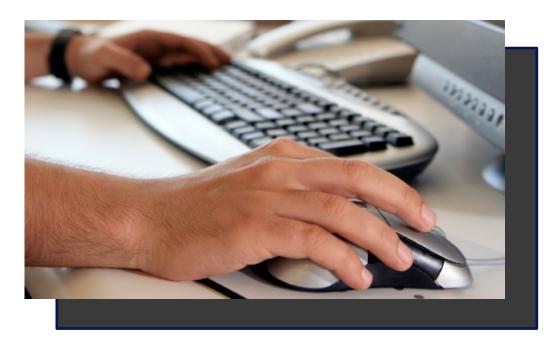
- Level 3 Data when you get to the Merchant Data checkbox under Additional Detail
  - Level III (or level 3) data refers to providing specific line-item details at the time of a purchasing card beyond what is required for consumer card transactions. Shows what was purchased by item on separate tab in report.
  - The top reports that contain level 3 data and Amazon Business Enhanced Data
    - Transaction Detail
    - Merchant Spend Analysis By Line Item



### **Transaction Detail report – additional information**

The top reports that contain level 3 data and Amazon Business Enhanced Data

- Transaction Detail
- Merchant Spend Analysis By Line Item (covered in detail at 2019 forum)
- Account Information History (view cycle over cycle statement summaries side by side)
- Statements (up to 2 years in Access Online & up to 7 years upon request)





### **Troubleshooting Cardholder Declines**

#### Account Information > Cardholder Profile > Authorizations

- Account Information cardholder profile Account Authorizations link (same day decline data)
- **Declined Transaction Detail** (historical data through the previous business day). You can use this report to uncover common decline patterns across their cardholder base.
- Example 1: Find cardholder spending needs have changed due to frequently using a new merchant who does business under a MCC that is typically setup to be blocked from use, and they may want to consider opening it to select or all cardholders.
- Example 2: if the decline reason is due to MCC, not having a plastic card, not enough available credit limit funds, exceeding a single purchase or velocity limit, an incorrect zip code or expiration date on file, etc. the Account List report can be used to verify what is on file so you can easily pinpoint what maintenance you will want to complete in Account Administration to resolve and allow the cardholder to retry.

### **System User List Detail**

### Reporting > Administration > System User List with Account Details

- It can be used to audit user access to account information within their organization.
- Checking to see if a cardholder user who is having login trouble is expired and needs to call the Access Online Technical Help Desk for assistance to remove the expired status and reset the password.
- We can see a few additional details upon request via our internal reports
- User ID creation date + the user who created it
- User ID last maintenance date + the user who performed the maintenance
- User ID last login date

### **Whiteboard question:**

What are some reports you would like more information about?



### Reporting

#### **Program Management**

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#### **Administration**

These reports allow administrators to support system functionality.

#### <u>Global</u>

Analyze spending for global reports.

#### **User Activity Audit Reporting**

Captures user actions taken within Access Online into a standard report.

tax and compliance

### **Access Online Data Retention**

- Standard Report Data In Access Online = 6 years
- Files Delivered To Data Exchange = 60 days
- Electronic Statements = 2 years
- Offline archives = 7 years



### Data Analytics

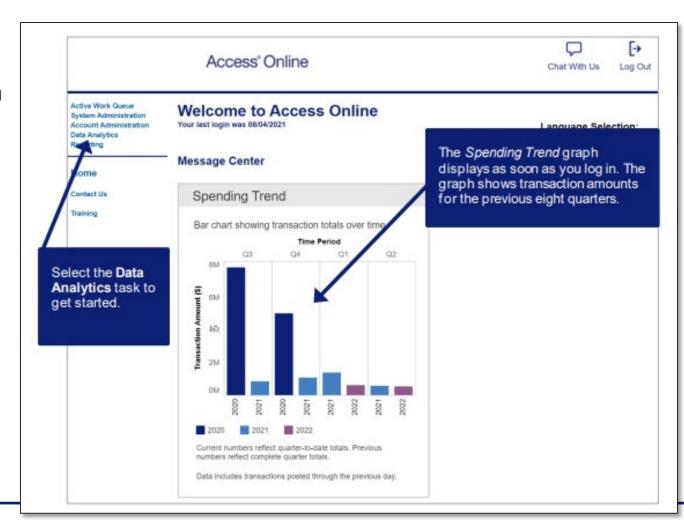
### **Data Analytics**

You can use Data Analytics to access and review your program data so that you can:

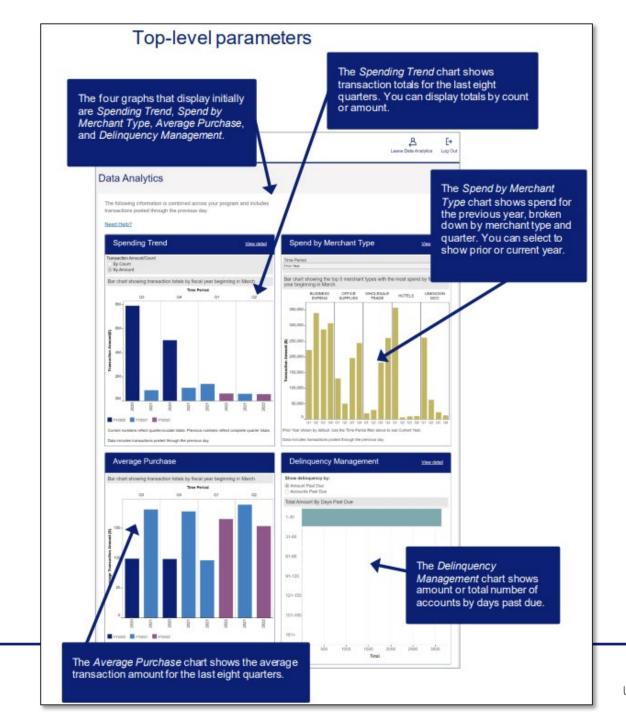
- Compare time periods
- Identify trends
- Identify outliers that may need your attention

Please ask Gregg for the **Functional Entitlement Group** if Data Analytics is needed:

(FEG-PA\_DATA\_ANALYTICS(Global))



### **Data Analytics**



### **Final questions?**

Thank you!







### Break



### **Best Practices Toolkit**



### Program Optimization and Payment Analytics

### Program Optimization Analysis with U.S. Bank

Achieve best practice results



- · Discover campus needs
- Utilize benchmark data
- Leverage best practices



- Aim for optimal results
- Develop and execute plan
- Measure results

Review findings

**Best Practice Payment Program** 

### **Program Optimization Options**

### Supplier Level Analysis

- Purpose
  - Identifies targets for Virtual Card opportunity and supplier enablement
  - Includes recommendations, financial business case, and action plan
- Required information
  - Summary Spend and Transactions
  - Supplier Name, Address, Contact
  - Payment Method

### Full AP Analysis

- Purpose
  - Detailed benchmark against industry peers
  - Identifies opportunity estimate across all commercial card products (travel and purch)
  - Includes best practice recommendations, full financial business case, and action plan
  - Identify targets for virtual card payment conversion and supplier enablement effort
- Required information
  - Transaction level
  - Supplier Name, Address, Contact
  - G/L Code, Bus. Unit, Pay Terms, Payment Method, Invoice Number



### Optimization Services Microsite

### **Technology Enhancements**

Calculate your process savings and rebate earnings potential



From increasing efficiency and reducing fraud risk to growing rebate revenue and improving cash flow, Optimization **Services** helps clients reach their strategic accounts payable goals. We recently launched a new microsite that uses infographics, videos, thought leadership articles and engaging content to present the business case for card program optimization, a free service we offer our clients.

To learn more, visit the Optimization Services website.



### Payments Analytics Compliance Tool











Transaction	Payments Analytics	Rules	Alerts
transaction	Robust business tool monitors all transactions for policy violations	Transactions compared to organization-defined rules for program usage	

### Sample Rules Templates





### **Merchants/Locations**

- Merchant watch list
- Foreign currency transaction
- Travel card purchase in cardholder's postal code



### **Transaction/ Spend Types**

- Transactions in prohibited MCCs
- Transaction outside spending guidelines
- Split transaction
- Split purchase
- Extensive use of convenience checks
- Excessive cash withdrawals



### **Trends**

- Large spend increase over average spend
- Account opened/maintained with limits exceeding standards
- Account balance monitor
- Transaction close to single purchase limit
- Weekend/holiday purchase



### U.S. Bank Training Resources

### Access Online welcome page



Request Status Queue
Active Work Queue
System Administration
Account Administration
Event Driven Notification
Order Management
Transaction Management
Account Information
Reporting
Data Exchange
My Personal Information

#### Welcome to Access Online ALICE ADAMS

Your last login was 05/06/2019

### **Message Center**

Message(s) from Access Online

Language Selection:

American English V

#### Home

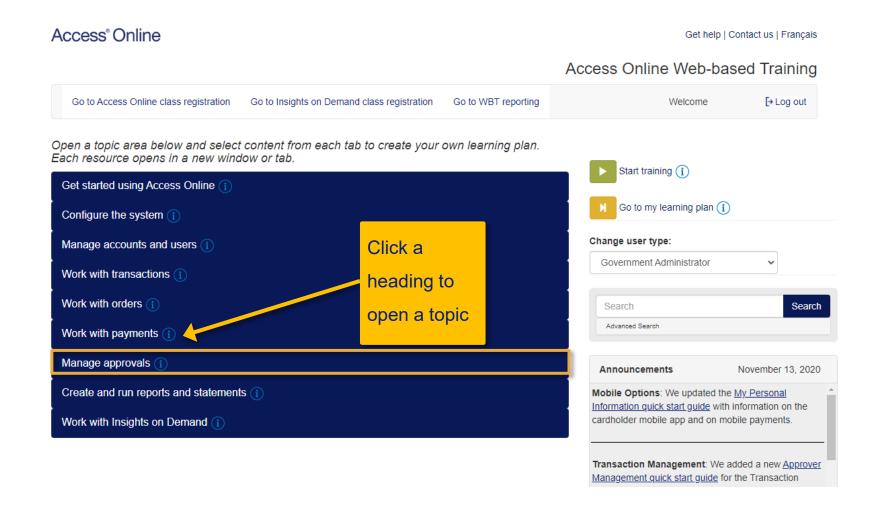


**Government Services** 

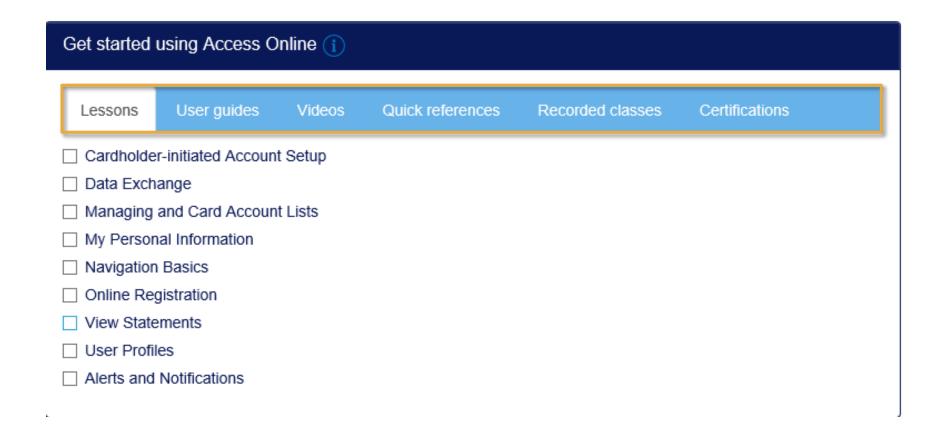
#### **Quick Links**

Manage Home Page Settings

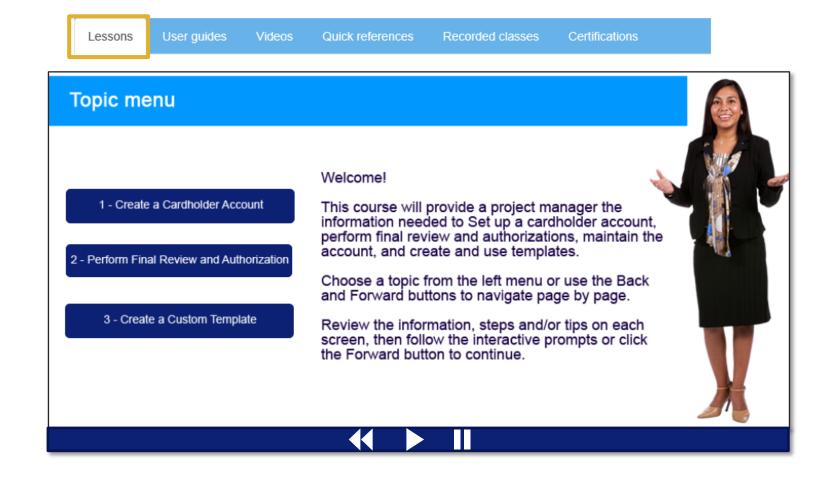
### Web Based Training page



### Learning content types



### Lessons

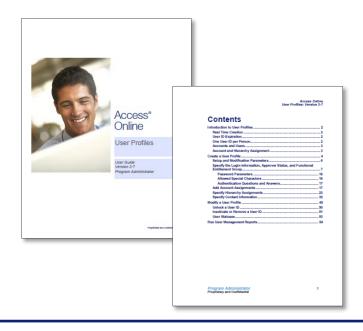


### Guides



#### **User guides**

- Functionality based specific to a task or process in the system
- Service user guides comprehensive information on tasks performed by role (administrator, cardholder, etc.)



#### **Quick references**

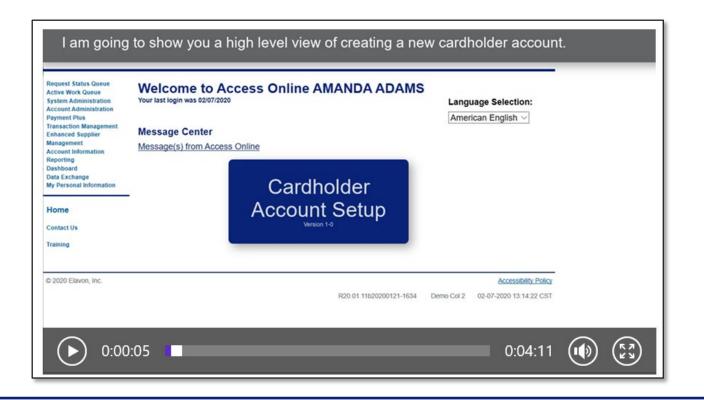
- Easy to find and quick to use
- One- to two-page summary of basic steps of specific tasks



### Videos



- Quick demos of key Access Online tasks with voiceover and subtitles
- Average 3 minutes in length



### Recorded classes

User guides Quick references Recorded classes

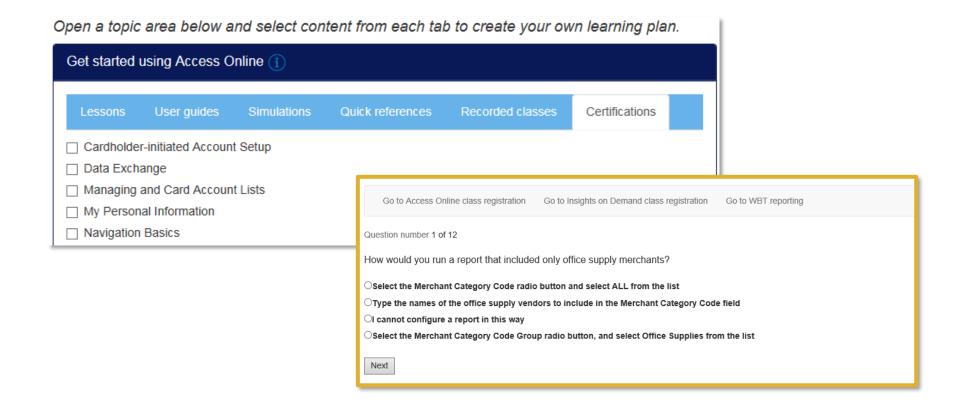
- Recorded classes
  - Access training anytime through recorded training classes
- Live/Instructor-led
  - Attend a scheduled course led by an instructor to learn and ask questions



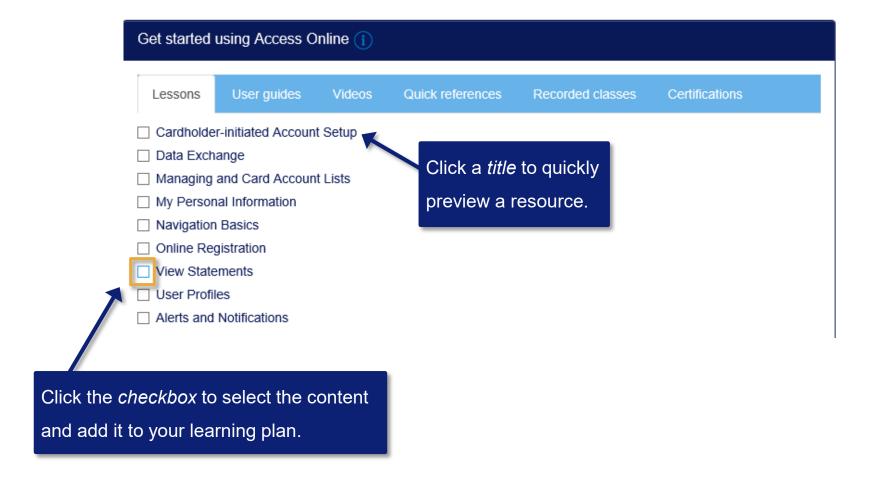
### Certifications



### Each lesson has a corresponding certification



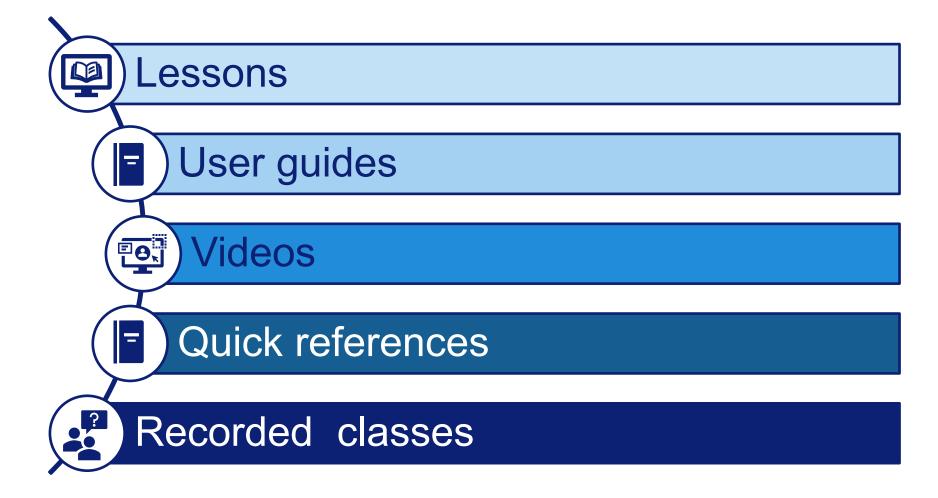
### Learning content types



### Learning plan and Start training buttons

Open a topic area below and select content from each tab to create your own learning plan. Each resource opens in a new window or tab. Start training (i) Get started using Access Online (1) Go to my learning plan (i) Certifications Lessons User guides Videos Quick references Recorded classes Change user type: COMPLETED! Alerts and Notifications Government Administrator □ COMPLETED! Cardholder-initiated Account Setup Starting resources Cardholder Application Portal □ Data Exchange from the learning plan Decline Search Managing and Card Account Lists Advanced Search Mobile App allows them to be [Quick Reference] Declined Transactions ☐ My Personal Information □ COMPLETED! Navigation Basics [Video] Declined Transactions marked COMPLETED. Online Registration ☐ COMPLETED! View Statements **NEW!** The keyword Announcements User Profiles Mobile Options: We update search allows you to Information quick start guide Configure the system (1) cardholder mobile app and o quickly find resources Manage accounts and users (1) by topic.

### Audience Poll: What type of learning works best for you?



## Thank you!

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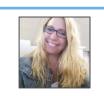
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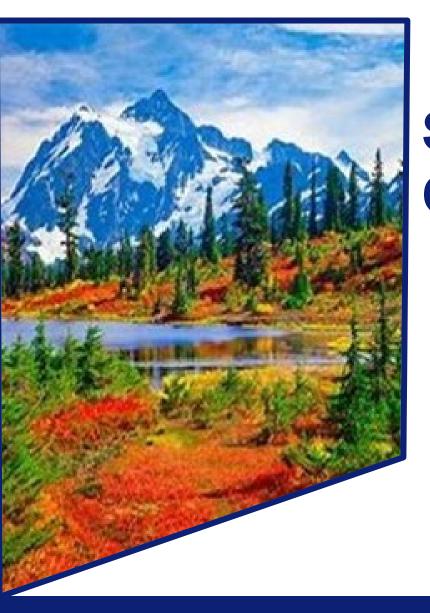
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# **State of Washington Commercial Card Forum**

October 20, 2021

