

REBATES APPLICABLE TO FLEET CARD	REBATE BPS	PAID
<p>Incentive #1 – Fleet Standard Volume Each Participating Entity will receive a basis point (percentage) of its quarterly fleet standard spend volume.</p> <p>Formula to determine quarterly fleet standard volume incentive share: <u><i>Quarterly volume sales per entity – U.S. Bank Voyager Maintenance Solution® spend volume X basis points (percentage) = Entity Quarterly Fleet Standard Volume Incentive.</i></u></p>	124	Quarterly
<p>Incentive #2 – U.S. Bank Voyager Maintenance Solution® Volume Each Participating Entity will receive a basis point (percentage) of its quarterly U.S. Bank Voyager Maintenance Solution® volume.</p> <p>Formula to determine quarterly U.S. Bank Voyager Maintenance Solution® incentive share: <u><i>Quarterly U.S. Bank Voyager Maintenance Solution® spend volume sales per entity X basis points (percentage) = Entity Quarterly U.S. Bank Voyager Maintenance Solution® Incentive.</i></u></p>	300	Quarterly
<p>Incentive #3 – Speed of Pay/Prompt Payment Incentive The Prompt Payment Incentive Calculation is designed to provide an incentive to each Participating Entity, when Client Held Days is less than forty-five (45) days. The Prompt Payment Incentive is based solely on the Client Held Days Payment Performance for each Entity for each Agreement Quarter (3 calendar months).</p> <p>Formula to determine Prompt Payment Incentive: <u><i>(45 – Client Held Days) / 45 X 0.0045 X Quarterly Sales Volume = Entity Quarterly Prompt Payment Incentive.</i></u></p>	45 (max)	Quarterly

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<p>Incentive #4 – NASPO ValuePoint Annual Sales Volume</p> <p>Each participating state will receive an additional NASPO ValuePoint Annual Sales Volume Incentive based on a tier established from all NASPO ValuePoint participating states annual volume and applied to each state’s annual sales volume.</p> <p>Formula to determine NASPO ValuePoint Annual Sales Volume Incentive: <u>Participating state annual sales volume (Fleet Standard Volume) X applicable basis points (percentage) corresponding to the Tier established for the Annual Overall NASPO ValuePoint Sales Volume (Fleet Standard Volume) = NASPO ValuePoint Participating State Annual Sales Volume Incentive.</u></p> <table data-bbox="682 693 1039 840"> <tr> <td>\$50,000,000 - \$100,000,000</td> <td>37</td> </tr> <tr> <td>\$100,000,001 - \$300,000,000</td> <td>38</td> </tr> <tr> <td>\$300,000,001 - \$500,000,000</td> <td>40</td> </tr> <tr> <td>\$500,000,001 and above</td> <td>42</td> </tr> </table> <p>Note: Notwithstanding the foregoing, if a political subdivision in a non-participating state is allowed to join the contract, the Annual Aggregate State rebate component will be negotiated between the Contractor, NASPO ValuePoint, and that political subdivision, so long as the net bps available for this component are not diminished.</p>	\$50,000,000 - \$100,000,000	37	\$100,000,001 - \$300,000,000	38	\$300,000,001 - \$500,000,000	40	\$500,000,001 and above	42		Annually
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