

Put sophisticated analytical tools to work for your company.

Smart companies constantly look for ways to extract more value from their investment in a Procure-to-Pay process. They want new ways to optimize performance and procedures. That's why Visa has developed a robust suite of analytical tools, including the Average Transaction Analysis. Use the tools to help assess how well your procurement and payment processes are performing and, more importantly, how they could be enhanced. You can benefit from the use of leading-edge tools and data analytics, combined with practical suggestions from Visa and your commercial banker.

Visa Average Transaction Analysis

Visa's Average Transaction Analysis reviews summary-level spend analytics to identify opportunities to consolidate vendors, convert more business from paper-based transactions to automated card payments and bring more profit to your bottom line. These opportunities can translate into streamlined operations. Cost savings. Better control over vendor relationships and cash flow. And more value from your Procure-to-Pay investment.

Best Fit

Companies interested in a summary spend analysis.

Benefit

Identify and select suppliers that support your Procure-to-Pay initiatives, including maximizing use of Visa® commercial cards.

Highlights

- **Identifies vendors that accept Visa** so they can be converted from check payments to commercial card payments.
- **Provides an overview of spend** through detailed reporting and summary-level analytics.
- **Organizes suppliers** by dollar and transaction volume and average payment size.
- **Assists in setting card program goals** based on past volume and expansion opportunities.
- **Helps develop a business case** for investing in your commercial card program.
- **Reports on card program performance** and planning.
- **Helps track compliance with card use policies** by determining the payment types for each supplier.

- **Delivers strategic and tactical recommendations** for optimizing Procure-to-Pay functions.

You Provide

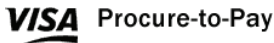


Summary-level supplier data, including total spend and total number of transactions, to Visa or your commercial banker.

The Right Tool for the Job

Visa's suite of Program Optimization Analytical Tools also includes the Accounts Payable Analysis, Return on Investment (ROI) Analysis, Industry Benchmark Analysis and Performance Gauges.

Learn more about how Visa's Program Optimization Analytical Tools can help drive the success of your company's commercial card program. Contact Visa at PO@Visa.com or your commercial banker for more information.

Average Transaction Analysis: Excerpt of Sample Report

		 					
Average Transaction Analysis Cardable Spend by Suppliers Who Accept Visa		Client Name: ABC Company Excluded Supplier Name: None					
<table border="1"> <tr> <td>Visa Merchant:</td> <td>Top 75</td> </tr> <tr> <td>Visa Acceptor:</td> <td>Yes</td> </tr> </table>	Visa Merchant:	Top 75	Visa Acceptor:	Yes			
Visa Merchant:	Top 75						
Visa Acceptor:	Yes						
Visa Merchant	Annualized Spend Amount	No. of Trans	Avg. Tran Amount				
SUPPLIER 1	\$979,160	13	\$75,320				
SUPPLIER 2	\$153,360	71	\$2,160				
SUPPLIER 3	\$116,223	4	\$29,056				
SUPPLIER 4	\$87,486	81	\$1,080				
SUPPLIER 5	\$83,182	24	\$3,466				
SUPPLIER 6	\$72,749	1	\$72,749				
SUPPLIER 7	\$70,200	8	\$8,775				
SUPPLIER 8	\$69,198	21	\$3,295				
SUPPLIER 9	\$65,287	2	\$32,644				
SUPPLIER 10	\$65,199	188	\$347				
SUPPLIER 11	\$53,905	27	\$1,996				
SUPPLIER 12	\$47,438	42	\$1,129				
SUPPLIER 13	\$47,104	12	\$3,925				
SUPPLIER 14	\$45,351	13	\$3,489				
SUPPLIER 15	\$44,970	77	\$584				
SUPPLIER 16	\$34,776	132	\$263				
SUPPLIER 17	\$34,295	18	\$1,905				
SUPPLIER 18	\$33,887	1	\$33,887				
SUPPLIER 19	\$33,601	35	\$960				
SUPPLIER 20	\$33,590	18	\$1,866				
SUPPLIER 21	\$32,781	78	\$420				
SUPPLIER 22	\$32,662	82	\$398				
SUPPLIER 23	\$30,130	9	\$3,348				
SUPPLIER 24	\$28,585	24	\$1,191				
SUPPLIER 25	\$28,442	20	\$1,422				
SUPPLIER 26	\$28,235	29	\$974				
SUPPLIER 27	\$27,226	3	\$9,075				
SUPPLIER 28	\$26,825	1	\$26,825				
SUPPLIER 29	\$26,588	50	\$532				
SUPPLIER 30	\$25,636	5	\$5,127				
SUPPLIER 31	\$25,442	3	\$8,481				
SUPPLIER 32	\$24,751	10	\$2,475				
SUPPLIER 33	\$24,464	3	\$8,155				
SUPPLIER 34	\$23,864	6	\$3,977				
SUPPLIER 35	\$23,339	56	\$417				

The Average Transaction Analysis and reports are intended for informational purposes only and should not be relied upon for marketing, technology, legal, regulatory, tax, financial or other advice. The information is not intended to advise you of strategies applicable to your specific situation, but rather to highlight issues for your consideration. Therefore, you should consult your own advisors. Visa is not responsible for your use of the tool, studies, reports and information, including errors of assumptions or conclusions of any kind that you might draw from its use.