

CAL-Card Rebate Report

Column Descriptions

Col	Title	Description
A	Contract Payment Start Date	Start of rebate period (quarter)
B	Contract Payment End Date	End of rebate period (quarter)
C	Agency Duns	Agency Duns (data universal number system) number
D	Agency Duns Name	Agency's relationship name in contractor system
E	Quarterly Standard Volume Sales	Total Standard Volume Sales for the quarter (excluding Quarterly Ultra Low Volume)
F	Quarterly Non-Standard Volume Sales	Total Non-Standard Volume Sales for the quarter (excluding Quarterly Ultra Low Volume)
G	Quarterly Standard + Non-Standard Sales (E+F+P)	Total quarterly volume sales including both standard and non-standard (quarterly volume sales)
H	Sum of Daily Balances	Contractor system looks at the total client balance on day 1, records it, again looks at the balance on day 2, records it, looks at the balance on day 3, and so on; the sum of all recorded balances at the end of the quarter is the Sum of Daily Balances which is then divided by quarterly volume sales to determine the file turn speed of payment
I	Average Client-held Days	(Sum of Daily Balances / quarterly volume sales) ¹ - 15 ¹ Sum of Daily Balances / quarterly volume sales (file turn)
J	Standard Volume Sales Incentive Rate	Rate is 135 bps
K	Non Standard Volume Sales Incentive Rate	Rate is 135 bps
L	Prompt Payment Incentive Rate	Based on client's file turn performance and the speed of pay grid in the NASPO Master
M	Standard Volume Sales Incentive (E*J)	Quarterly Standard Volume Sales x Standard Volume Sales Incentive Rate
N	Non Standard Sales Incentive (F*K)	Quarterly Non-Standard Volume Sales x Non-Standard Volume Sales Incentive Rate or DIRP (discount interchange rate program)
O	Prompt Payment Incentive ((G-P)*L)	quarterly volume sales x Prompt Payment Incentive Rate
P	Quarterly Ultra Low Volume ²	Equivalent to Quarterly Standard/Non-Standard Volume Sales (columns E and F) for ULM sales only
Q	Ultra Low Volume Sales Incentive Rate ²	Equivalent to Standard/Non-Standard Volume Sales Incentive Rate (columns J and K) for ULM sales
R	Ultra Low Prompt Payment Incentive Rate ²	Equivalent to Prompt Payment Incentive Rate (column L) for ULM sales

Col	Title	Description
S	Ultra Low Volume Sales Incentive (P*Q) ²	Equivalent to Standard/Non-Standard Sales Incentive (columns M and N) for ULM sales
T	Ultra Low Prompt Payment Incentive (P*R) ²	Equivalent to Prompt Payment Incentive (column O) for ULM sales
U	Total Calculated Incentive Paid (M+N+O+S+T)	All incentives combined
V	Charge-Offs	Any amount written off after 180 days delinquency which is then deducted from any rebates paid that quarter
W	Carry Over	For a Charge-Off larger than any rebate earned in that quarter, remaining Charge-Off carries over into future quarters until the rebate covers the Charge-Off amount
X	Actual Payment Paid (U-V-W)	All incentives combined - Charge Off balances (should match payment sent to the client for that quarter)
Y	Tran Count	Total Tran(saction) Count for the client in the respective quarter
Z	Number of Accounts	Total number of card accounts for the client in the respective quarter
AA	Average Spend per Account	(quarterly volume sales + ULM sales) / Number of Accounts
AB	Contract Payment ID	Contractor-assigned ID to assist in identifying the client rebate in contractor system
AC	Total Spend Reporting (E+F+P)	Quarterly Standard Volume Sales + Quarterly Non-Standard Volume Sales + Quarterly Ultra Low Volume: quarterly volume sales + ULM sales
Note ²	Ultra Low (Merchant) (ULM)	ULM (Amazon) refers to sales that are excluded from Quarterly Standard/Non-Standard Volume Sales or quarterly volume sales in calculating rebate share for non-standard, prompt payment and national volume incentives