Evolution of the GSA SmartPay Program

The GSA SmartPay Program continues to expand. As the program evolves, it continues to emphasize controls, security, innovation, transparency, green, small businesses, cost savings, and helping to find mission-focused solutions.

1998
- Increase Card Use
  - Encourage use of cards for government business
  - Workload management
  - Reduce acquisition overhead
  - Low costs
  - Earn refunds

2011
- Accountability & Compliance
  - Improved card utilization (reduction in number of purchase cards)
  - Increased internal controls
  - Enhanced security
  - Improved training

- Strategic Business Solutions
  - Innovative products and services
  - Greater “business intelligence”
  - Tax recovery
  - “Beyond Plastics”
  - Improved data
  - Green purchasing
  - Point-of-sale recognition
FY 2010 GSA SmartPay® Statistics

FY 2010 Total Program Spend: $30.6 Billion
FY 2010 Total Transactions: 98.9 Million
FY 2010 Total Cards Issued: 3.1 Million
FY 2010 Net Agency Refunds: $325.9 Million

<table>
<thead>
<tr>
<th>Type</th>
<th>FY08</th>
<th>FY 09</th>
<th>FY10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spend</td>
<td>$19.8 B</td>
<td>$19.3B</td>
<td>$19.2B</td>
</tr>
<tr>
<td>Transactions</td>
<td>25.5M</td>
<td>21.9 M</td>
<td>22.1M</td>
</tr>
<tr>
<td>Cardholders</td>
<td>276 K</td>
<td>270 K</td>
<td>257K</td>
</tr>
<tr>
<td>Travel</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spend</td>
<td>$8.3 B</td>
<td>$8.9 B</td>
<td>$9.6B</td>
</tr>
<tr>
<td>Transactions</td>
<td>45.8 M</td>
<td>45.3 M</td>
<td>50.1M</td>
</tr>
<tr>
<td>Cardholders</td>
<td>2.2 M</td>
<td>2.2 M</td>
<td>2.2M</td>
</tr>
<tr>
<td>Fleet</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spend</td>
<td>$2.5 B</td>
<td>$1.5 B</td>
<td>$1.8B</td>
</tr>
<tr>
<td>Transactions</td>
<td>29.0 M</td>
<td>25.9 M</td>
<td>26.7M</td>
</tr>
<tr>
<td>Cards</td>
<td>662 K</td>
<td>650 K</td>
<td>632K</td>
</tr>
</tbody>
</table>
GSA SmartPay Major Initiatives - Highlights

- Expand Point-of-Sale recognition and card-based strategic sourcing
- Continue to encourage industry to improve data quality and timeliness, as well as provide improvements to procurement preference data and the addition of environmental attribute data
- Enhance customer education programs addressing card use at higher dollar amounts for contract payments
- Increase card and cardless payment process interaction to help solve customer agency mission support challenges and increase efficiency
- Continuously evolve fraud detection and prevention training, processes, and systems, in coordination with industry