



Accept the MasterCard® Corporate Purchasing® Card.
Put your business in the fast lane.

For suppliers like you, accepting the MasterCard® Corporate Purchasing Card® delivers real advantages to your business. Advantages that help you do business more efficiently and more profitably.



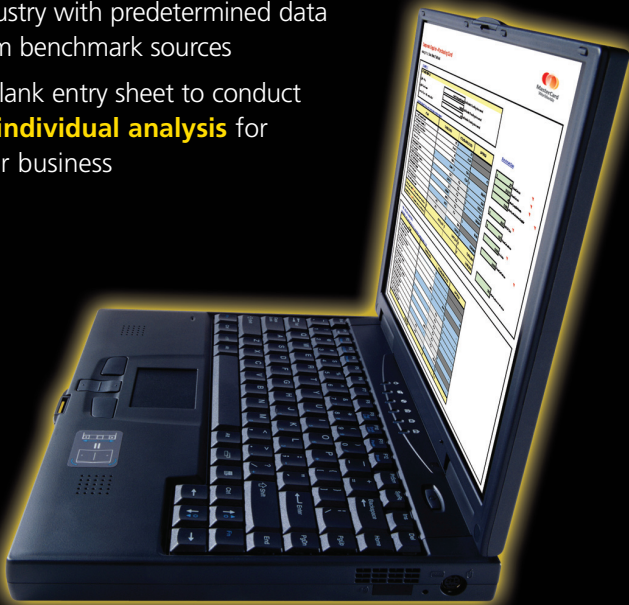
Benefits of accepting the MasterCard Corporate Purchasing Card:

- Cost savings by eliminating the need for billing and receivables management
- Improved cash flow through quick payments
- Improved customer satisfaction and retention as a preferred supplier
- New opportunities for growth for staying technologically competitive

The easy-to-use Cost Benefit Model compares the cost of a paper-based invoice payment process to a card payment system, then calculates the savings to your business! See right now how you can improve cash flow and eliminate costly paperwork by using the enclosed CD! (See back for instructions.)

The Corporate Supplier Cost Benefit Model CD contains:

- An **interactive example** for your industry with predetermined data from benchmark sources
- A blank entry sheet to conduct an **individual analysis** for your business

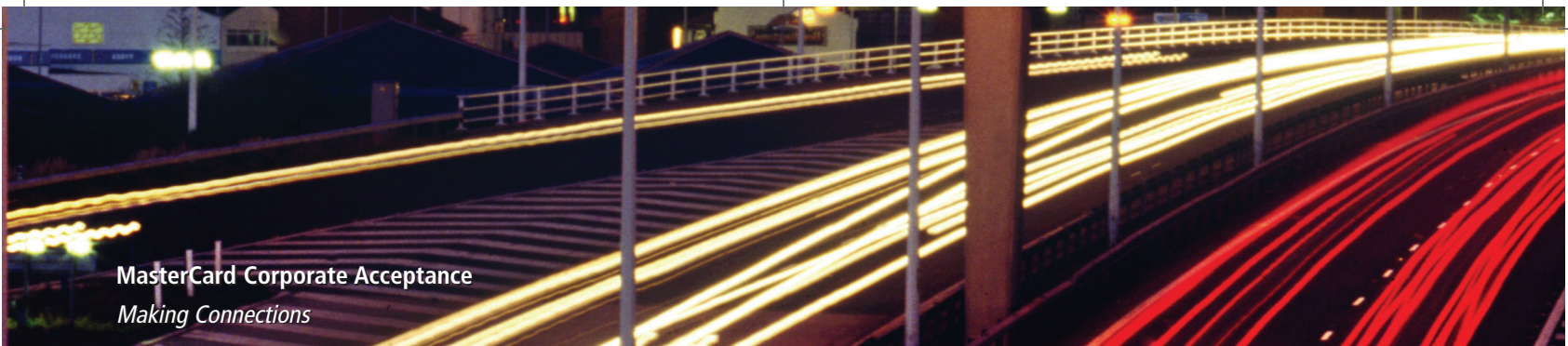


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Print size is 100% of actual size (8.5"Wx11.0"H)
Varnish Instructions: None
Special Instructions: None

Live area: 8.0"Wx10.5"H Bleed: 8.75"Wx11.25"H
Colors: CMYK
All photos are Hi-res
Fonts: Frutiger, Helvetica
Applications: Quark, Illustrator, Photoshop

File name: 112628_accept_SS_flat.qxd
Job No: 6-112628
Date: 10/06/06
Version: MECH
Project Manager: LV

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MasterCard Corporate Acceptance

Making Connections

Interactive example:

1. Open the corporatesuppliermodel.xls file in Excel
2. Click the "Supplier Industry" drop-down box and select your industry group*
3. Click the "Supplier Annual Revenue" drop-down box to choose the dollar amount*
4. Click on the "Target % of Payment \$ Converted to Card" drop-down box

*By performing steps 2 and 3, Average Transaction Amount, Total Transaction Count, and Days to Receive Payment fields will automatically populate with industry-appropriate benchmark data. The model will automatically calculate remaining fields and display the savings.

Individual analysis:

1. Open the file named **corporatesuppliermodel.xls** in Excel.
 2. Enter data in the white boxes based on your existing costs and processes; the model will calculate the blue areas and project the savings.
- **Average Transaction Amount** should be the same number for both payment methods to enable direct comparison.
 - **Total Transaction Count** is the number of transactions you want to examine, whether it be just one or many, to give you an extended look at the benefits. All appropriate data is multiplied by this number.
 - **Average Days to Receive Payment** is the time period between the sale date and the date the supplier receives payment. Generally, invoices take 30 days or more; card payments usually take two to three days.

- **Cost of Funds Rate** is the percentage rate of the cost of funds or capital during the period the supplier is waiting for payment.
- **Total Cost of Funds** is calculated by the model. It multiplies the cost of capital times the number of days the payment is outstanding.
- **Invoicing Cost Per Transaction and Check-Handling Cost Per Transaction** are the administrative costs for producing, mailing, receiving, and reconciling an invoice and depositing and reconciling payment.
- **Total Invoicing Cost and Total Check-Handling Cost** is calculated by the model.
- **Bad Debt Rate** is generally expressed as a percent of the overall sales based upon historical experience.
- **Total Bad Debt Expense** is calculated by the model.
- **Card Processing Rate** is the percentage paid by the supplier to the credit card service provider.
- **Total Card Processing Amount** is calculated by the model.

Open the door to increased savings and profits!

For more information about MasterCard Corporate Purchasing Card acceptance, contact your local financial institution to arrange for acceptance, or go online to:

www.mastercardmerchant.com/accept_mastercard for a referral list of merchant card service providers.