

Business Solutions for the Village of Orland Park

Achieving Your Expense Management Goals

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The Questions



While 62% of hospitals agree that cost savings are their top priority, 72% of hospitals use checks as their major payment method for most commodities.*

How would increased float and improved cash flow benefit you?

How would having 24/7 online access to consolidated spending data and reports improve your cost management?

Would you like to reduce the number of checks and invoices you process?

How would earning valuable rewards for business spending benefit your employees and your company?

Would you like to receive cash rebates up to 5% for everyday spending with leading national suppliers?

The Challenge

- Non-profit / not-for-profit organizations have seen reductions in contributions due to current economic conditions.
- State and or federal subsidies are decreasing due to less revenues being collected.
- Organizations are increasing efforts to receive donations.

HOW CAN ORGANIZATIONS KEEP FUNDS FLOWING IN?

The GivingExpress® Program: donating to your 501C3 is easy

1. Go to www.americanexpress.com/give
2. Identify your charity, foundation or endowment to which you will donate your Membership Reward points
3. Every 100,000 points donated equals \$1,000

secure

AMERICAN EXPRESS

HOME PERSONAL CARDS FINANCIAL SERVICES TRAVEL SMALL BUSINESS CORPORATIONS MERCHANTS

PERSONAL CARDS

Summary of Accounts Card Benefits Membership Rewards Shopping Entertainment Prepaid Cards Apply for a Card

The GivingExpress® Program
FROM AMERICAN EXPRESS

DONATING ONLINE, YOUR WAY.

GIVING IS EASY

Make a secure donation to your favorite organization
[CONTRIBUTE NOW](#)

CHARITIES & NON-PROFIT ORGANIZATIONS

Find out more about the GivingExpress program
[LEARN MORE NOW](#)

American Express® Cardmembers

- [Update your account information](#)
- [Change or cancel a recurring donation](#)
- [See your giving history](#)

FIND YOUR FAVORITE CHARITABLE ORGANIZATION

We're making it easier and more rewarding for you to give to charities and nonprofit organizations this holiday season.

Start the season of giving with just a few clicks. The Giving Express® program from American Express connects you to important causes including education, health, human services, and more.

Your dollar donations are tax-deductible and you'll receive an e-mail receipt for your records. Plus, now through December 31, 2006, you can **earn double Membership Rewards® points for every dollar you donate** with an eligible, enrolled American Express® Card. Charitable giving has never been so easy and rewarding—and you can choose from over 1 million charitable organizations online today.

CHOOSE MULTIPLE WAYS TO DONATE

- Give to one or more charities and nonprofit organizations
- Donate dollars with your American Express Card
- Donate Membership Rewards points
- Set up recurring donations

Best of all, donating online helps nonprofit organizations reduce administrative costs so that they can do more with the money you give.

EARN POINTS FOR YOUR CONTRIBUTIONS

Now through December 31, 2006, donate to any of the 1 million charitable organizations and you can earn double Membership Rewards points for every dollar you donate with an eligible, enrolled American Express Card.*

TRACK YOUR DONATIONS FOR TAX TIME

When you make a donation, you'll get an immediate e-mail confirmation for each transaction. And we'll post a detailed record of all your donations on your password-protected Giving History website.

Powered by:

* To be eligible to earn Membership Rewards points, you must be enrolled in the Membership Rewards program at the time of donation and your donation must be made on an eligible, enrolled American Express® Card. Terms and conditions of the Membership Rewards program apply. For more information, visit americanexpress.com/rewards. Dollar donations are tax deductible, however donations of Membership Rewards points are not tax deductible. Bonus ID 0731.

Please note: American Express will deduct a transaction fee of 2.25% from your donation to cover processing costs. The charities will receive your donation amount, minus the 2.25% American Express processing fee, from our partner JustGive. This transaction fee is similar to or less than the processing fee the charity would pay if you were to charge your donation with your American Express Card through any other means (i.e., over the phone to the charity, through the charity's website, etc.). You will not be charged any additional fees for using the American Express Donation Site and the full amount of your donation is 100% tax-deductible.

The average transaction through the American Express donation site in 2005 was \$400. Source: American Express internal data.

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How it works

simple

1. Identify key suppliers that currently accept the American Express Corporate Card
2. Establish a Corporate Card program to be specifically used for vendor payables
 - Unsecured line of credit
 - No personal guarantees
 - Will not impact your balance sheet as a liability
3. Pay key suppliers with the American Express Corporate Card
 - Average of 50%-65% of current payables ALREADY accept American Express
4. Earn Membership Rewards points for every invoice paid

“You don’t get any air miles for writing checks.” – Alan Greenspan, Federal Reserve Chairman, Federal Reserve Electronic Payment Study December 2004

The Village of Orland Park Potential Suppliers

Supplier†	OPP (✓ / NA)	POT (\$)
Waste Management of IL		\$4,446,187
Cargill Incorporated		\$319,001
Dell		\$81,661

TOTAL: \$4,846,849

OPP=Opportunity; POT=Potential †Supplier match results as of December 7, 2010

Value Quantification: 501C3 Opportunity

**Potential Return based on \$4,800,000 in potential
Corporate Card Expenses.**

Rewards Rebate: Membership Reward points equates to a return of \$48,000 to the Village of Orland Park via Giving Express each year.

Savings At Work Rebate: FedEx may equate to additional \$2,000+ to the Village of Orland Park via cash rebate.

Potential Savings in the first year: \$50,000.00

Get cash rebates with leading national suppliers and local restaurants



Travel should take you places™



CHOICE HOTELS INTERNATIONAL



Earn up to 5% cash rebates with the *Savings at Work*SM Program¹

- ★ No enrollment required to earn the rebate
- ★ Use any American Express® Corporate Card
- ★ Earn automatic cash rebates—no redemption codes necessary
- ★ Receive an annual rebate check after year-end
- ★ Receive mid-year and year-end savings statements
- ★ Combine offers with most existing discounts

Accounts Payable Process

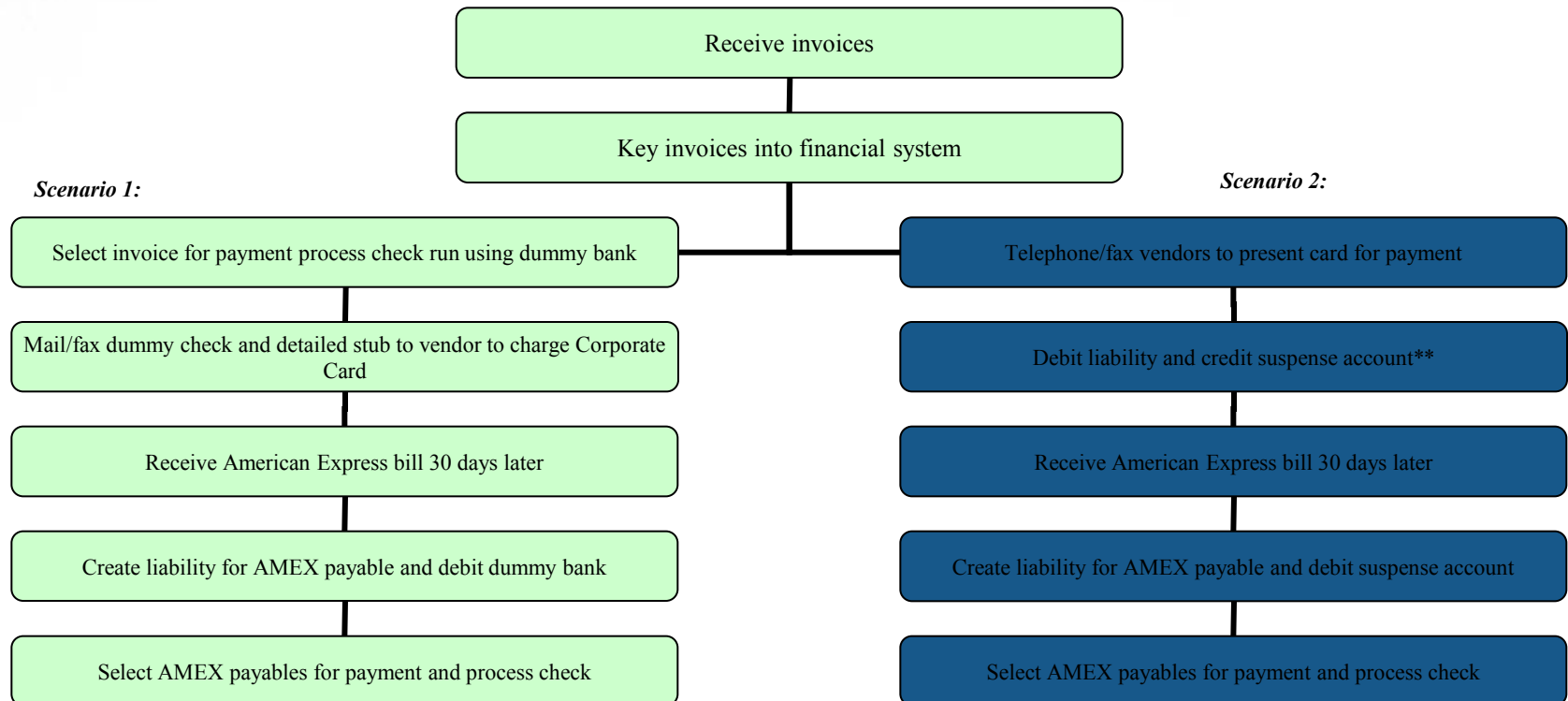
Set up American Express in the vendor master file (one time set-up)

- ✦ Assign American Express a GL account number, serving as a Suspense account
- ✦ After entering the invoice as you normally do to retain vendor history, move the liability over to the Suspense Account.
- ✦ Authorize the vendor via a fax or email authorization template

Reconciliation – Upon receipt of American Express Statement

- ✦ American Express e-mails A/P an Excel Report within 48 hours of Cycle cut. This should exactly match the transactions in the Suspense Account.
- ✦ Key total in GL to debit the Suspense account
- ✦ Cash account will be credited during the next normal check-run and funds will be released to American Express

AP Process – Utilize Scenario 1 or 2



Unique to American Express and Next Steps

- Totally unsecured program WITHOUT requiring personal guarantees, treasury commitments, or impact to balance sheet
- Stability -American Express offers 158 years of security, trust and integrity
- Largest Corporate Card Program in world
- Next Steps:
 - ✦ Complete Corporate Application
 - ✦ Provide Excel download of the Village of Orland Park suppliers
 - ✦ Set up next meeting to discuss results

trust

In Closing... Thank you for your time!

PREMIUM

security
global
technology
solution
services



rapid response
guarantee
PRESTIGE
fraud protection
savings
rewards of membership
confidence
peace of mind

Confidentiality disclosure provisions

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- g) These Obligations will survive any expiration of this proposal.

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