

ePayables Peer Benchmarking Report

Access: ICD home page > Reporting > reportQ > Quick Reports > ePayables > ePayables Peer Benchmarking Report

Description: The ePayables Peer Benchmarking report allows you to compare your ePayables program's performance to your industry peers, both within Comdata and across the United States (US) based on RPMG (Richard Palmer and Mahendra Gupta) survey results.

The RPMG survey results reflect the performance of companies within your industry across the US that use a virtual payments program to pay vendors.

Your organization's data is based on your ePayables program's estimated total revenue and number of vendors. This information can be entered on the Customer Profile page in ICD (**ICD > Manage > Customer Profile**). This data should be updated regularly so you can stay up to date on your performance with industry peers.

The report is broken up into three pages:

- **Overall Results.** Overall comparison of your program to your Comdata industry peers and all industries that use Comdata's ePayables program, based on RPMG survey results. Also displays a best in class percentage that represents the top performing company within your industry.
- **Spend Analysis.** Compares your vendor and transaction spend by spend range to your Comdata industry peers and all industry peers at Comdata. Also compares your average merchant spend by merchant's industry.
- **Benchmark Notes.** Detailed descriptions of the report's purpose, sections, and terminology. Please use this as a reference for additional information.

The data in this report reflects up to the previous 12 months. The RPMG survey results and best-in-class are updated once every two years.

(see report samples on next page)



Virtual Payments

Benchmark Comparison

VENDOR PORTAL

Industry Segment - Construction

Overall Results

ePayables Spend as a Percentage of Total Revenue



Average Percentage of Enrolled Vendors



Average Transaction Spend



Your Organization

Posted Month	Posted Year	Vendor Count	Card Count	Transaction Count	Total Spend
09-September	2013	2	2	2	20,165
10-October	2013	4	18	18	85,259
11-November	2013	3	13	13	4,750
12-December	2013	4	43	43	355,279
02-February	2014	10	127	127	42,475
Average:		5	41	41	101,586

Your Comdata Industry Peers

Posted Month	Posted Year	Number of Accounts	AVG Vendor Count	AVG Card Count	AVG Transactions	AVG Spend per Account
09-September	2013	1	2	2	2	20,165
10-October	2013	1	4	18	18	85,259
11-November	2013	1	3	13	13	4,750
12-December	2013	1	4	43	43	355,279
01-January	2014	1	1	3	6	1,201
02-February	2014	1	10	127	127	42,475
Average:		1	4	34	35	84,855



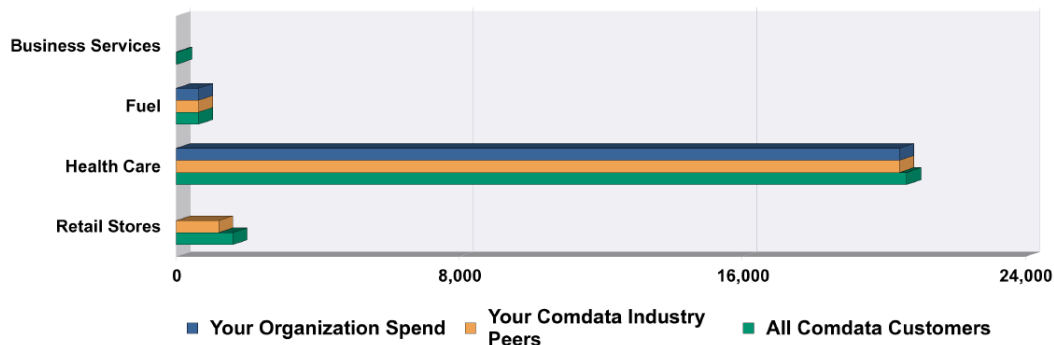
Virtual Payments

Benchmark Comparison

VENDOR PORTAL

Industry Segment - Construction

Spend by Merchant Group



Count of Transactions by Spend Range

	0-20K	20K-50K	50K-100K	250K-500K	500K-1M	1M-5M
Your Organization	179	2	5	17		
Your Comdata Industry Peers	185	2	5	17		
All Comdata Customers	200	2	5	17	10	26

Count of Vendors Paid by Spend Range

	0-20K	20K-50K	50K-100K	250K-500K	500K-1M	1M-5M
Your Organization	12	1	1	1		
Your Comdata Industry Peers	13	1	1	1		
All Comdata Customers	18	1	1	1	1	1

Spend Analysis

\$ | Virtual Payments

Benchmark Comparison VENDOR PORTAL Industry Segment - Construction

Purpose of this Report:

This report is designed to provide insight into the relative performance of your organization's ePayables (virtual card) program. Use it regularly to see how you compare to others in your industry as well as companies across the U.S. If your performance is lower than the benchmarks provided, or if you are interested in improving your ePayables program, please contact your Comdata account manager.

Data Sources and Terms:

"Your Organization"

Results reflect the past 12 months of transactional data. For newer customers, the report shows results for as many months of data as is available.

"Your Comdata Industry Peers"

Results show averages for your organization and all other Comdata customers that operate in your same industry segment (i.e. Construction, Retail, etc.)

"All Comdata Customers"

Shows performance results from all Comdata customers using ePayables, regardless of industry.

"Your Industry Best in Class"

Shows you the top performance figures of companies in your industry.

"RPMG Survey Results"

Taken with permission from the RPMG 2012 Purchasing Card Benchmark Survey to show performance of organizations across the U.S. beyond just Comdata customers. For more details on RPMG survey data, visit <http://www.rpmgresearch.net/>

Metric Definitions:

ePayables Spend as a Percentage of Total Revenue: This is a standard performance metric used in the industry to show how well a company implements its ePayables program. It is calculated by dividing your organization's annual virtual card spending by your organization's annual expected revenue. A higher percentage indicates better program management and engagement by the organization's internal staff.



Average Percentage of Enrolled Vendors: A metric that shows the proportion of an organization's vendors that accept virtual credit card payments. Increasing this number allows an organization to pay more of its invoices via credit card, thereby earning more rebate revenue and lowering costs associated with processing check payments.



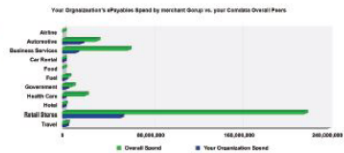
Average Spend per Transaction: The total ePayables spend divided by the number of payment transactions made by virtual credit card. This amount can indicate whether or not the organization is successfully enrolling large volume vendors. However, lower numbers are not necessarily bad if overall spend is on par with peers.



The tables on Page 1 provide a monthly breakdown of your organization's ePayables program vs. your Comdata Industry Peers. It includes the number of unique vendors paid by virtual credit card in the given month, the total number of payments to those vendors and the total amount spent.

Month	Unique Vendors	Total Payments	Total Spend
Jan	12	150	\$1,200,000
Feb	10	120	\$900,000
Mar	15	180	\$1,500,000
Apr	18	210	\$1,800,000
May	20	240	\$2,000,000
Jun	22	260	\$2,200,000
Jul	25	280	\$2,400,000
Aug	28	300	\$2,600,000
Sep	30	320	\$2,800,000
Oct	32	340	\$3,000,000
Nov	35	360	\$3,200,000
Dec	38	380	\$3,400,000

The chart on Page 2 illustrates which types of merchants your organization is paying via ePayables and how it compares to your Comdata Industry Peers. Spending with merchant groups that is lower than your peers may indicate an opportunity to improve your program by strategically enrolling vendors in that category, or seeking alternate vendors that accept card payments.



The table on Page 2 shows how your organization's ePayables spending is distributed by transaction size and how it compares to your Comdata Industry Peers. Data is taken from transactions over the past 12 months – it shows how many transactions were completed within each spend range, and the total combined spend of those transactions.