

# U.S. Bank Solutions for Food & Agribusinesses



All of **us** serving you®

**usbank**

## Powerful solutions to help maximize your payment performance

U.S. Bank® delivers what other institutions only promise. We offer unique solutions to meet all the payment needs of food and agribusinesses. We provide the most comprehensive payment solutions including purchasing, travel and entertainment (T&E), event planning, transportation and fuel management payables.

Many institutions offer commercial cards, yet cards are only one component of the processes we engineer. Our other payment solutions are of the same world-class caliber. They include advanced payment technologies that deliver electronic access tools to manage client programs and bring expense management under control.

Our broad array of proven programs, sophisticated data management resources and experienced professionals provide a product and service combination no other institution can match.

In fact, U.S. Bank pioneered purchasing and travel solutions and still leads the way today. U.S. Bank is one of the largest issuers of Visa® and MasterCard® commercial cards in the world. Food and agribusinesses that partner with U.S. Bank can look forward to:

- Improved Payment and Processing Integration
- Increased Expense Control
- Greater Data Visibility

**save \$2.10 per transaction**

## Draw on the knowledge of payment experts who understand your business

U.S. Bank is a leading developer of corporate payment systems. Behind every U.S. Bank solution is a team of dedicated experts with extensive experience in food and agribusiness. They focus on an organization's business goals and constantly look for ways to increase efficiency and cut costs, especially in the areas of Maintenance, Repair & Operations (MRO), business travel, meeting planning, shipping and product launches. Our payment solutions dramatically simplify expense management for clients and their employees and transform expense data into valuable information that can be used to control costs better.



## A solution for every payment need

U.S. Bank helps food and agribusinesses find the appropriate combination of solutions depending on where a client's purchasing pattern fits within the payment continuum—now and in the future. Representatives help assess the situation including seasonal purchasing needs an organization may have, suggest the right mix of products and tools, and then provide expert service.

## **Program optimization ensures clients receive maximum savings and effectiveness**

Provided at no cost, U.S. Bank helps clients better understand spending patterns, eliminates inefficient processes and implements best practices through program optimization. Accounts payable analysis is an important part of this process. It helps clients discover opportunities for improvement and is designed to achieve fast, measurable results by focusing on four deliverables: program assessment, data and process analysis, program execution and presentation to senior management.

## **Learning opportunities promote best practices and information sharing**

U.S. Bank sponsors a number of client-centric experiences that offer participants networking and learning opportunities focused on the latest industry trends. From interactive webinars to intimate regional roundtables to industry wide conferences to thoughtprovoking white papers and webinars ... U.S. Bank provides innovative payment perspective and leadership.



## **Choose from a variety of payment solutions ... straightforward, complex or somewhere in between**

A dynamic synergy develops when U.S. Bank partners with clients. Together we analyze clients' needs and tailor purchasing, travel and event solutions to fit any requirement throughout the world. Because U.S. Bank offers a full suite of programs, we can handle any payment need food and agribusinesses may have and help identify opportunities they may not have previously considered. We understand the value chain from the very earliest stages of production through processing, packaging, distribution and consumption.

From straightforward and efficient purchasing cards to fully automated epayment programs, U.S. Bank solutions help clients increase efficiency throughout their organizations by eliminating paper throughout the purchasing process.

**U.S. Bank offers a full suite of payment solutions. We can handle any payment need food and agribusinesses may have.**



**Access Online Payment Plus**—Allows organizations to further automate their accounts payable business processes by helping diminish paper, increase controls, reduce risk and facilitate working capital optimization.



**Purchasing Card**—Provides an easy to implement and manage payment and cost management alternatives, the U.S. Bank Purchasing Card is the solution for food and agribusinesses seeking to increase efficiency and control. Offers complete online account management and reporting capabilities.



**Fleet Card**—Provides food and agriculture organizations with the most comprehensive payment processing, online reporting and account maintenance functionality to manage fleet fuel and maintenance costs.



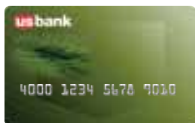
**Electronic Invoice Presentment and Payment (EIPP)**—Automates payment, processing and audits of invoices to create a best-in-class accounts payable process. Options include general payables, freight, telecom, utilities and global trade payments.



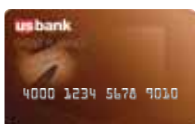
**Freight Payment**—Offers customized solutions for automating freight, payables, receivables, and global trade payments. Provides pre-payment audits capabilities while enabling buyers and sellers to manage and audit payments online collaboratively.



**Corporate Travel Card**—Provides the ideal solution for food and agribusinesses looking to manage their overall travel expenses better. It features flexible spending controls, wide-ranging management and insightful reporting tools.



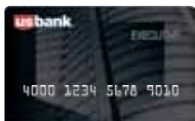
**Managed Spend Card**—Covers expenses relating to buying trips, product launches, events, incentive programs, special promotions, office moves or employee relocations that often fall beyond the scope of traditional purchasing and travel card programs. It is an efficient way to manage these payments and limit risk.



**Event Planner Card**—Enables food and agribusinesses to reduce the time spent managing meeting and event expenses, such as conferences, trade shows or retreats.



**One Card**—Offers the savings and auditing capabilities of purchasing card and corporate card programs in a single powerful solution. Integrate transactions with just one process, one staff, one card issuer and one invoice.



**Executive Card**—Makes traveling less burdensome for senior executives. It offers premium travel benefits and valuable incentives.



## Get more cost savings with Payment Plus

Given the current economic conditions, organizations are searching for easy-to-use tools that support cost reduction by promoting processing efficiencies. U.S. Bank Access Online Payment Plus can help achieve these objectives while also improving overall payment visibility and control.

Payment Plus allows organizations to:

- **Reduce** costs and fraud associated with check payments
- **Automate** payment and reconciliation processes
- **Enhance** cash management

## Easy to use

Streamlining business processes with Payment Plus is easy. In just three steps, an organization can start cutting accounts payable expenses, all within Access Online.

1. **Submit** payment instructions using an automated file or our simple online form.
2. **Pay** suppliers securely while providing complete remittance information.
3. **Monitor** payments and update financial systems with Access Online's automated reporting features.

Payment Plus also supports organizations' key supplier relationships. Organizations can rest assured knowing that suppliers are paid timely, securely and with full remittance information.



Access Online won the 14th annual Enterprise Value Award in the banking and brokerage category. In fact, U.S. Bank is the only organization ever to win the award with its first entry.

## No-cost tool

Payment Plus is part of Access Online, the web-based card program management system that U.S. Bank clients know and trust. An organization does not need to purchase additional software or worry about complicated and expensive implementations. Everything needed to manage payments is available anytime, anywhere, at **no additional cost.**

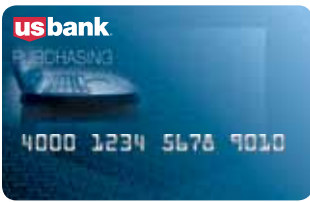
## Increased control

Users will experience improved payment visibility and control by leveraging the dynamic credit adjustments and single-use accounts found in Payment Plus. Supplier payments are processed only when approved and only for the amount authorized, allowing organizations flexible cash management.

## Better processes

Payment Plus enables organizations to achieve many benefits. As checks are converted to Payment Plus, organizations will reap the rewards. Fewer checks mean decreased printing, postage and labor costs. Plus, the cycle-based payment to U.S. Bank allows companies to hold on to valuable cash assets longer.





## Take advantage of innovative payment options

U.S. Bank offers food and agribusinesses an efficient alternative to initiating a check request or purchase requisition. Our programs can help eliminate paper from the A/P process and give food and agribusinesses greater control over transactions.

### Save time and money throughout your purchasing process

U.S. Bank Purchasing card helps reduce cost and streamlines processes associated with authorizing, tracking, purchasing and reconciling your organization's purchases.

- Automatically post transaction data to the general ledger
- Help cut the costs of processing, administration system file maintenance and operations
- Negotiate better terms with vendors
- Monitor compliance and enforce card-usage policies
- Analyze spending data by expense type, Merchant Category Code, geography and more

### Increase purchase program controls

Many features are available to help food and agribusinesses control and/or limit cardholder spending.

- **Velocity Monitoring** allows organizations to limit the number of transactions and dollar limits per day, month or other period specified by the organization.
- **Cardholder Single-Purchase Limit** restricts the amount of a single purchase made by the cardholder.
- **Cardholder Cycle Spending Limit** caps the maximum dollar amount authorized for a cardholder within a 30-day billing cycle.
- **MCC Blocking** prevents purchases of specific commodities and services, so U.S. Bank will block the Merchant Category Codes (MCCs) that represent these items.

## Increase efficiencies and decrease costs

| Features   | Benefits  |
|--|---|
| Flexible authorization system and cardholder spending controls | Manages where cards are used and provides clients with the ability to block misuse and abuse at the point of sale   |
| Worldwide card acceptance                                      | Gives unparalleled purchasing access  |
| Access Online web-enabled reporting                            | Allows clients to monitor their program to identify waste, misuse and abuse, and increase their program's efficiencies by leveraging Access Online's robust reporting options     |
| Supplier management and enablement solutions                   | Facilitates identification and development of strategic supplier alliances  |
| Experienced U.S. Bank Implementation and Relationship Managers | Provides consultation and issue resolution management so clients can focus on their programs while helping organizations achieve increased cost savings and improved efficiencies |
| Robust reporting options                                       | Allows clients to monitor their program to identify waste and abuse, and increase their program's efficiencies  |
| 24-hour customer service                                       | Offers unparalleled 24/7 cardholder assistance  |
| Reduced paperwork  | Increases efficiencies in the procurement process by reducing paper-based transactions for micro-purchases  |
| Visa® or MasterCard® Liability Waiver program protection       | Provides up to \$100,000 protection, per cardholder, for fraudulent use or misuse of the card by cardholders (Association terms and conditions apply)                             |



## Manage vehicle fuel and maintenance costs efficiently

More than just a fuel card, U.S. Bank Fleet Card, powered by the Voyager® network, provides an array of fuel, maintenance and service solutions that greatly simplify vehicle management.

In addition, U.S. Bank Fleet offers the flexibility and expertise food and agribusinesses require in order to satisfy current needs and future growth. With advanced technology and processing systems, service infrastructure and a proven track record in managing fuel taxes and net billing, U.S. Bank is uniquely positioned to help fleets of any size become more efficient and successful.

With the fastest growing universal fleet card in the industry, U.S. Bank stands out because it allows for control at the card level as well as the account level, giving fleet administrators the ability to customize every card. Within a single account, the fleet card can be assigned to individual drivers, sales fleets, small delivery trucks or entire organizations. Fleet administrators appreciate the sophisticated purchase control and expense monitoring features that rein in excess spending.



## Top five reasons food and agribusinesses choose the U.S. Bank Fleet Card:

**Experience**—Partners with organizations in every major industry nationwide, redefining the concept of fleet cards.

**Cost Savings**—Enables organizations to achieve cost savings in the form of merchant discounts, tax exemptions and flexible payment and billing options.

**Control**—Provides full, flexible control over purchases.

**Convenience**—Is accepted at more than 230,000 major and regional fuel and maintenance locations in all 50 states, Canada and Puerto Rico with new sites added daily.

**Customer Service**—Maintains outstanding customer service that is available 24 hours a day, 365 days a year. Achieves the highest quality standards for prompt responses to customer needs; all cardholders are able to speak directly with a customer service representative about account issues.

## The Voyager Network Difference

U.S. Bank purchased Voyager Fleet Systems in 1999. The Voyager Network has supported the fleet payment business for more than 25 years and is accepted at 93% of all fuel merchants in the United States. U.S. Bank leverages the Voyager Network to support organizations in every major industry nationwide, as well as many states and U.S. Federal Government departments and agencies. The Voyager network supports private label and co-brand fleet card programs for major oil companies, regional marketers and distributors.



## Automate your payment process

U.S. Bank Electronic Invoice Presentment and Payment (EIPP) allows financial professionals to do more with less. U.S. Bank EIPP automates food and agribusinesses' A/P processes at every stage in the lifecycle of a transaction. Receive, audit and approve invoices electronically and manage only the exceptions. Pay suppliers and post payment and accounting detail electronically into the general ledger. Plus, leverage robust data for enhanced financial and procurement analysis, while maximizing your trade terms.

U.S. Bank EIPP is flexible enough to meet all business-to-business payment needs, and we can get food and agribusinesses started with a solution that has low impact on their IT resources. U.S. Bank EIPP allows food and agribusinesses to lower processing costs and reduce cycle times, while ensuring timely recognition of and visibility into expenses.



Cash management for diverse, global companies has never been more important than today. Whether it is taking early-pay discounts or meeting government regulatory requirements for control, U.S. Bank EIPP is designed with the treasury professional in mind. Instant financial reports, consistent and accurate general ledger posting, and compliance checks on every payment made — it is all possible with one global payment solution.

| Features  | Benefits   |
|---|--|
| Complete visibility across multiple financial systems | Increases back office efficiency and reduces paperwork                         |
| Pre-payment audit and reconciliation                  | Automates corporate policy compliance for procurement invoice approval         |
| Total financial control                               | Maximizes payment terms and working capital                                    |
| Robust reporting options                              | Offers clients the tools necessary to better manage programs                   |
| Supplier Management                                   | Facilitates the identification and development of strategic supplier alliances |



## Leverage automation to improve your freight payment process

When it comes to freight payment and supply chain management, nobody does it better. U.S. Bank Freight Payment supports the specific needs of professionals who audit and pay freight bills.

U.S. Bank Freight Payment is the largest and most experienced freight payment company today, offering benefits that are unparalleled in the industry. Our freight payment network has more than 17,000 active carrier customers and pays thousands more.



Food and agribusinesses rely upon U.S. Bank Freight Payment to reduce costs by:

- Eliminating paper invoices
- Auditing each invoice to reduce payment errors
- Avoiding late fees and balance due invoices
- Improving security to eliminate fraud opportunities

U.S. Bank Freight Payment manages carrier payments and sends complete remittance information along with providing automated general ledger updates enabling complete freight expense tracking. This Internet-based tool delivers the detail required by specific expense categories as well as broad-ranged payments.

U.S. Bank Freight Payment lets food and agribusinesses and their carriers manage cash as effectively as possible by providing built-in financing for every invoice payment. Carriers routinely reduce days sales outstanding by 30 days or more, with average payment times under six days. Carriers are paid with U.S. Bank funds, so there is no pre-funding requirement.

Both suppliers and carriers benefit from leveraging this unique freight payment tool.



## Enjoy complete travel expense management

Today's challenging food and agribusiness environment makes management oversight and program efficiency more important than ever. The U.S. Bank Corporate Travel Card combines ease of use with ease of management.

Welcomed at millions of locations worldwide and featuring a comprehensive array of travel benefits as well as toll-free global travel assistance, the corporate card program offers unparalleled value to cardholders. Exclusive online tools dramatically simplify reporting and management, ensuring that minimal time and effort are required to perform these key functions.

In addition, U.S. Bank partners with strategic companies that support Value Added Tax (VAT) recovery, benchmarking and data consolidation services.

The program features are complemented by an extensive range of reporting options that allow data to be retrieved in many different formats. As a result, it is easy to use the data to control card use and travel expenses. Management and oversight are also facilitated through individual cardholder limits and MCC blocking. Ultimately, food and agribusinesses can achieve complete travel expense management while also reducing paper checks and reliance on petty cash.



## Easy to use, easy to manage

| Features  | Benefits  |
|---|---|
| Expense reduction   | Avoids hidden charges or higher processing fees typically associated with the reimbursement of travel expenditures  |
| Worldwide card acceptance   | Gives unparalleled travel access  |
| Visa® or MasterCard® Liability Waiver program protection          | Provides \$100,000 protection, per cardholder, for fraudulent use or misuse of the card by cardholders  |
| Auto rental accident coverage                                     | Enables cardholders to travel with confidence   |
| Automatic travel accident insurance and emergency travel services | Provides added security for employees   |
| U.S. Bank Implementation and Account Managers                     | Ensures program optimization and helps organizations achieve increased cost savings and improved efficiencies   |
| 24-hour customer service  | Offers unparalleled 24/7 cardholder assistance  |
| Comprehensive authorization controls                              | Provides clients with tools that allow for easy management of where cards can be used and enhances the opportunity to block fraud and misuse at the point of sale |
| U.S. Bank Access Online electronic access system                  | Meets each organization's unique reporting and data needs   |
| Wide selection of standard reports and reporting capabilities     | Increases knowledge of corporate card program activity enabling proactive and effective decision making, complete expense management and faster reimbursement     |



## Control a variety of payment types while reducing risk

The U.S. Bank Managed Spend Card helps food and agribusinesses realize efficiencies while reducing the risk associated with check payments. It has many special uses beyond the scope of traditional purchasing cards and corporate cards.

In a new food product launch or other special project, the managed spend card can ensure immediate payment needs are met while minimizing risk and exposure. Flexibility is another key attribute of the managed spend card. Features can be leveraged in a variety of ways depending on the purchasing or budgetary situation. For instance, entire spend categories can be opened or blocked to customize purchasing and control functions based on specific projects. This means purchases can be completed easily while maintaining visibility and control.

Moreover, the managed spend card can be used like a stored value card with firm credit limits and a finite expiration date to manage purchases and expenditures better. It can be used either as a short-term or long-term payment vehicle and budgetary funds or credit limits can be adjusted as needed, especially in time-sensitive situations.

### Managed spend cards for:

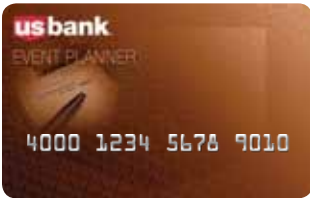
Product launches

incentive programs

Trade shows and conferences

Office relocation or refurbishment

Employee relocation expenses



### Streamline conference and meeting payments

Planning a meeting is about more than just travel. Meetings often require space, catering, production, speakers, invitations, registration materials and audio/visual and computer equipment from disparate and sometimes unusual vendors.

With the U.S. Bank Event Planner Card, suppliers are paid promptly and securely. With no more checks to write, everything is on one statement. Whether a marketing and communications team is managing large events such as industry trade shows, sales conferences or smaller internal meetings, the U.S. Bank Event Planner Card allows them to focus on planning the meeting instead of the expense management activities.

The event planner card includes MCCs that are not standard on other commercial card accounts. Moreover, they can be easily customized to fit food and agribusinesses' unique spending needs. The standard MCCs template for the event planner card includes the MCCs most planners will need as well as some optional choices for special needs. Plus, customization is also available.

| Features  | Benefits   |
|---|--|
| Consolidated meeting and event spend  | Increased visibility to all event spend leads to better decision making                      |
| Access to a wide variety of vendors   | Improved flexibility to easily make purchases to traditional and non-traditional T&E vendors |
| Distinct controls, including spending limits, declining balance structure and approved merchant category acceptance | Greater control of expenses by centralizing the management and monitoring expenditures       |
| Automated T&E purchasing, payment and reconciliation processes  | Enables companies to better manage and track T&E spend                                       |





## Merge separate card solutions

The U.S. Bank One Card is an integrated purchasing and travel card solution. It helps increase efficiencies and decrease costs across all payment platforms. Together we analyze clients' needs and tailor solutions to manage travel and purchasing transactions. Moreover, with the one card, clients have the ability to offer employees unsurpassed flexibility without sacrificing control.

In fact, since this program was developed, thousands of organizations have made the decision to use the one card solution. Many of these clients have saved as much as \$70.58\* per transaction by implementing the one card payment program. Multiply that by the hundreds or even thousands of purchases made every year and the savings are significant.



## Increase efficiencies and decrease costs

| Features  | Benefits  |
|---|---|
| No annual card fees   | Experience no hidden charges with rebates available for qualifying companies          |
| Liability protection program  | Receive \$100,000 protection, per instance, from misuse by employees                  |
| Cost savings  | Decrease costs associated with the processing of checks, invoices and purchase orders |
| Flexible authorization system and cardholder spending controls  | Manage where cards are used and limit organization exposure                           |
| Easy integration with client's accounting and payment system  | Eliminate many manual processes such as data entry and filing                         |
| Full reporting for complete expense management  | Get all the data that is needed for faster employee reimbursement                     |
| Account set-up and maintenance  | Manage and control accounts online in real time                                       |
| Industry best practice of central billing with flexibility for individual billing all under the protection of corporate liability | Manage government expenses while holding employees accountable for prompt payment     |
| Experienced implementation project managers and account managers to help with end-to-end implementation strategies                | Achieve the greatest cost savings and improved efficiencies                           |
| Supplier management solutions   | Identify and develop opportunities with strategic suppliers                           |

\* RPMG Research Corporation, 2010 Purchasing Benchmark Survey.



## Offer savings on travel-related perks for senior executives

With the U.S. Bank Executive Card, food and agribusinesses can make life on the road a bit more comfortable for traveling senior executives. An extension of our corporate travel card, the executive card provides an upscale benefit and travel package including \$1 million automatic travel accident insurance coverage,\* an annual year-end account summary and complimentary card registration service.



The executive card also provides a variety of perks on an assortment of travel-related services including:

- Ticket upgrades for sporting and entertainment events
- Discounts on international limousine services
- Membership in a national preferred-member car rental program

\* See program rules for conditions and details.

## Contact U.S. Bank for more information

From purchasing cards to access tools to complete electronic procure-to-pay systems, U.S. Bank offers food and agribusinesses the solutions they need to cut costs and operate more efficiently. For more information, please contact us at 866-274-5898 or visit [usbpayment.com](http://usbpayment.com).

All of **us** serving you®



[usbpayment.com](http://usbpayment.com)