

Accounts Payable Spend Analysis Royal Wildcat Healthcare

Program Type: AP Card
Industry: Healthcare

Commerce Rep: Julie Brock

SPEND FILE STATISTICS - ALL DATA						100%
	# Vendors	% of Vendors	# Invoices	# Payments	\$ Total Spend	% Total Spend
Under \$20K	4,840	78.7%	30,012	22,630	15,416,357	4.0%
≥ \$20K	1,263	20.5%	177,717	30,004	369,650,863	95.3%
International	49	0.8%	633	366	2,701,737	0.7%
Grand Total	6,152	100.0%	208,362	53,000	387,768,957	100.0%

SPEND FILE STATISTICS - CHECK SPEND DATA						99%
	# Vendors	% of Vendors	# Invoices	# Payments	\$ Total Spend	% Total Spend
Under \$20K	4,812	79.0%	29,753	22,459	15,199,326	4.3%
≥ \$20K	1,237	20.3%	173,682	29,524	333,636,304	95.0%
International	44	0.7%	625	358	2,361,795	0.7%
Grand Total	6,093	100.0%	204,060	52,341	351,197,424	100.0%

SPEND FILE STATISTICS - CARD SPEND ONLY						1%
	# Vendors	% of Vendors	# Invoices	# Payments	\$ Total Spend	% Total Spend
Under \$20K	9	52.9%	204	119	123,369	2.5%
≥ \$20K	8	47.1%	3,859	310	4,878,375	97.5%
International	-	0.0%	-	-	-	0.0%
Grand Total	17	100.0%	4,063	429	5,001,744	100.0%

SPEND FILE STATISTICS - ACH SPEND ONLY						0%
	# Vendors	% of Vendors	# Invoices	# Payments	\$ Total Spend	% Total Spend
Under \$20K	3	17.6%	20	19	30,594	0.2%
≥ \$20K	13	76.5%	129	124	19,354,405	99.8%
International	1	5.9%	1	1	7,657	0.0%
Grand Total	17	100.0%	150	144	19,392,656	100.0%

SPEND FILE STATISTICS - WIRE SPEND ONLY						0%
	# Vendors	% of Vendors	# Invoices	# Payments	\$ Total Spend	% Total Spend
Under \$20K	16	64.0%	35	33	63,068	0.5%
≥ \$20K	5	20.0%	47	46	11,781,779	96.8%
International	4	16.0%	7	7	332,285	2.7%
Grand Total	25	100.0%	89	86	12,177,132	100.0%

SUPPLY CHAIN FINANCE TARGET VENDORS	
1,076 Total Vendors to Target for Supply Chain Finance	303,049,170

SUMMARY STATISTICS		
	% of Total File	\$ Annual Spend
INCREMENTAL LIFT	12.8%	49,578,778
Existing Card Spend	1.3%	5,001,744
RECOMMENDED TOTAL AP CARD PROGRAM SIZING	14.1%	54,580,522

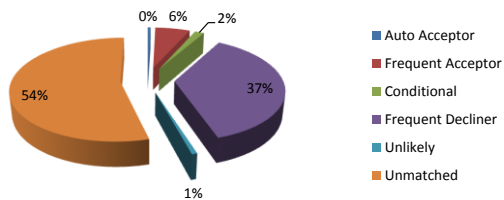
INFORMATIONAL PURPOSES ONLY	
Total Vendors In Sizing	460
Cardable Average Ticket	5,550
# Invoices In Sizing	31,537
# Payments In Sizing	9,834

DOMESTIC CHECK PORTFOLIO ENROLLMENT STATISTICS							
Spend Tier	Vendor Count	Invoice Count	Payment Count	\$ Total Spend	Avg Ticket Spend	Industry Success %	\$ Est. Annual Spend
\$10MM +	4	37,187	166	80,628,288	485,713	0.0%	-
\$5MM - \$9.9MM	3	13,224	124	16,114,210	129,953	2.5%	402,392
\$1MM - \$4.9MM	46	32,439	1,556	87,178,055	56,027	15.5%	13,534,900
\$750K - \$999.9K	18	5,312	772	14,892,252	19,290	31.0%	4,615,045
\$500K - \$749.9K	35	11,510	1,766	20,805,394	11,781	18.8%	3,901,172
\$250K - \$499.9K	117	26,762	5,019	41,166,887	8,202	24.6%	10,147,388
\$100K - \$249.9K	241	18,509	6,229	36,978,826	5,937	27.4%	10,125,016
\$50K - \$99.9K	280	14,349	6,239	19,859,694	3,183	35.4%	7,023,936
\$20K - \$49.9K	493	14,390	7,653	16,012,698	2,092	48.2%	7,712,020
\$10K - \$19.9K	467	8,144	4,970	6,661,361	1,340	40.2%	2,680,768
Under \$10K	4,345	21,609	17,489	8,537,965	488	54.7%	4,672,801
Grand Total	6,049	203,435	51,983	348,835,630	6,711	18.6%	64,815,439
Target Spend \$20K-\$1MM	1,184	90,832	27,678	149,715,751	5,409	29.1%	43,524,578
Accepting Vendors > \$1MM	3	1,846	73	6,054,201	82,934	100.0%	6,054,201
Total AP Card Sizing	1,187	92,678	27,751	155,769,951	5,613	31.8%	49,578,778

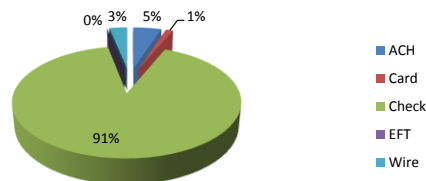
Qualitative Statistics and Assumptions:

- Royal Wildcat Healthcare is a 230 bed regional health system located in Manhattan, Kansas.
- The spend file provided was for a rolling 12 month period. File received included spend of \$387.8MM across 6,152 vendors. \$351.2MM across 6,093 vendors is Check spend, \$5.0MM across 17 vendors is Card, \$19.4MM across 17 vendors is ACH, and \$12.2MM across 25 vendors is Wire spend.
- Four payment types were identified in the spend file received: Check, Card and ACH, and Wire.
- In the spend file received, discount terms were included.
- The spend file does not include currency ID. Vendors with non-US locations in the name are included in the Unlikely category.
- Analysis includes name match to known acceptors and decliners, as well as an in-depth cleanse of known non-acceptors, including some but not all individuals' names. Almost all individuals' names are included in either the < \$20K category.
- 95% of the check spend opportunity is concentrated within 20.3% of the check supplier base (1,237 check vendors vs. 6,093 total check vendors).
- \$190.5MM (54.2%) of the check spend in this file has limited or no match in our database.
- \$5.8MM (1.6%) of the check spend in this file is related to Conditional vendors.
- Matched Auto-Acceptors and Frequent Acceptors account for \$20.9MM - \$27.4MM in potential enrollable spend. Of these amounts, \$17.9MM - \$23.3MM is Check, and \$3.0MM - \$4.1MM is Card.
- Realistic enrollment opportunity (\$20K - \$1MM in annual spend) pegs program potential at \$54.6MM. This recognizes our known success with vendors in our target spend of \$20K to \$1 million, while also remaining consistent with our direct enrollment MVP of \$20K.

% Check Spend by Decision Status



% Total Spend by Payment Type



% Total Spend by Payment Strategy

