



# Put sophisticated analytical tools to work for your company.

Smart companies constantly look for ways to extract more value from their investment in a Procure-to-Pay process. They want new ways to optimize performance and procedures. That's why Visa has developed a robust suite of analytical tools, including the Average Transaction Analysis. Use the tools to help assess how well your procurement and payment processes are performing and, more importantly, how they could be enhanced. You can benefit from the use of leading-edge tools and data analytics, combined with practical suggestions from Visa and your commercial banker.

## Visa Average Transaction Analysis

Visa's Average Transaction Analysis reviews summary-level spend analytics to identify opportunities to consolidate vendors, convert more business from paper-based transactions to automated card payments and bring more profit to your bottom line. These opportunities can translate into streamlined operations. Cost savings. Better control over vendor relationships and cash flow. And more value from your Procure-to-Pay investment.

### Best Fit

Companies interested in a summary spend analysis.

### Benefit

Identify and select suppliers that support your Procure-to-Pay initiatives, including maximizing use of Visa® Commercial cards.

### Highlights

- **Identifies vendors that accept Visa** so they can be converted from check payments to commercial card payments.
- **Provides an overview of spend** through detailed reporting and summary-level analytics.
- **Organizes suppliers** by dollar and transaction volume and average payment size.
- **Assists in setting card program goals** based on past volume and expansion opportunities.
- **Helps develop a business case** for investing in your commercial card program.
- **Reports on card program performance** and planning.
- **Helps track compliance with card use policies** by determining the payment types for each supplier.

- **Delivers strategic and tactical recommendations** for optimizing Procure-to-Pay functions.

### You Provide

Summary-level supplier data, including total spend and total number of transactions, to Visa or your commercial banker.

### The Right Tool for the Job

Visa's suite of PerformSource Analytical Tools also includes the Accounts Payable Analysis, Return on Investment (ROI) Analysis, Industry Benchmark Analysis and Best Practices Diagnostic.

**Learn more about how Visa's PerformSource Analytical Tools can help drive the success of your company's commercial card program. Contact Visa at [PO@Visa.com](mailto:PO@Visa.com) or your commercial banker for more information.**



## Average Transaction Analysis: Excerpt of Sample Report

VISA Procure-to-Pay		ABC company	BANK LOGO	
Average Transaction Analysis Cardable Spend by Suppliers Who Accept Visa		Client Name: ABC Company Excluded Supplier Name: None		
Visa Merchant:	Top 75			
Visa Acceptor:	Yes			
Visa Merchant	Annualized Spend Amount	No. of Trans	Avg. Tran Amount	
SUPPLIER 1	\$979,160	13	\$75,320	
SUPPLIER 2	\$153,360	71	\$2,160	
SUPPLIER 3	\$116,223	4	\$29,056	
SUPPLIER 4	\$87,486	81	\$1,080	
SUPPLIER 5	\$83,182	24	\$3,466	
SUPPLIER 6	\$72,749	1	\$72,749	
SUPPLIER 7	\$70,200	8	\$8,775	
SUPPLIER 8	\$69,198	21	\$3,295	
SUPPLIER 9	\$65,287	2	\$32,644	
SUPPLIER 10	\$65,199	188	\$347	
SUPPLIER 11	\$53,905	27	\$1,996	
SUPPLIER 12	\$47,438	42	\$1,129	
SUPPLIER 13	\$47,104	12	\$3,925	
SUPPLIER 14	\$45,351	13	\$3,489	
SUPPLIER 15	\$44,970	77	\$584	
SUPPLIER 16	\$34,776	132	\$263	
SUPPLIER 17	\$34,295	18	\$1,905	
SUPPLIER 18	\$33,887	1	\$33,887	
SUPPLIER 19	\$33,601	35	\$960	
SUPPLIER 20	\$33,590	18	\$1,866	
SUPPLIER 21	\$32,781	78	\$420	
SUPPLIER 22	\$32,662	82	\$398	
SUPPLIER 23	\$30,130	9	\$3,348	
SUPPLIER 24	\$28,585	24	\$1,191	
SUPPLIER 25	\$28,442	20	\$1,422	
SUPPLIER 26	\$28,235	29	\$974	
SUPPLIER 27	\$27,226	3	\$9,075	
SUPPLIER 28	\$26,825	1	\$26,825	
SUPPLIER 29	\$26,588	50	\$532	
SUPPLIER 30	\$25,636	5	\$5127	
SUPPLIER 31	\$25,442	3	\$8,481	
SUPPLIER 32	\$24,751	10	\$2,475	
SUPPLIER 33	\$24,464	3	\$8,155	
SUPPLIER 34	\$23,864	6	\$3,977	
SUPPLIER 35	\$23,339	56	\$417	

The Average Transaction Analysis and reports are intended for informational purposes only and should not be relied upon for marketing, technology, legal, regulatory, tax, financial or other advice. The information is not intended to advise you of strategies applicable to your specific situation, but rather to highlight issues for your consideration. Therefore, you should consult your own advisors. Visa is not responsible for your use of the tool, studies, reports and information, including errors of assumptions or conclusions of any kind that you might draw from its use.