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Motivano Announces Exclusive Partnership with Sage Software for Payroll Card Product

TAMPA, FL – (March 31, 2008) – Motivano, Inc., (Motivano) a leading employee benefits technology company, today officially announced its partnership with Sage Software, Inc. (“Sage”), a leading provider of software and services for small and medium-sized businesses and organizations. Motivano will provide Sage with its SmartCash payroll debit card technology, enabling Sage to offer its corporate clients a Visa Debit Payroll card, formally known as the Sage Payroll PayCard. Motivano’s SmartCash expert payment technology and web-based platform, combined with Motivano’s industry expertise, provides Sage with a turnkey payroll card solution to offer to its nearly 2.8 million customers across its various business units.

“We are extremely pleased to have been chosen by Sage Software at the end of a competitive review process,” said Seif Saghri, CEO of Motivano. “Sage can immediately offer their corporate clients a great new payroll benefit, as the payroll card reduces the recurring costs of printing and processing paper checks.”

According to the American Payroll Association, the cost of issuing a payroll check is between \$1.00 and \$2.00, while the cost of replacing a lost or stolen check is between \$8.00 and \$10.00. Employees enjoy an immediate reduction in costs associated with receiving financial services outside of a banking relationship, such as those provided by check cashing centers. Most employees will save as much as \$500 per year by switching to a paycard. The Sage Payroll PayCard will also come with unlimited cardholder customer service in both English and Spanish, and state-of-the-art Fraud and Security monitoring, at no additional cost.

“SmartCash, and all Motivano’s SmartSuite of benefits products, are designed to provide our partners and their corporate clients with convenient, reliable, savings-driven employee benefits technology. Our robust web-based technology is completely customizable and enables our partners and clients to easily upload their clients and employees.” added Saghri. “Further proof of our scalability is that in 2007 Motivano added over 1,700 new corporate clients, with employee sizes ranging from as few as one to as many as 360,000.”

“We chose Motivano to help bring the Sage Payroll PayCard to the market because of their experience and advanced technology,” said Jeffrey Williams, Vice President and General Manager for Sage Payroll and Compliance Services at Sage Software. “Motivano’s modular platform and robust technology enables us to support clients of all sizes in diverse business segments, ranging from construction and real estate to the nonprofit sector”.

Motivano has offered Visa based debit cards to its clients since 2000. The Sage Payroll PayCard was successfully launched in November 2007. Already, Sage clients are finding the convenience of using a payroll card to be a positive business and financial decision. “Utilizing Motivano’s web-based solution, which requires no system integration, software or hardware, enables employers to easily enroll employees” added Williams.



Motivano's SmartCash Visa Payroll Card is a safe and secure payroll solution designed to bring convenience and savings to both employers and employees. Studies have shown that payroll cards not only reduce payroll processing costs, but also reduce the opportunity for fraud, while providing enhanced security. SmartCash and the Sage Payroll PayCard are Visa debit cards, which are backed by Visa's Zero Liability policy. This policy provides Visa cardholders with 100 percent protection against fraud.

About Motivano

Founded in 1999, Motivano is a leading employee benefits technology company, providing electronic payment solutions that deliver convenience and cost-savings. Motivano serves over 4,700 corporate and government employers, with over 130 joining monthly. Clients include numerous Fortune 500 employers, such as Citi, GSK Wachovia, and Time Warner as well as thousands of small to mid-size companies. Government clients include the State of Delaware and other state and local governments. Motivano's products include payroll cards, payroll deduction technology, and employee incentive solutions. Motivano has achieved three year revenue growth of over 375%.