

SmartCash

VISA® PAYROLL CARD

A Safe and Secure Payroll Solution Designed for Convenience and Savings

- Reduce payroll processing costs by going paperless
- Offer employees a convenient payment option
- Quick and easy implementation
- Reduce risks associated with lost or fraudulent checks

Now you can choose a payroll solution that provides cost savings to both you and your employees. Motivano's SmartCash Visa® payroll card significantly reduces your direct costs associated with issuing paper payroll checks, while at the same time providing your employees with the prestige and convenience of a widely-accepted Visa debit card. The SmartCash card gives employees immediate and easy access to their payroll funds without the time and cost associated with going to expensive check-cashing outlets. This program also enables your business to easily pay all your employees - including temporary, part-time, contracted or unbanked employees - without having to process paper payroll checks.

The SmartCash card is easy to implement, with a wealth of features including online access to statements and account balances. SmartCash also eliminates the costs associated with lost, stolen, off-cycle, or fraudulent checks, and provides your employees with the peace of mind and security that comes with Visa's Zero Liability policy¹. With all of these features and benefits, it's easy to see why choosing SmartCash card can help improve employee satisfaction and build loyalty and retention.

The SmartCash Visa payroll card is accepted everywhere Visa debit cards are accepted, at point-of-sale terminals, online merchants, and ATMs worldwide. For additional information, visit our website online at www.motivano.com/SmartCash.html to review the latest news, research, facts and figures about payroll debit cards.



- A recent American Payroll Association study reveals: Payroll check issuing costs range from \$1.00 to \$2.00; Lost or stolen check replacement costs range from \$12.00 to \$15.00
- More than 4 million paychecks are lost or stolen every year
- Lost paycheck replacement costs are estimated to be \$48 million per year
- The 2001 - 2004 Federal Reserve Survey of Consumer Finances states that 10.6 percent of US families do not have a checking account

¹ Visa's Zero Liability policy means 100 percent protection for Visa Card Holders which guarantees maximum protection against fraud. Should a Visa Card be used fraudulently the Card holder will have zero liability subject to the terms and condition of their Visa Card holder agreement. For more information please visit www.visa.com/security.

Payroll Card Facts:

- According to the most recent 2001-2004 Survey of Consumer Finances completed by the Federal Reserve, 10.6 percent of US families do not have a checking account
- According to the American Payroll Association, the cost of issuing a payroll check is between \$1.00 and \$2.00 and the cost of replacing a lost or stolen paycheck is \$12.00 to \$15.00
- More than 4 million paychecks are lost or stolen every year
- Lost paycheck replacement costs are estimated to be \$48 million per year
- Employees can spend an average 1 to 3 percent of their paycheck in check-cashing fees

Advantages to Employer:

- Reduces costs in check generation, exception checks, special payment checks, check loss and theft, stop payments, fraudulent cashing of duplicate checks, check handling, overnight courier deliveries and processing fees
- Increases security by reducing opportunity for fraud
- Increases employee productivity by eliminating time-consuming trips to check-cashing stations or banks
- Creates an additional voluntary benefit, increases employee retention and loyalty due to improved employee satisfaction

Advantages to Employee:

- For the unbanked, the payroll card is less expensive than cashing a check, with lower transaction fees and eliminates the need to purchase expensive money orders
- Many employees will save over \$500 annually by avoiding check-cashing and money order services
- Virtually everyone is eligible for a payroll card with no credit checks and no prior bank relationship required
- Convenient and immediate access to pay that eliminates the hassle and expense of cashing checks
- The payroll card can be used for budgeting - pay monthly bills online or on a recurring basis and easily track expenses
- Provides access to online purchasing such as airfares, hotels, car rentals, etc.
- The payroll card protects the employee from the risk of carrying cash
- The payroll card is easily replaced if lost or stolen
- Employees can easily be paid on days off or holidays
- Employees can view account balances and transactions online

Visa Prestige and Security:

- Accepted everywhere Visa debit cards are accepted.
- Use the payroll card at over 50,000 ATMs, 6 million retail locations world-wide, and for telephone and online purchases
- Safely carry the payroll card with the Visa Zero Liability Policy protection
- Prestigious status associated with being a Visa cardholder.

How it Works:

- Employer agrees to offer their employees the SmartCash Visa payroll card
- Employee elects to enroll in payroll card
- Card created and mailed to employee within 5 to 7 business days
- Employee receives and activates payroll card
- Employer is notified of payroll card activation, then enters employee payroll card routing and account number into payroll system
- Payroll paid to employee via direct deposit

About Motivano

Founded in 1999, Motivano is a leading employee benefits technology company, providing solutions that deliver convenience and cost-savings. In the last 5 years, over 4,000 companies and government organizations have signed on with Motivano. Clients include numerous Fortune 500 and government employers, such as Wachovia, Citi, GSK, Time Warner, and the State of Delaware, as well as thousands of small to mid-size companies.

Motivano's Smart suite of products includes:

SmartWay	Benefits Portal
SmartEnroll	Benefits Enrollment Platform
SmartPay	Voluntary Benefits Administration
SmartCash	Employee Payroll Card
SmartPaystubs	Online Paperless Paystubs
SmartSavings	Member Discount Marketplace
SmartAwards	Employee Incentive Card