The NAPCP’s Revenue Sharing Report Shows How to Increase Rebates, Improve Contract Negotiations, and Strengthen Provider Relationships


(Wayzata, MN)--Revenue sharing, or rebate, provide hard dollar, quantifiable value derived from Commercial Cards, and terms and rates vary by contract and are negotiated between an end-user organization and its card provider. Before diving into the particulars of a revenue share arrangement with providers, card and payments program administrators and managers must understand how to incorporate revenue sharing into an overall program strategy, and how to adequately include the subject in an RFP.

The NAPCP’s recently updated report, “Optimizing Revenue Sharing: Insights on What Drives Your Rebate,” provides detailed insights into revenue share, plus action items that when implemented can help optimize the revenue sharing process to the end-user’s advantage.

At its core, the report seeks to answer the much-asked question from industry end-users, “How can I improve the financial success of my card program?”

The answer depends on many factors, including program characteristics, costs/savings, efficient work flow, employee satisfaction and relationships with providers.

As program managers and administrators consider the factors mentioned above, consulting this report will help them:

- learn key concepts related to revenue share
- increase current revenue share and rebate figures
- gain upper management support
- better evaluate proposals submitted by issuers, and negotiate the best possible financial package
- improve understanding of an issuer’s needs, which correlates to program success
- mandate supplier acceptance of card payments
- benchmark results
NAPCP members and complimentary subscribers have complimentary access to the report’s Executive Summary. The full report is included in NAPCP membership. Become a member today to download the report. It is also available for purchase in the NAPCP store.

Revenue Sharing Poll
In addition to this report, the NAPCP recently completed a poll of its community: “Importance of Revenue Share.” Participating respondents indicated the level of importance of revenue share, and provided commentary. Click here to review the results. Respondent comments included:

“Since revenue share is a big influencer on management acceptance of the P-Card program at our organization, an attractive revenue share proposal is essential in our evaluation criteria.”

“Although Revenue Share is not the only factor in determining the cost/benefit of using a P-Card, it needs to be highly considered as organizations are essentially earning money for buying items they would in the course of business.”

Additional Resources
The NAPCP Resource Center offers a plethora of additional educational materials and tools dedicated to revenue share. For more information visit www.napcp.org/RevenueShare.

About the NAPCP
The NAPCP is a membership-based professional association committed to advancing Commercial Card and Payment professionals and industry practices worldwide. Serving a community of more than 20,000, the NAPCP is a respected voice in the industry and an impartial resource for members at all experience levels in the public and private sectors. The NAPCP provides unmatched opportunities for continuing education and peer networking through its conferences, Regional Forums, webinars, website, virtual demonstrations, newsletters and regular communication. The association sponsors research and publishes timely and relevant white papers, survey results and other documents. The NAPCP offers a Certified Purchasing Card Professional (CPCP) credential.

Become a complimentary subscriber for limited access to the resources on our website, or join today for exclusive access to all content. (www.napcp.org/JointheNAPCP)

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Resources for Media
Please contact Marketing and Communications Manager Amy Allen (amy_allen@napcp.org) for:
• Complimentary access to full report
• Interview with NAPCP staff
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