



NAPM-SEVA JANUARY 2010 DINNER MEETING

Speaker – David Folcomer
Benefits of a Purchasing Card Program

David Folcomer, SunTrust Vice President / Card Program Officer, has been working in the Commercial Credit Card industry for over 11 years. During this time his experience includes Strategic Account Relationship Management. Whereby working with Fortune 500 class companies, State and City agencies, as well as nationally recognized Universities to expand the use of purchasing card programs. Implementing credit card technology solutions into Accounts Payable systems, and other forms of Procure to Pay solutions, as a Technical Sales Manager. Providing commercial card program issuing and reporting products to regional banks and national retail chains that wanted to offer their own card products through Agent Banking Relationship Management and Co-Branding Relationship Management. Entrance in to the Commercial Card industry began with GE Corporate Payment Services as a Product Training Manager for proprietary reporting and credit card administrative software solutions.

David holds a Masters of Business Administration, from the Gore School of Business at Westminster College of Salt Lake City, with an emphasis in LEAN Operations Management; and a Bachelor's of Science in Finance also from Westminster College. GE certified in 6-Sigma quality standards.

Prior to entering the Commercial Card industry David worked in the Accounting and Finance departments of several construction and aggregate material supply companies as the Assistant Division Controller, Accounting Manager and Project Cost Accountant. Responsible for forecast and budgeting, accounting procedures, monthly and yearly reporting, Sales and Use tax and Property tax reporting, as well as 1099 issuance.

Date: Thursday, January 28, 2010

Time: Networking and Dinner : 6:00 – 7:00 p.m.
Speaker : 7:00 – 8:00 p.m.

Location: Wok N Roll Buffet
11883 Jefferson Ave., Newport News, VA 23606 - (757) 930-8888

Cost: \$20.00 includes dinner buffet (Only \$15.00 if reserved by 1/21/2010) - Pay at the door.

For more information on our speaker and all NAPM events, check out the website at www.napmseva.org

Email reservations to Debbie Stewart by Noon, Wednesday, January 27
email address dstewart75@cox.net (I will confirm your reservation)

Name: _____ Company _____

Phone: _____ Email: _____

SPEAKER DISCUSSION

- Benefits of a purchasing card program.
 - Controls – Monthly limits, Single Purchase, MCC
 - Benefits – Visa, MasterCard, American Express
- Enterprise Spend Platform
 - Account Administration
 - Transactions
 1. Workflow – multiple levels of review
 2. History – limitless reporting and analysis
 3. Extract – automated reconciliation
 4. Modules – Statement Manager, Transactions Manager, Requisitions Manager, Payables, Expense Manager
- Trends in settlement methods, a continued shift way from checks to electronic settlement.
- Palmer Study results regarding Ghost Accounts and EAP systems.
 - Cost of AP checks.
 - Use of Ghost accounts.
- Process flow using cards in a Payables solution.
- Importance of using the right settlement method.
- Use of other cards products (Debit platform rather than Credit).
- Change in procedures to leverage new technologies.
- Overemphasis on rebates, small component of savings.
- Conclusion
- Q & A

Guests are also welcome to attend with reservation!

MARK YOUR CALENDARS FOR UPCOMING EVENTS FOR FEBRUARY!!



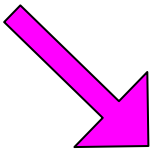
February NAPM SEVA Dinner Meeting

Thursday, February 25 on the Southside – \$20.00 - Location TBA

**Speaker: Dr. Vinod B. Agarwal, Professor of Economics,
Old Dominion University**

TOPIC: Hampton Roads 2010 Economic Forecast

More information to follow in February.



Satellite Seminar Scheduled for Thursday, Feb 11th

Topic: Talent and Career Management for Supply Professionals

Happy New Year!