



SmartPay[®]

Supporting your mission

U.S. General Services Administration

GSA SmartPay's Strategic Payment Solutions

Rebekah Knouse Perillo
GSA Center for Charge Card
Management

GSA SmartPay TRAINING FORUM

August 6-8, 2024
New Orleans, LA



Continuous Learning Points (CLPs)

For attendees that have an active DAU/FAI CSOD account and provided their DAU/FAI CSOD account information at the time of forum registration:

- CLPs earned during the Forum will be automatically uploaded to your DAU/FAI transcript and will count towards your certifications (like FAC-COR, FAC-PM, etc.) that are housed within the DAU/FAI system
- After the forum, please do not submit a request to upload your earned CLPs to DAU/FAI CSOD on your own
- Allow 4–6 business weeks for the CLPs to be displayed on your DAU/FAI transcript
- For questions, please contact pshctraining@gsa.gov

Determine the Current State

- Does your agency/organization have any payment challenges that you'd like to make easier?
- Are you paying vendors with the best solution possible?
- Is there an available GSA SmartPay payment solution that can solve a problem that you're facing?
- Are there opportunities to pay in a different way that will benefit your agency and the vendor?
- Has your agency conducted an Accounts Payable File Review to identify opportunities?

Strategic Payment Solutions

- Declining Balance Cards
- Virtual Cards
- Mobile Payments
- ePayables
- Travel Tax Advantage Card
- Contract Payments

Declining Balance Cards

- Same functionality as a traditional charge card.
- Limits do not have to be refreshed each month.
- Similar to Purchase or Travel Centrally Billed Accounts (CBAs)
- Can be used for a specific purpose or for a specified time period with a pre-determined limit
- Credit limit can be reset as needed, set for a specified time, or can become inactive once depleted
- Similar authorization controls like MCC blocks

Virtual Cards

- One-time use account numbers that may be used for a limited time, for a limited amount, and possibly for a specific vendor
- Examples include single-use accounts and ghost cards

Mobile Payments

- Contractor banks allow agencies and organizations to make secure payments using a mobile device at the point of sale
- Agency/organization determines use

ePayables

- A solution that augments or replaces the accounts payables process such that electronic transactions take place directly between the government and the supplier
- Typically used with merchants who are traditionally paid by check or EFT or with merchants who do not accept charge card payments (like utility companies)

Travel Tax Advantage Cards

- Used to pay for travel and travel-related expenses
- Combines IBA and CBA transactions to provide tax exemption at the point of sale for rental car and lodging expenses
- [Travel Tax Advantage Card Publication](#)

Contract Payments

- Use the GSA SmartPay Purchase card to make contract payments to vendors
- Vendors are paid quickly
- Eliminate prompt payment interest costs
- Reduce invoice processing costs
- No learning curve
- Increased refunds

Benefits

- Gain efficiencies on current spend
- Capture additional spend
- Increase refunds
- Improve oversight and control
- Gain transparency and accountability within your program
- Strategic Payment Solutions Publication
- Master Contract

Real-Life Experience

Panelist – Dr. Lance Raymond

Dr. Lance Raymond

Associate Chief Financial Officer

Shared Services

Office of the Chief Financial Officer

U.S. Department of Agriculture (USDA)

Panelist – Glen Kinder

Glen Kinder

Departmental Program Manager
Office of Contracting & Procurement
Procurement Systems Division
Government Purchase Card Program
U.S. Department of Agriculture (USDA)

Panelist – Christopher Corder

Christopher Corder

Director, Program Management Office
Mission Area Senior Program Manager
Office of the Chief Financial Officer
U.S. Department of Agriculture (USDA)

Panelist – Darrell Haraway

Darrell Haraway

Government Travel Charge Card
Component Program Manager
Department of the Air Force

Background

- Tell us a little about your agency/organization's charge card program and your role within your agency.
- What opportunity or challenge did you identify?
- What strategic payment solution did you decide to use to address the opportunity/challenge?

Getting Started

- How did you approach the implementation process?
- What offices across your agency/organization did you need to include in order to move forward?
- How did you get buy-in?
- What obstacles did you face?

Results

- Once the strategic payment solution was fully implemented, what kind of results did you see?
- What were some of the clear wins?
- Were there any disappointments? If so, how were they addressed?

Reflection

- Now that it's over, what are your first thoughts about the project?
- If you had the chance to do it again, would you?
- What would you improve upon or change?
- What's your best advice and key lessons learned for agencies/organizations that are considering implementing a new strategic payment solution?

Future Plans

- What's next for your agency?
- Do you have any further plans to grow your GSA SmartPay charge card program?



Comments/Questions?

Key Takeaways

- Determine your agency/organization's challenges and opportunities
- Accounts Payable File Review
- Understand your agency's task order offerings
- Talk with the contractor bank
- Buy-in is crucial
- Consider a pilot program

Thank you!

Contact Information

Rebekah Knouse Perillo

rebekah.knouse@gsa.gov

