



rapid! PAYCARD SUCCESS STORY

Regional company lowers payroll costs achieves 98% e-pay and saves \$60,000.

Tampa Bay Workforce Alliance works with businesses and candidates to leverage their training, retraining and develop competitive opportunities in the workforce. With nearly 100,000 job candidates annually accessing its four career centers, they are the single largest source of job candidates in the region.

KEYS TO SUCCESS

OBJECTIVE: Reduce payment distribution costs and optimize processes.

SOLUTION: Introduce the rapid! PayCard Visa Payroll card as part of the company's new paperless pay (e-pay) initiative.

RESULTS IN JUST ONE YEAR:

- 98% e-pay
- \$60,000 Savings



There are 23 states that allow employers to mandate electronic deposit. Under this scenario, employees must choose to be paid by direct deposit to a bank account or a payroll card as check payments are not offered by the employer.

This major workforce employer was using gift cards (gas and retailer cards) to pay various benefits to candidates. This forced the company to maintain a gift card inventory approaching \$200,000, in a typical month. Their key management started to look for a more efficient way to make these payments. Debit cards were in the news in 2004 because of their use during hurricane Katrina. This started the company's successful transition to pay cards. Tampa Bay Workforce Alliance implemented the rapid! PayCard program in 2005 and has had great success. They now make over 98% of their payments electronically saving time for staff, employees and candidates who need less travel and time to receive their pay. The two key success factors for the Tampa Bay Workforce Alliance implementation were rapid! PayCard's support, available at all hours and superior training.

Drew Barker, Tampa Bay Workforce Alliance Services Manager sums up his rapid! PayCard experience "Thank you for your availability and great response. rapid! PayCard actually answers their phones and cell phones, with support at all hours. It is great to know you have the support when you need it. rapid! PayCard has been great to work with throughout the years. We are glad to be part of their company."

Upper level management drove decision to move to pay cards but training enabled the company's successful adoption. rapid! PayCard conducted training over web, phone and through customized marketing materials. Drew Barker describes the training as, "Very professional and very complete. rapid! PayCard walked us through single and mass issuance of cards, a process to save time. Dedicated Client Marketing Coordinator trained our staff completely on the benefits and features of the program. It was vital to the success of our pay card program. We are now saving as much as \$60,000 a year with the rapid! PayCard. The system is flexible, easy to manage, easy to load, efficient, and most importantly well supported".



Having a rapid! payCard VISA branded pay card means that it works everywhere VISA is accepted.

COMPANY PROFILE

Type of Service: Training, Retraining,
Placement other Business Services

Number of Locations: 4

Employee Demographic: 100,000 Annual Job
Candidates

PROGRAM RESULTS

	2005	2010
Percentage Paid by Check:	100%	2%
Percentage of Electronic Pay:	0%	98%
Total Annual Savings		\$60,000

rapid! PayCard Company Summary

rapid! PayCard is a leading provider of VISA branded prepaid debit-cards to employees. The rapid! PayCard e-payroll Program is designed to take the paper out of payday.

rapid! PayCard helps companies save money and minimize their use of paper and resources so they can increase environmental sustainability efforts, through e-payroll.

Our employer focused programs can seamlessly integrate into your existing payroll process, saving time and money. Best of all, this can be done at NO COST to you as the employer!

Interested in ePayroll?

Learn more about the rapid! PayCard program. Contact us at:

- www.rapidpaycard.com
- 1.888.828.2270
- sales@rapidpaycard.com