

Federal Government Smartpay Spending (18 months)

Office Related Purchases

Total Smartpay purchases (based on the latest 18 months of data) was \$4,754,932,626.37.
 Office Related Purchases were 3.4% or \$163,431,321.72 of all purchases (Chart 1)

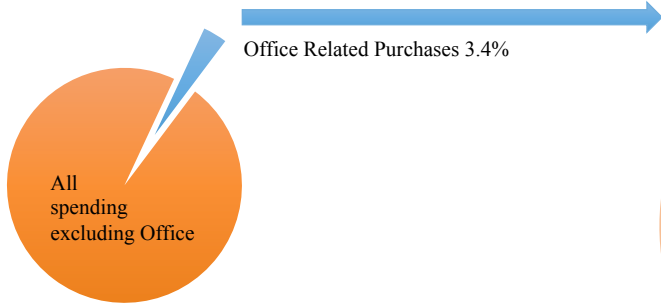
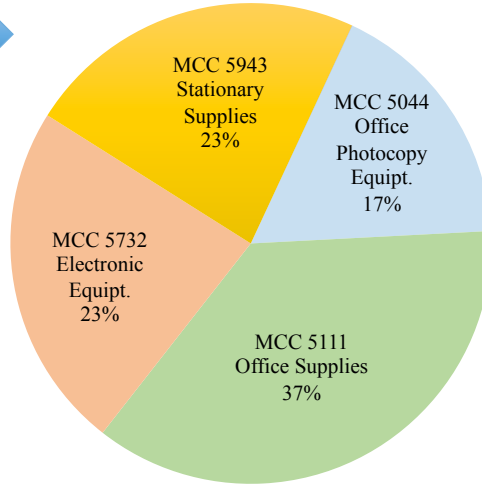


Chart 1 - Total Smartpay Spending

Chart 2 - Office Related Purchases by Merchant Code



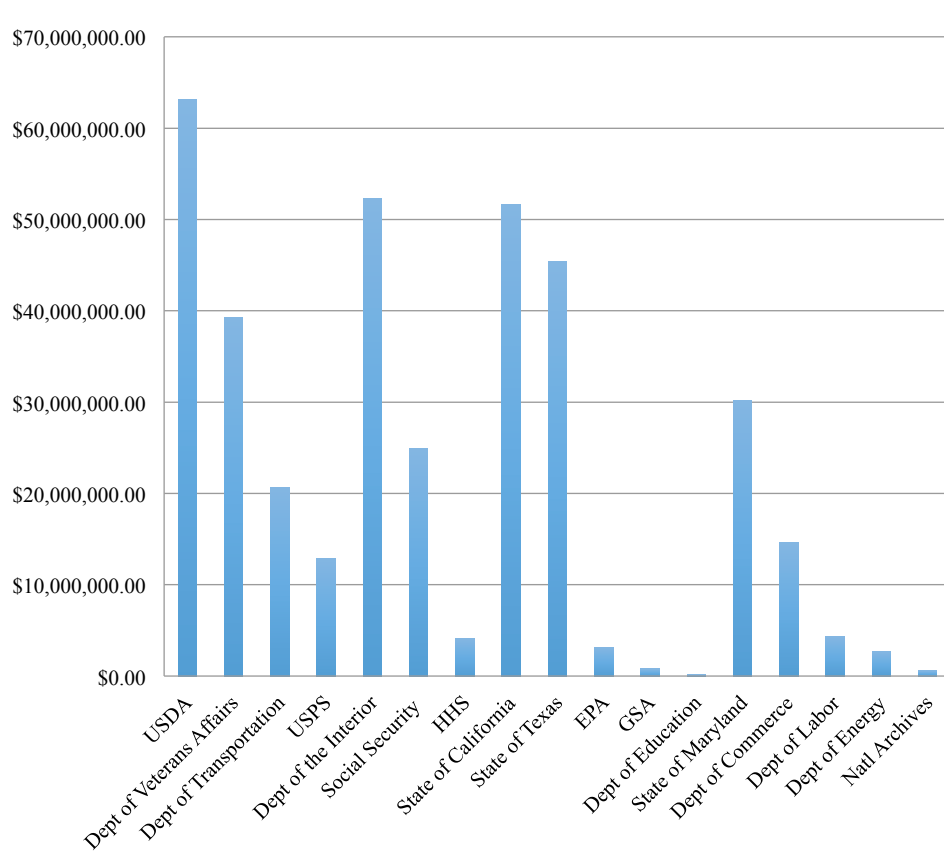
Merchant Codes for supply related purchases (MCC 5942 & MCC 5111) represented 60% of Office spending or \$220 million. Merchant Codes for Equipment & Devices was 40% or \$150 million.

Chart 3 - Office Related Purchases by Federal & State Agencies *

USDA and Dept of Interior were the largest users of Office related equipment and supplies with \$63 million and \$52 million in spending respectively.

Dept of Veterans was the next largest federal user with \$39 million.

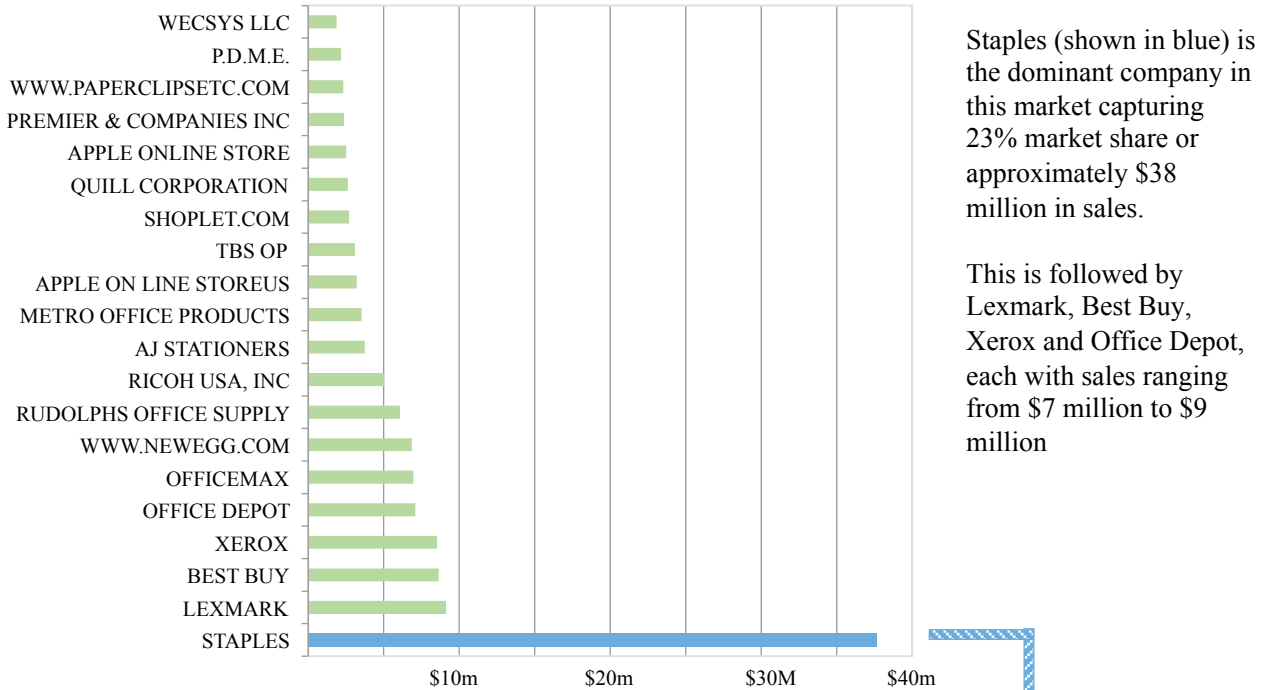
Office related spending for the California and Texas exceeded \$50 million.



* Efforts are underway to obtain DoD analytic Smartpay data and all State Smartpay data

Federal Government Smartpay Spending (18 months)
Office Related Purchases

Chart 4 - Office Related Purchases by Top 20 Vendors
Refer to Table 1 on the next page for more information



Staples (shown in blue) is the dominant company in this market capturing 23% market share or approximately \$38 million in sales.

This is followed by Lexmark, Best Buy, Xerox and Office Depot, each with sales ranging from \$7 million to \$9 million

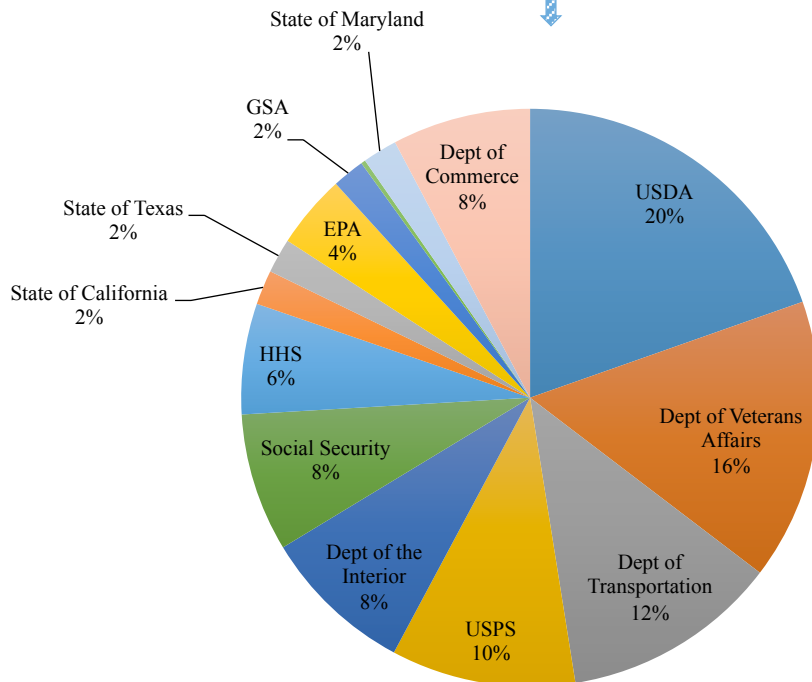
Focus on Staples

Chart 5 - Staples Sales by Agency*

The USDA and Department of Veterans Affairs were Staples largest customers accounting 36% Federal Agency and State sales.

* State sales are estimated and can be provided at a later date

* Note that (while not shown) market share by agency, and by office within each agency, can be provided



Federal Government Smartpay Spending (18 months)
Office Related Purchases

**Table 1 -
Office Related Purchases by Top Smartpay Office Vendors**

ParentName	Num Cardholders	SumTrans	SumSpending	Avg Trans	Avg CH
STAPLES	25,386	158,072	\$37,623,270.59	\$238.01	\$1,482.05
LEXMARK	1,301	4,266	\$9,136,110.42	\$2,141.61	\$7,022.38
BEST BUY	13,555	26,926	\$8,645,415.79	\$321.08	\$637.80
XEROX	2,702	21,607	\$8,532,338.30	\$394.89	\$3,157.79
OFFICE DEPOT	16,401	49,973	\$7,101,753.76	\$142.11	\$433.01
OFFICEMAX	12,812	40,702	\$6,973,707.81	\$171.34	\$544.31
WWW.NEWEGG.COM	5,766	20,808	\$6,870,325.08	\$330.18	\$1,191.52
RUDOLPHS OFFICE SUPPLY	1,434	20,352	\$6,082,914.14	\$298.89	\$4,241.92
RICOH USA, INC	3,492	29,470	\$5,027,365.68	\$170.59	\$1,439.68
AJ STATIONERS	1,437	15,633	\$3,749,413.75	\$239.84	\$2,609.20
METRO OFFICE PRODUCTS	4,628	15,447	\$3,539,395.00	\$229.13	\$764.78
APPLE ON LINE STOREUS	871	3,227	\$3,218,149.41	\$997.26	\$3,694.78
TBS OP	963	15,876	\$3,094,647.39	\$194.93	\$3,213.55
SHOPLET.COM	6,010	15,853	\$2,709,128.42	\$170.89	\$450.77
QUILL CORPORATION	1,424	10,531	\$2,625,707.61	\$249.33	\$1,843.90
APPLE ONLINE STORE	950	4,145	\$2,510,343.12	\$605.63	\$2,642.47
PREMIER & COMPANIES INC	3,029	8,724	\$2,360,692.02	\$270.60	\$779.36
WWW.PAPERCLIPSETC.COM	1,091	6,423	\$2,333,358.86	\$363.28	\$2,138.73
P.D.M.E.	841	15,894	\$2,170,072.08	\$136.53	\$2,580.35
WECSYS LLC	2,972	7,001	\$1,890,066.67	\$269.97	\$635.96
WWW.BSCSOURCE.COM	858	6,189	\$1,718,340.31	\$277.64	\$2,002.73
RELM WIRELESS CORP	941	1,998	\$1,642,455.58	\$822.05	\$1,745.44
CAPITOL SUPPLY INC	3,577	7,460	\$1,439,758.66	\$193.00	\$402.50
STEPHENS OFFICE SUPPLY	1,996	3,474	\$1,429,469.97	\$411.48	\$716.17
PAYPAL	2,004	3,822	\$1,195,125.02	\$312.70	\$596.37
CARTRIDGE SAVERS, INC.	892	2,120	\$1,170,610.54	\$552.17	\$1,312.34
BAHFED CORP	2,092	3,763	\$1,162,993.11	\$309.06	\$555.92
PITNEY BOWES	1,848	5,370	\$1,096,616.92	\$204.21	\$593.41
RC *RICOH CORP	1,810	10,373	\$962,844.94	\$92.82	\$531.96
WOW IMAGING PRODUCTS	1,352	2,193	\$943,937.91	\$430.43	\$698.18
SHELBY DISTRIBUTIONS	1,066	2,044	\$912,604.53	\$446.48	\$856.10
INDUSTRIES FOR THE BLI	2,975	5,690	\$864,617.14	\$151.95	\$290.63
PREMIER & COMPANIES IN	1,351	2,632	\$803,249.14	\$305.19	\$594.56
I BUY OFFICE SUPPLY.COM	1,230	1,927	\$793,485.73	\$411.77	\$645.11
THE OFFICE GROUP	2,250	3,863	\$752,286.51	\$194.74	\$334.35
THE GPS STORE	924	1,194	\$746,818.74	\$625.48	\$808.25
SOMA	817	1,145	\$744,771.97	\$650.46	\$911.59
NEW YORK INKJET, LLC	1,560	3,122	\$734,353.54	\$235.22	\$470.74
ALL CITI TONER	1,096	1,686	\$695,667.80	\$412.61	\$634.73
WB MASON	1,838	3,736	\$694,438.62	\$185.88	\$377.82
ENTERPRISE	876	1,168	\$677,640.18	\$580.17	\$773.56
AXISCORE LLC	1,357	2,004	\$663,160.80	\$330.92	\$488.70
AAA LASER	1,060	1,522	\$559,022.11	\$367.29	\$527.38
FEDERAL MERCHANTS CORP	1,097	1,485	\$411,390.86	\$277.03	\$375.01
MONOMACHINES OCHIMP	824	1,109	\$400,554.19	\$361.19	\$486.11
UNITED OFFICE SOLUTIONS	1,084	1,430	\$396,803.15	\$277.48	\$366.05
FRANKLINCOVEYPRODUCTS	1,931	3,709	\$275,582.16	\$74.30	\$142.71
ICS	770	1,005	\$270,520.80	\$269.17	\$351.33
ACCO BRANDS DIRECT	1,287	1,907	\$160,622.69	\$84.23	\$124.80
STAMPTHEWORLD.COM	1,883	3,983	\$85,953.77	\$21.58	\$45.65