

## PRF82: Electronic Payments Processing - American Express Card Services

UPDATED: 12/20/2022

<b>Contract #:</b>	PRF82
<b>MMARS MA #:</b>	PRF82*
<b>Initial Contract Term:</b>	11/1/2022 – 10/31/2026
<b>Maximum End Date:</b>	Two three-year extensions to 8/31/2032
<b>Current Contract Term:</b>	11/1/2022 – 8/31/2026
<b>Contract Manager:</b>	Patricia Davis, 617-973-2332, <a href="mailto:Patricia.Davis@mass.gov">Patricia.Davis@mass.gov</a>
<b>This Contract Contains:</b>	
<b>UNSPSC Codes:</b>	93-15-00-00 Electronic Payment Card Processing and Merchant Services 84-12-15-00 Electronic Payment Card Processing and Merchant Services

**Notes:**

\*The asterisk is required when referencing the contract in the Massachusetts Management Accounting Reporting System (MMARS).

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# Contract User Guide for PRF82

## Contract Summary

This is the Statewide Contract with American Express to process and settle American Express branded payments. This contract can be leveraged for card services by eligible entities with a direct merchant relationship with Amex, either at the point of sale or online. Engaging with American Express directly eliminates additional fees associated with third-party service providers in certain business cases.

Departments are instructed that any application, medium, process, software, hardware, application, or other medium that collects, handles, processes, transmits, or remits Commonwealth revenues that are recorded in the state accounting system (MMARS) must be approved by the Comptroller to ensure compliance with state finance law, including security and internal control considerations to prevent fraud, waste, and abuse. Any Department that is planning on procuring or instituting any process, application, software, hardware, or other medium that will collect, handle, process, transmit, remit or in any way touch revenue in any form must be approved in advance of implementation, procurement, vendor selection, or use. The Comptroller reserves the right to review any system or process currently in use to review compliance with state finance law, including security and internal control considerations to prevent fraud, waste, and abuse, and the Comptroller may make any recommendations for remediation or corrective action plans. Departments with any questions or seeking review should email: [eRev@mass.gov](mailto:eRev@mass.gov)

## Benefits and Cost Savings

Statewide contracts yield benefits for your organization by leveraging the Commonwealth's buying power, solicitation process, contracting expertise, and vendor management and oversight.

The electronic payment processing vendor provides the following services, benefits, and cost savings:

- Establish merchant accounts to enable acceptance of American Express cards.
- Process and settle American Express branded transactions.
- Improve customer experience and convenience.
- Provide competitive per item discount rates.

This American Express contract leverages the significant volume of Commonwealth eligible entities to procure the best for stakeholders, both now and in future years.

## Find Bid/Contract Documents

- To find all contract-specific documents, including the Contract User Guide and pricing, visit [COMMBUYS.com](http://COMMBUYS.com) and search for PRF82 to find related Master Blanket Purchase Order (MBPO) information.
- To link directly to the MBPO for PRF82, visit [PO-23-1080-OSD03-SRC02-27134](http://PO-23-1080-OSD03-SRC02-27134)
- To find vendor-specific documents, including pricing and RFR visit [PO-23-1080-OSD03-SRC02-27135](http://PO-23-1080-OSD03-SRC02-27135)
- Please note this is a single vendor contract. See the [Vendor Information](#) page for more information.

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## Who Can Use This Contract

### Applicable Procurement Law

Executive Branch Goods and Services: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

### Eligible Entities

Please see the standard list of Eligible Entities on our [Eligible Entities Which May Use Statewide Contracts](#) webpage.

## Supplier Diversity Requirements

### When selecting vendor(s) without soliciting quotes or a statement of work, Executive Departments should follow below guidance:

When selecting contractors and placing orders, Executive departments shall utilize diverse and small businesses to the extent possible based on contract terms, SDO and departmental policies, laws, and regulations. Additionally, departments shall make a preference for contractors with higher SDP commitments and/or performance whenever such information is available (or is requested from contractors by the department) and the preference is feasible.

OSD provides up-to-date information on the availability of diverse and small businesses on statewide contracts through the [Statewide Contract Index](#) available on the COMMBUYS home page. See the “Programs (SDO and SBPP)” tab for current certification and small business status of contractors on this contract.

### When selecting vendor(s) from multiple quotes and statement of work, Executive Departments should follow below guidance:

Requirements of the Small Business Purchasing Program for Small Procurements (expected annual value of \$250,000 or less) or the Supplier Diversity Program for Large Procurements (expected annual value exceeding \$250,000) apply to Executive Departments soliciting quotes or issuing statements of work.

**Small Business Award Preference:** In accordance with the Supplier Diversity Office’s SBPP Policy, Departments must award contracts for Small Procurements to SBPP-participating small business bidders if both of the following conditions are met:

- The response is received from an eligible small business; AND
- The response meets the Department’s best value criteria as defined in the RFR or RFQ.

**SDP Commitment:** Businesses awarded large Commonwealth contracts for goods and services (also called prime contractors or prime vendors) are required to make measurable financial commitments to do business with one or more diverse businesses (often called SDP Partners). This business-to-business relationship requirement applies to all Large Procurements for goods and services, which were historically defined as those expected to exceed \$150,000 in total spending. Effective July 1, 2021, Large Procurements will be defined as those expected to exceed \$250,000 in annual spending.

Executive departments should take into consideration contracted vendors SDP commitments when evaluating responses. Specifically, the following fields of the new SDP Plan Form correspond to the goals stated above:

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Type of information collected from bidders	Possible use of the information by the SST
SDP focus statement	Assess the bidder’s level of integration of supplier diversity into company operations.
SDP policy link or attachment (if any)	
Additional creative initiatives (if any)	
SDP commitment – subcontracting	Evaluate the bidder’s SDP commitment.
SDP commitment – ancillary	
SDP commitment – total	
List of proposed partners	Assess the likelihood of the bidder meeting their SDP commitment.
Company prior year spending with the list of partners (if available)	
Company average gross annual revenue	If deemed necessary by the Agency or Statewide Contract Strategic Sourcing Team (SST) and included in the evaluation criteria, consider the bidder’s company size during the evaluation of the ancillary SDP commitments and total prior year spending.

**Key Evaluation Requirements**

The following key requirements apply to the evaluation of submitted SDP Plans:

- At least 25% of the available evaluation score must be dedicated to the evaluation of the bidder’s SDP Commitment. majority of the SDP evaluation score should be dedicated to the bidder’s SDP commitment.
- bidders offering more value in their SDP Plan submissions must receive higher scores.

**Other Requirements:**

Expected annual value of the RFQ	RFQ process requirements
Less than or equal to \$250,000/year	<ul style="list-style-type: none"> <li>• <b>Notify at least two small businesses</b> capable of providing the product or service of the opportunity, if available.</li> <li>• Include SBPP contract language and place it prominently within the RFQ. <a href="#">See SDO Template Language.</a></li> <li>• Evaluate bids received from, and award a contract to, an SBPP-participating small business that meets the department’s best value criteria.</li> <li>• Award to a large business only if there is no SBPP participating business meeting departments’ best value criteria.</li> <li>• Conduct a clarification/BAFO/negotiation before disqualifying an SBPP-participating business based on price or desirable criteria.</li> </ul>



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	<ul style="list-style-type: none"><li>• See the <a href="#">Best Value Evaluation of Responses to Small Procurements: A Guide for Strategic Sourcing Teams</a> for additional guidance.</li></ul>
More than \$250,000/year	<ul style="list-style-type: none"><li>• <b>Notify at least two diverse and/or small businesses</b> capable of providing the product or service of the opportunity, if available.</li><li>• Make a preference for contractors with higher SDP commitments and/or performance whenever such information is available (or is requested from contractors by the department) and the preference is feasible.</li><li>• See the <a href="#">Best Value Evaluation of SDP Plan Forms: A Guide for Strategic Sourcing Teams</a> for additional guidance.</li></ul> <p><b>Note:</b> Departments may ask the prime Contractor for an additional SDP commitment specifically related to the Department’s purchase or engagement. SDP spending for such a purchase or engagement must be reported by the Contractor using the SDP Reporting Form directly to the Department and may not be included in any other SDP reporting filed by the Contractor.</p>

OSD provides up-to-date information on the availability of diverse and small businesses on statewide contracts through the [Statewide Contract Index](#) available on the COMMBUYS home page. See the “Programs (SDO and SBPP)” tab for current certification and small business status of contractors on this contract.

## Pricing, Quote and Purchase Options

### Pricing Options

This is a fee for service contract. Please refer to the Agreement for American Express Card Acceptance for complete pricing information found here: [PO-23-1080-OSD03-SRC02-27135](#).

All costs must be part of this authorized price listing. Under no circumstances can the vendor change costs to exceed those posted in the Agreement for American Express Card Acceptance, attachments, or amendments.

### How to Pay the Vendors

Encumbrances for all associated fees payable to American Express must reference PRF82. Entities must encumber sufficient funds for anticipated costs for the fiscal year and monitor expenses to ensure sufficient funds are available to make payments for all transaction fees.

### Netting Fees Not Permitted Under this Contract



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Each eligible entity of the Commonwealth is solely legally and financially responsible for its own credit card activity and charges. The vendor shall have no separate right of recovery from the Office of the Comptroller, the Operational Services Division, or the Commonwealth for any credit card charges incurred by an entity.

Pursuant to the Massachusetts Constitution and M.G.L. c. 30, s. 27 and M.G.L. c. 10, s. 17B, all revenue collected on behalf of the Commonwealth must be deposited with the Treasury and unless otherwise specified, is subject to appropriation. Therefore, as stated in the RFR, the total of all revenues collected must first be deposited and accounted for in the state accounting system prior to payment of fees being made to the vendor. In addition, for most eligible entities, the authorization for the collection of revenue does not authorize a portion of the revenue to be used for processing fees and fees will be paid from a separate state appropriation. Therefore, the vendor may not net fees from gross revenues collected in a Depository Account. For the purposes of this contract, chargebacks will not be considered fees and may be netted from gross revenues collected in a Deposit Account. Amounts collected and deposited will be considered revenue after settlement and any adjustments for chargebacks made by the vendor. ***Fees, charges, late payments, or interest may not be netted from revenues, even if authorized by an individual entity.***

If debiting of accounts is occurring, it is without approval of the Office of the Comptroller and may not continue. No single entity or state agency is authorized to override this language without prior written approval of the Office of the Comptroller. Invoices may not be submitted with debits or netting of fees. All amounts collected must be deposited in gross and the contractor will be paid based on invoicing. All accounts will be reviewed, and a compliance plan established to comply with this section.

The vendor has no authority to establish a reserve account for Commonwealth Entities without prior CTR approval and shall have no security interest in amounts credited as revenue to the Commonwealth after final settlement and adjustments for chargebacks. If the vendor has reasonable grounds to be insecure about an entity's ability to make required fee payments, the vendor may submit in writing to the Office of the Comptroller, a request that the entity maintain a Reserve Account at a financial institution acceptable to the vendor unless the Office of the Comptroller can propose an acceptable alternative which ensures payment. If the applicable entity does not maintain a Reserve Account at a financial institution acceptable to the vendor and the Office of the Comptroller does not propose an acceptable alternative which ensures payment, then vendor may immediately suspend and/or terminate Card acceptance for such Entity. Any Reserve Account will be separate from an Entity's Deposit Account.

In lieu of standard security interests, an entity may be required to provide the vendor with proof that funds have been encumbered and set aside in the name of the vendor on the Commonwealth accounting system sufficient to support the anticipated amount of fees and costs that may be incurred for that fiscal year. Whenever possible, an entity will provide the vendor with notice at least 30 days in advance of a fiscal year or at any time during the fiscal year that sufficient funds may not be appropriated or otherwise made available by the Legislature. In the event that sufficient funds are not appropriated or otherwise made available by the Legislature for an entity(s), either the Commonwealth or vendor may suspend or terminate the electronic payments program for the applicable entity upon written notice to the other.

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All fees, fines, and other charges must be invoiced monthly to the appropriate entity. Disputed claims will be considered a fee or charge to be invoiced.

### Setting Up a COMMBUYS Account

COMMBUYS is the Commonwealth's electronic Market Center supporting online commerce between government purchasers and businesses. If you do not have one already, contact the COMMBUYS Help Desk to set up a COMMBUYS buyer account for your organization: (888)-627-8283 or [OSDhelpdesk@mass.gov](mailto:OSDhelpdesk@mass.gov).

Per 801 CMR 21.00, Executive Branch Departments must use established statewide contracts for the purchase of commodities and services. Specifically, Executive Departments are required to use OSD's statewide contracts, including designated statewide contracts, if available, for their specific commodity and service needs. Exceptions will only be permitted with prior written approval from the Assistant Secretary for Operational Services, or designee.

When contacting a vendor on statewide contract, always reference PRF82 to receive contract pricing.

### Quick Search in COMMBUYS

Log into COMMBUYS, and use the Search box on the COMMBUYS header bar to locate items described on the MBPO or within the vendor catalog line items. Select Contract/Blanket or Catalog from the drop-down menu.

### How to Get Started for New Engagements

1. Eligible entities should review this document (Contract User Guide) to ensure compliance with use of the Statewide Contract. Both eligible entities and the vendors have responsibilities for compliance with state finance laws, regulations, and rules, and are required to notify CTR when beginning a new engagement.
2. Contact Office of the Comptroller (CTR) eCommerce Coordinator at [eRev@mass.gov](mailto:eRev@mass.gov) to discuss requirements. Contract documents including the Agreement for American Express Card Acceptance is available on COMMBUYS.
3. The CTR eCommerce Coordinator will facilitate enrollment and boarding and coordinate a kickoff conference call to discuss detailed functional requirements, timeline, and scope, if required.
4. All payments for this contract made by State entities in the state accounting system MMARS must reference PRF82. If a transaction override is needed to encumber funds for engagements entered into prior to the end date of the contract, but extending beyond the end date, the entity should work with the CTR Contracts team to facilitate the encumbrance, and contact [eRev@mass.gov](mailto:eRev@mass.gov) to validate the use of the Statewide contract for an engagement.

### Terms of the Contract



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### Hierarchy of Contract Documents (Order of Precedence)

Hierarchy of Contract Documents (Order of Precedence)	
1	Commonwealth Terms and Conditions (Incorporated into Standard Contract Form)
2	Standard Contract Form
3	Standard Contract Form Instructions and Contractor Certifications
4	Due Diligence Posting of Notice of Intent to Accept a Best Value Offer Regarding Establishing a Direct Merchant Relationship with American Express Travel Related Services Co. Inc.
5	Agreement for American Express Card Acceptance

If this contract is utilized with the Payment Solutions Contract, a Statement of Work will also be required. Please see the Contract User Guide for Payment Solutions Services and/or, contact the CTR eCommerce Coordinator for more information.

Additional non-conflicting terms related to service performance details that comply with the required terms of the Contract may be added to a SLA or SOW provided the intent or effect of the language does not supersede or replace the language of the Contract.

### Funding and Fees

This is a fee for service contract. Each eligible entity accepting electronic payment processing services will be billed by American Express and shall be solely legally responsible for funding the entity's obligations under the contract.

The vendor may not seek payment of such obligations from the Office of the State Comptroller or any other Commonwealth entity, nor shall any Commonwealth entity have any legal obligation to make payments for services other than the entity requesting and accepting such services. Pricing is based on the options each entity chooses to implement. Commonwealth eligible entities may not negotiate separate terms from those included in this Contract without prior written approval from CTR.

If needed, entities should work with the CTR eCommerce Coordinator and electronic payment processing vendor(s) to determine an estimated amount of fees and other costs for each fiscal year based upon historical or anticipated electronic payments usage. As a condition of the contract, entities must encumber at the beginning of the fiscal year referencing PRF82designatedCTR, an estimated amount for transaction fees based upon the anticipated volume of transactions. State departments must coordinate encumbrances with CTR to prevent disruption of service.

The options for funding electronic payment solutions programs are:





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- **Operating Budget** -- When an entity agrees to accept electronic payments, the entity certifies that prior to the beginning of each fiscal year, and during the fiscal year, the entity shall be responsible for taking the necessary steps to ensure that there are sufficient funds for payment of associated fees. Entities will be required to suspend acceptance of electronic payments whenever the entity anticipates not having sufficient funds to pay the processing fees. Seeking funding after the fact through the deficiency process or prior year deficiency process shall not be considered an appropriate funding mechanism and may subject the entity to cancellation of merchant approval to accept credit or debit payments.
- **Retained Revenue** – Retained revenue accounts are subject to annual budget approval and require a cap in the amount of funds that may be retained and expended. Given that revenues for new types of e-payments cannot be accurately predicted, agencies may face situations when the cap is lower than needed to pay processing fees. Entities are responsible for ensuring that if fees are authorized to be spent from the retained revenue account that the cap is sufficient to enable full payment of fees.
- **Statutory Language/Agency Trust Account** – Some agency trust accounts authorize expenditures to be paid from revenues posted to the trust account. Entities must ensure that sufficient amounts are set aside from revenues to ensure payment of transaction fees and that these amounts are not inadvertently obligated for other expenditures.
- **Convenience fees** – **(NOTE: Under Massachusetts law, convenience fees are prohibited at the point of sale, but may be implemented over the web or IVR.)** Eligible entities may choose to pay electronic payments program fees, or may choose to fund their programs by passing the associated fees on to the customer. A nominal convenience fee is charged to the customer at the time of purchase and collected per transaction directly by the third-party vendor (on PRF59A) as a separate charge from the payment being made to the eligible entity. The fee can be a percentage of the transaction amount or a flat fee, but percentage-based convenience fee programs take longer to implement due to card association program rules. Convenience fees are collected and retained by the vendor, never enter the Commonwealth's accounts, and appear as a separate charge on the customer's statement. Since the fee is charged solely to offset the entire cost of the credit card transaction as a convenience to customers, an eligible entity will not receive an invoice from the vendor under this model.

## Instructions for MMARS Users

MMARS users must reference the MA number (PRF82designatedCTR) in the proper field in MMARS when encumbering funds for this contract.

## Contract Exclusions and Related Statewide Contracts

Please note that this Contract provides processing and settlement for American Express branded transactions only.

Other related statewide contracts:

- PRF81 with Worldpay is a related contract that supports Visa, Mastercard, and Discover credit, debit, and ACH payment processing. Worldpay conveys Amex branded transactions at point of sale to Amex for processing and settlement. PRF82 (this contract with Amex) is usually leveraged together with PRF81 if the eligible entity wants to offer Amex as a payment method.

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- PRF59A is a related contract that supports payment solutions such as web payment page hosting, integrated voice response (IVR), kiosk, and mobile services. If utilizing services of the Payment Solutions Contract, a separate Statement of Work is required, and eligible entities may opt to offer American Express as a payment method. For direct merchant relationships, the eligible entity will be billed directly by Amex. Please see the PRF59A – Payment Solutions Contract User Guide for more information. Rebid of this contract is currently in progress.

## Additional Information/FAQs

### Performance and Payment Time Frames Which Exceed Contract Duration

This Statewide Contract expires on 8/31/2026. The initial duration of the Contract is 11/1/2022 – 8/31/2026 plus two (2) three-year options to renew which have been exercised under the same terms and conditions unless the Vendor is terminated for cause, without cause, or through legislative action. In addition, the contract may be extended under the same terms and conditions as needed for any period necessary to transition to a new procurement.

All services entered into during the duration of this Contract and whose performance and payment time frames extend beyond the duration of this Contract shall remain in effect for performance and payment purposes no more than 12 months beyond the current contract term of this Statewide Contract as stated on the [first page](#) of this contract user guide. No agreements for services may be established after the Contract has expired.

### PCI Compliance

The Payment Card Industry Data Security Standard (PCI-DSS) is a mandatory compliance program of the major credit card associations to create common industry security requirements for cardholder data. The PCI-DSS is a multifaceted security standard that includes requirements for security management, policies, procedures, network architecture, software design, and other critical protective measures. PCI Compliance is required for all Commonwealth entities conducting electronic commerce, regardless of merchant level, channel, or method. This section provides information about our approach to meeting this challenge.

accepting credit cards, each Commonwealth entity operates as a “merchant”. If the Commonwealth entity accepts electronic payments via any means (e.g., mail, mobile, cashier window, terminal, kiosk, telephone, IVR, or the web), then adherence to these standards is mandatory under payment card brand rules and current Comptroller policy. All State Departments are required to comply with and set aside sufficient funding to support the requirements outlined in the [Payment Collection Data Security Policy](#).

The primary focus of the PCI standards is to help merchants (in our case, Commonwealth entities) improve the safekeeping of electronic payments information by tightening overall security. This overall review reduces the chances of experiencing security breaches, identity theft, stolen credit and debit card numbers, fraud, and potential financial losses, penalties, and loss of trust in Commonwealth public facing applications. Merchants found to be non-compliant with the respective security requirements may be subject to substantial fines and penalties in the event of a data breach. More information about PCI Compliance can be found at <https://www.pcisecuritystandards.org/>.

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## Vendor List and Information\*

***Please note that Electronic Payment Processing was bid separately under PRF81designatedCTR. Electronic Payment Solutions was bid separately under PRF59AdesignatedOSC and is currently being rebid.***

Vendor	Master Blanket Purchase Order #	Contact Person	Phone #	Email	SDO Certification Type	SDP Commitment Percentage
**Master Contract Record MBPO (All contract documents)	<a href="#">PO-23-1080-OSD03-SRC02-27134</a>	Patricia Davis	617-973-2332,	<a href="mailto:Patricia.Davis@mass.gov">Patricia.Davis@mass.gov</a>	N/A	N/A
American Express Travel Related Services Co. Inc. (Individual vendor MBPO)	<a href="#">PO-23-1080-OSD03-SRC02-27135</a>	John Cavanagh	518-630-5768	<a href="mailto:john.l.cavanagh1@aexp.com">john.l.cavanagh1@aexp.com</a>	N/A	N/A

\*Note that COMMBUYS is the official system of record for vendor contact information.

\*\*[The Master Contract Record MBPO] [The Master MBPO] is the central repository for all common contract files. [Price files may be found in the individual vendor's MBPO.]