



Visa Commercial Solutions Milestones

For more than 18 years, Visa has been providing cost-effective, data rich commercial payment solutions that satisfy virtually every business payment need.

- 1989** Visa creates industry's first purchasing card and makes available to the federal government
- 1990** Federal government uses Visa Purchasing Cards to make 271,000 purchases, worth \$64 million.
- 1993** Visa is first to offer a full suite of payment cards to meet the T&E, invoice-based payment needs of businesses of all sizes.
- 1996** Visa introduces the Visa Commercial Format (VCF) 1.0, a standard data set containing enhanced spending data from all Visa Commercial transactions.
- 1996** Visa implements industry's first one-card pilot program.
- 1996** Visa introduces enhanced data capabilities for corporate and purchasing cards.
- 1997** Visa ends year with \$18.1 billion in total commercial sales volume.
- 1999** Visa launches a one-card offering, the Visa Commercial Card.
- 2000** Visa ends year with \$55.1 billion in total commercial sales volume.
- 2001** Visa launches Visa Information Source, a Web-based reporting tool that provides organizations with scheduled interactive reports, cost allocation tools, and accounting system integration for better management of commercial spending by cardholder, department and supplier.
- 2001** Visa launches first hotel folio data offering and begins to receive data from Prime Hospitality, enabling corporate-travel managers to streamline travel-and-entertainment reporting.
- 2001** Visa ends year with \$64.6 billion in total commercial sales volume.
- 2002** Visa launches Visa Commerce, the industry's first electronic payment and information service for larger-value, invoice-based purchases.
- 2002** Visa introduces the Procure-to-Pay Best Practices and Toolkit to help clients optimize the performance of the commercial card programs.
- 2002** Visa ends year with \$77.6 billion in total commercial sales volume.

- 2003** Visa launches Visa Information Management portal to provide businesses with increased visibility of payment data and enhanced reporting tools.
- 2003** Visa ends year with \$92.5 billion in total commercial sales volume.
- 2004** Visa develops the Commercial Consumption Expenditure (CCE) Index, the first standardized financial metric to accurately measure and track business-to-business spending.
- 2004** Visa forms alliances with SAP, Concur, Outtask and GEAC to help corporate card clients streamline travel expense management through better utilization of Visa enhanced data reporting.
- 2004** Visa introduces the Visa Accounts Payable Analysis Tool as a new service to commercial card users.
- 2004** Visa's suite of Procure-to-Pay tools and knowledge based services are integrated with Visa Information Management (VIM) online reporting tool to ease Member and client access.
- 2004** Visa ends year with \$115 billion in total commercial sales volume.
- 2005** Visa introduces the CCE segmentation analysis which provides the first standardized measurement of business-to-business spending within key industries and commercial market segments.
- 2005** Visa partners with Oracle to help commercial card clients better utilize enhanced commercial card data in streamlining the procurement and travel and expense management processes.
- 2005** Visa ends the year with \$142.3 billion in total commercial transaction volume.
- 2006** Visa introduces commercial card integration recommended practices for e-procurement and ERP applications.
- 2006** Visa introduces commercial card integration recommended practices for expense reporting applications.