



Jeannine Methe
Chief Technology Officer
Chabot-Las Positas CCD
Pleasanton, CA 94588

Dear Mrs. Methe,

On behalf of Heartland Campus Solutions ("Heartland"), we are pleased to offer Chabot-Las Positas CCD (CLPCCD) with a proposal for Payments Processing.

- An online solution to CLPCCD that includes options for in-office payments and other departments on campus.
- Secure payment acceptance from a PCI Level 1 and PA-DSS certified solution provider.
- Industry best customer service through 24/7 live customer support and 99.998% uptime.

The following information outlines Heartland's fee structure for Online Processing:

• Implementation Cost	= \$0
• Hosting Cost	= \$0
• Training Cost	= \$0
• Annual Maintenance Cost	= \$0
• Two(2) E3 terminals	= \$0

Absorbed Fee: A per-transaction fee of (current credit card interchange rate*) + (40 basis points) which will equate to around 1.6% per transaction, will be charged to CLPCCD, replacing your existing credit card fees of 2.25% and accepting all four credit cards (Visa, MC, Discover and Amex).

CLPCCD will benefit from the recent Durbin amendment for regulated debit card transactions and will receive the debit card rate for those transactions that qualify. The Durbin rate is: (\$.22c) + (5 basis points) + (40 basis points)

The combined lower rate and Durbin amendment will provide a \$54,000+- a year savings to the district with no functionality loss, as HPS is a SunGard Higher Education Collaborative Member and provides a **real-time interface to SunGard Banner at No cost.**

Please see attached a letter from San Mateo CCD allowing the college to purchase of their RFP at the same rate of 40 basis points.

Beyond driving down the overall cost and providing additional services to your students, we will look at your department-wide operations to determine how we can provide additional value and efficiencies if desired.

Chabot-Las Positas CCD

Signature

Lorenzo Regaspi

Print Name

Lorenzo Regaspi

Date

9.5.12

Title

Vice Chancellor, Business Services

Heartland Payment Systems

Peter Drew

Peter Drew

9.5.2012

VP of Sales.