



Maine Development Foundation Leadership Unplugged

**Michael Dubyak,
Chairman, President & CEO
February 9, 2012**



Who is Wright Express?

Fleet Solutions

- **\$20B total spend (\$18.7B in US)**
- **319M worldwide transactions (285M in US)**
- **350,000 worldwide fleets (285,000 in US)**
- **6.3 million cards (5.3M in US)**
- **265,000 state/local vehicles/cards**
- **260,000+ GSA vehicles/cards**
- **23 states use WEX sponsored cards**
- **3,500 municipalities**
- **Market share ~12% commercial vehicles**

Other Payment Solutions

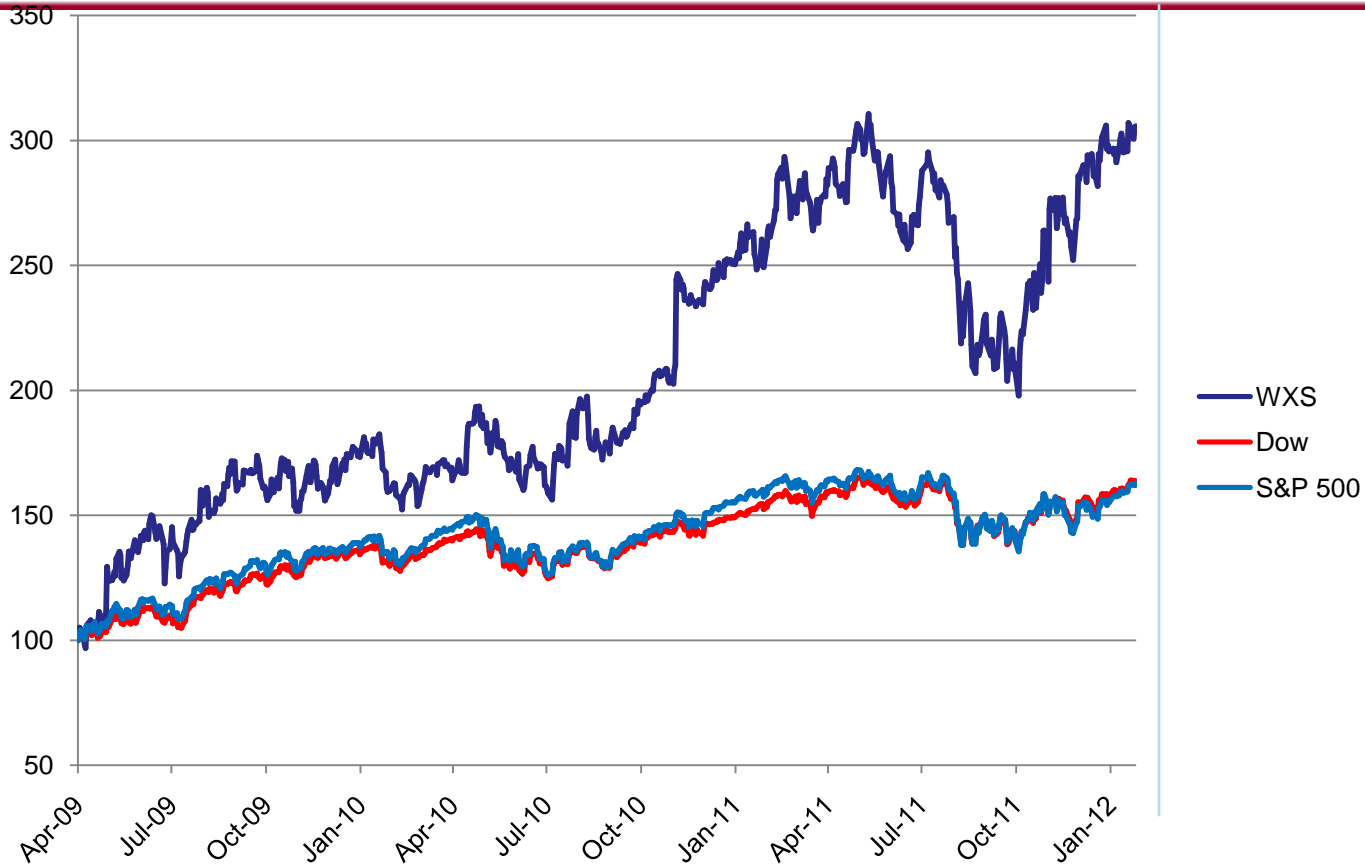
- **\$7.8B total MasterCard spend**
 - \$101M MasterCard total revenue
 - \$54M MasterCard SUGA revenue
- **\$1.2B total Prepaid spend**
 - 65 million Prepaid transactions
- **\$2.9M total rapid! Pay revenue**



\$30.6B Total Business Spend



If You Invested \$100...

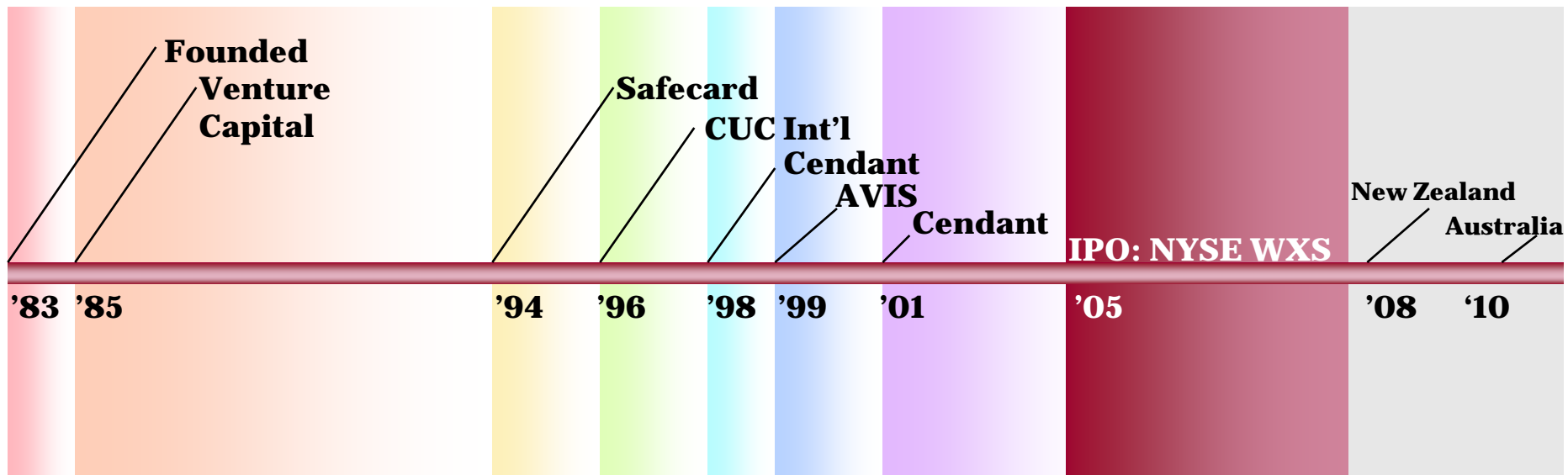


#30 in 2011

Forbes
America's Best
Small Companies



Evolution of Wright Express



We Take Our Business Serious

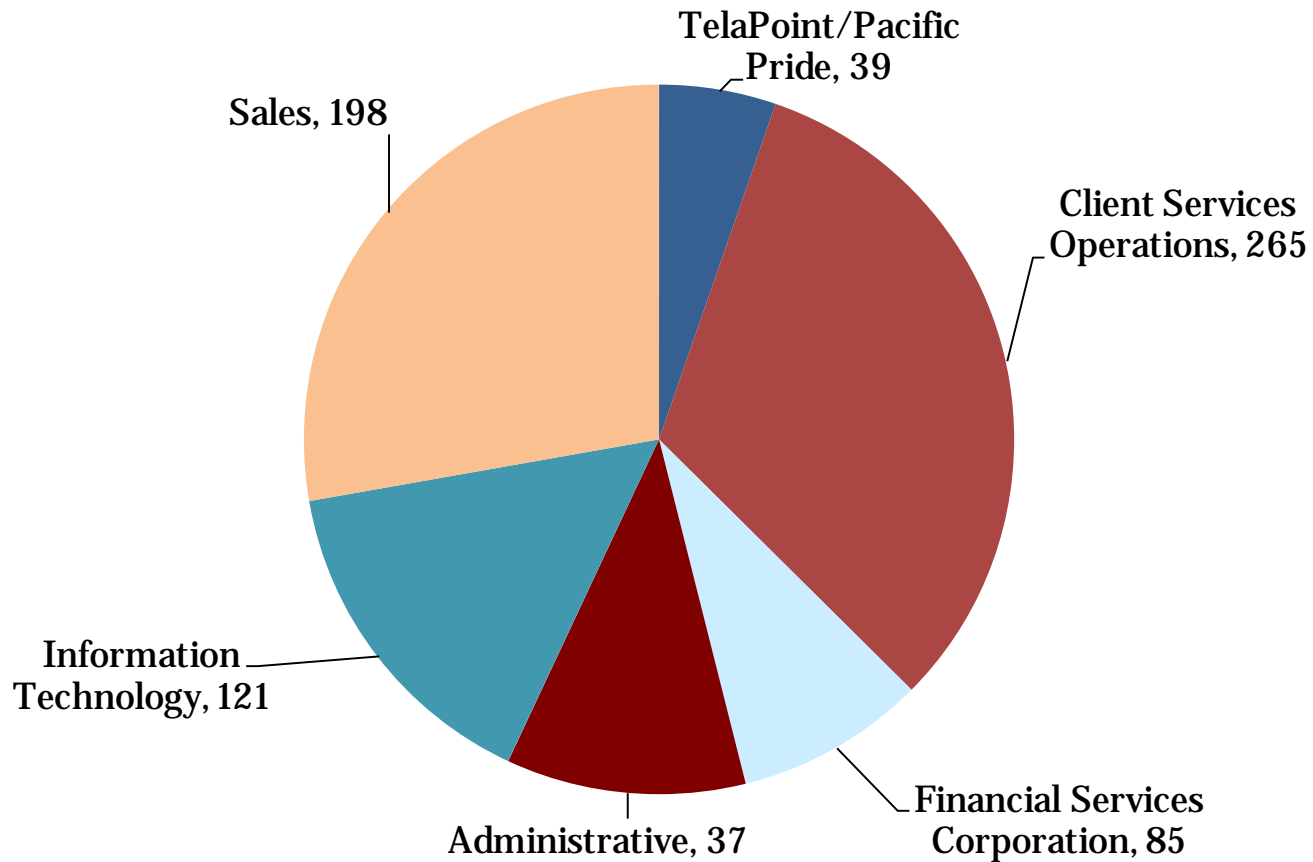


But Not Ourselves



U.S. Employee Base

U.S. Average Base Salary \$64,106



Information Technology “IT” Professionals

- Ø Wright Express
- Ø UNUM
- Ø Hannaford
- Ø IDEXX
- Ø State of Maine
- Ø TD Bank

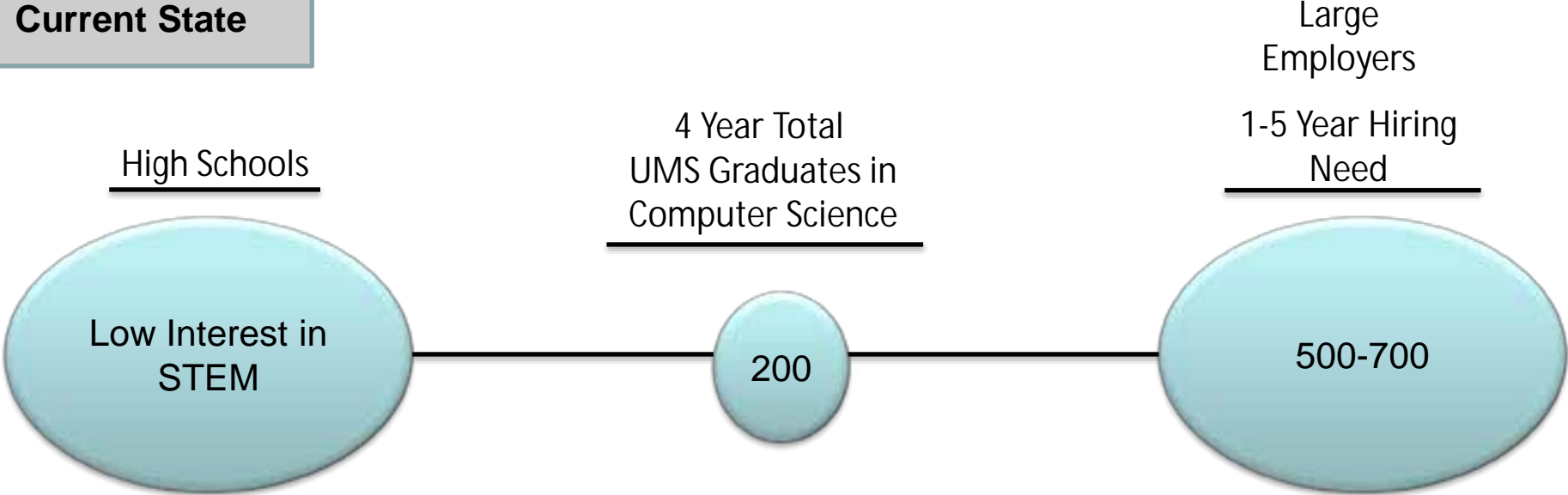
Total IT Workforce = 2000

University of Maine System Supplied
10-15%



IT Talent Challenge Large Employers

Current State



SMCC Journal of Innovation & Transformation

Supply-Demand Totals for Selected Educational Programs 2008-18

Code	Field of Study	10 Year Supply Assoc	10 Year Supply Bach	10 Year Demand Assoc	Surplus or (shortage) Assoc & Bach
11	Computer and information sciences and support services	201	590	1,777	-986

Sources: Department of Labor, Department of Educations and PDI analysis.





Statewide IT Business and UMS Partnership

Recommendations



Double the number of IT grads
from University of Maine System
within 4 years

*(potentially may include other Maine
Colleges/Universities as the model matures)*



Leadership Team

Sponsors

Mike Dubyak – CEO, Wright Express
Rich Pattenaude – Chancellor, UMS

CEO Team

Jonathan Ayers, Idexx
Bill Caron, MaineHealth
Michelle Hood, Eastern Maine Health System
Kevin McCarthy, UNUM
Rich Peterson, Maine Medical Center
Larry Wold, TD Bank



Steering Committee

Steering Committee Chairs

George Hogan – Wright Express, Glenn Wilson – UMS

Steering Committee Members

Jim Breece – UMS

Carolyn Dorsey – UMS

Cathy Bruno – EMS

Corson Ellis – Kepware

Dana Humphrey – UMS

Ed McKersie – Pro Search

Ron Cantor – SMCC

Harlan Onsrud – UMS

Jim Smith – Unum

Joe Szakas - UMS

Joseph Gwozdz – Hannaford

Lance Berberian – Idexx

Patty Patterson – EMH

Ray Albert – UMS

Sean Lague – TD Bank

Angel Dupont – EMH

Eric Tracy – Unum

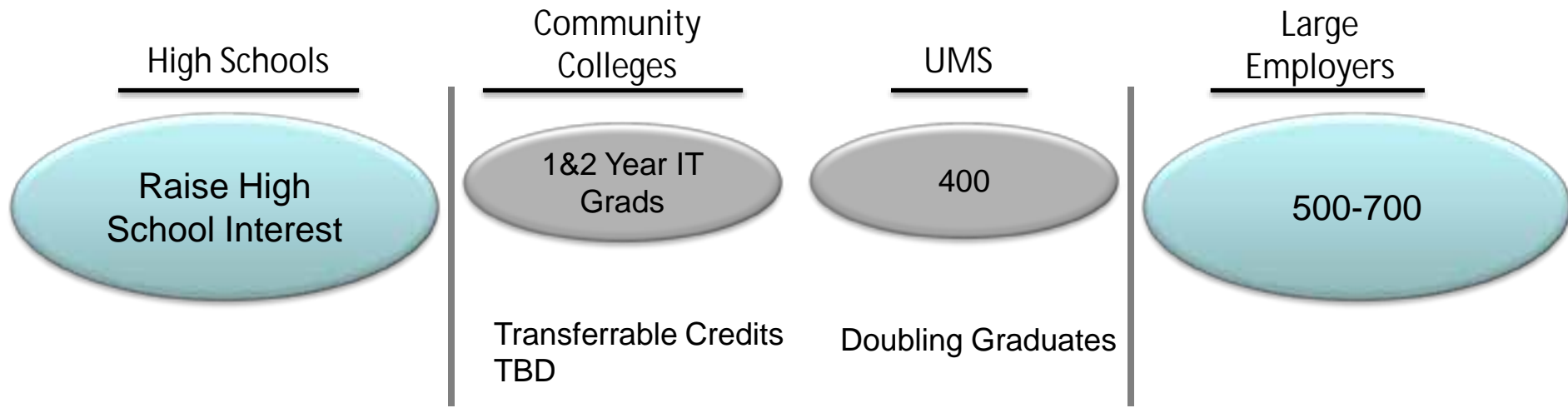
Jonathan Nass – Office of Gov LePage

Anne Gauthier – Chamber of Commerce



IT Challenge – Future State

Future State



3 Month Focus - Recommendations

Marketing and Outreach Workgroup K-12

GAP Analysis Workgroup – UMS & MCC

Incentive Strategies Workgroup – Private Sector



Key Developments/Steps

Leadership Team

Pledged capital to engage Pierce Atwood, led by Andrea Cianchette Maker, to help steward this effort forward

Mike Dubyak to chair Educate Maine (Pre-K to 16)

(combining Maine Compact for Higher Education & Maine Coalition for Excellence in Education)

Develop Master Implementation Plan

Prioritize recommendations

Outline milestones and related project plans



Engage Stakeholders

Other stakeholders to be approached

K-12

Public Partnership

Private Sector



Recommendations Summary

Double the number of IT grads
from University of Maine System
within 4 years

