

| The B2B payments revolution

Hello!



The Transformation



1862



1950



1998



2009



2014



?



Beyond the Hangover

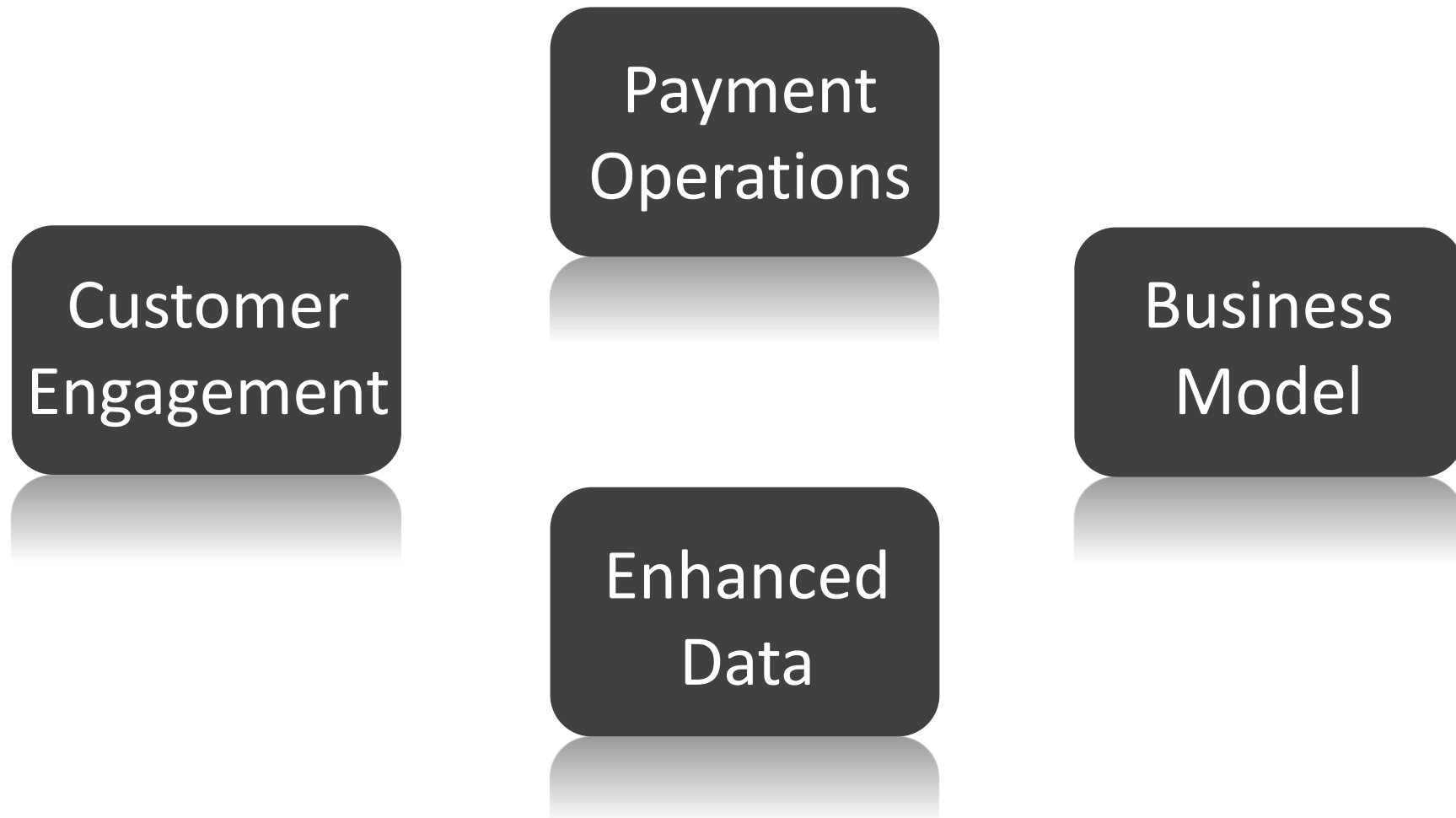


Who's in the Room

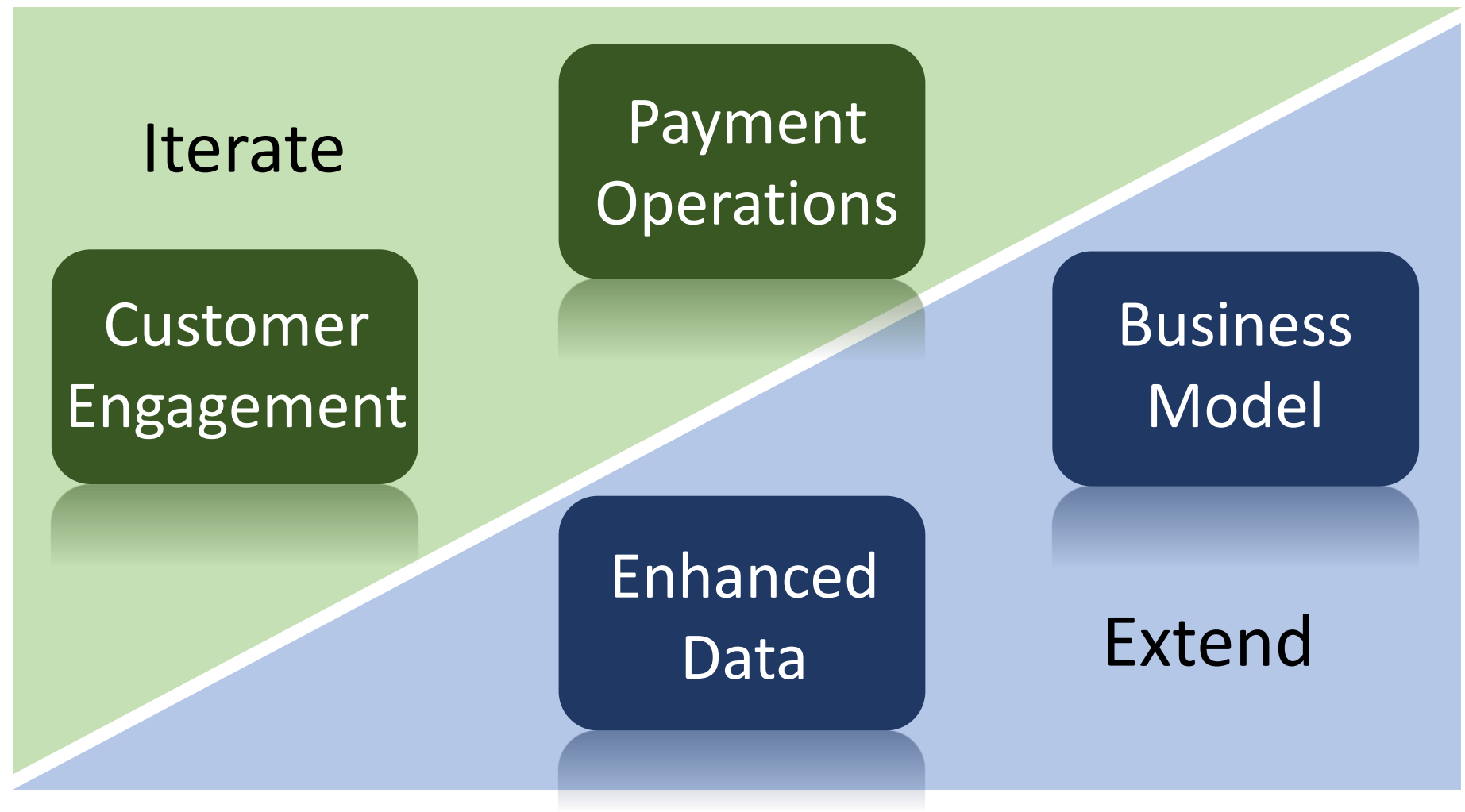
Payment strategies are defined by channel, reach and size of customer.

Channel	Reach	Size
Wholesale	Global	Tier 1
Vendor	Multi-National	Mid-Market
Dealer	One Country	Small Business

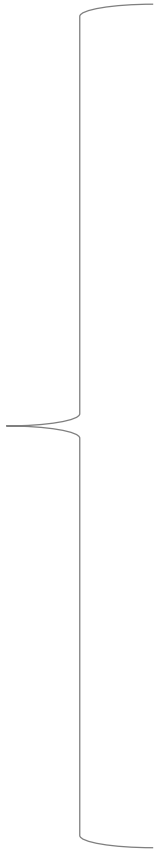
Foundation of a Payment Strategy



Payment Considerations



Customer
Engagement



Apple Pay



Focus: All Parties

Payment Operations

Today

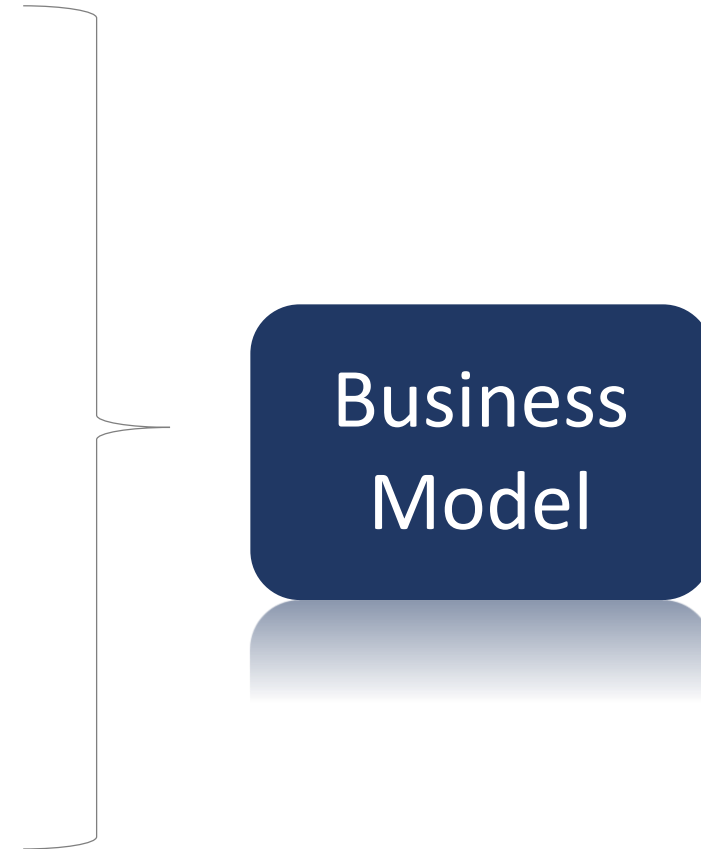
Tomorrow



Focus: All Parties

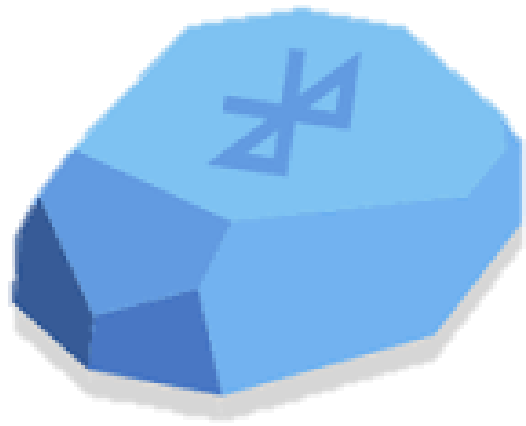


PAYFAC



Focus: Vendor / Dealers, Mid-Market to SMB

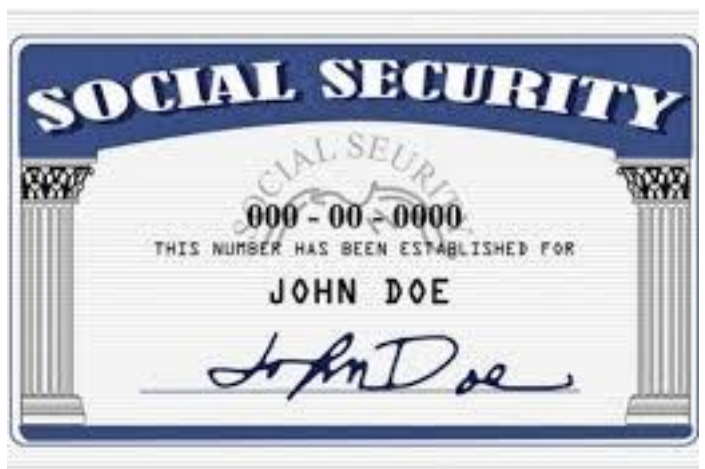
Payment Considerations



Enhanced
Data

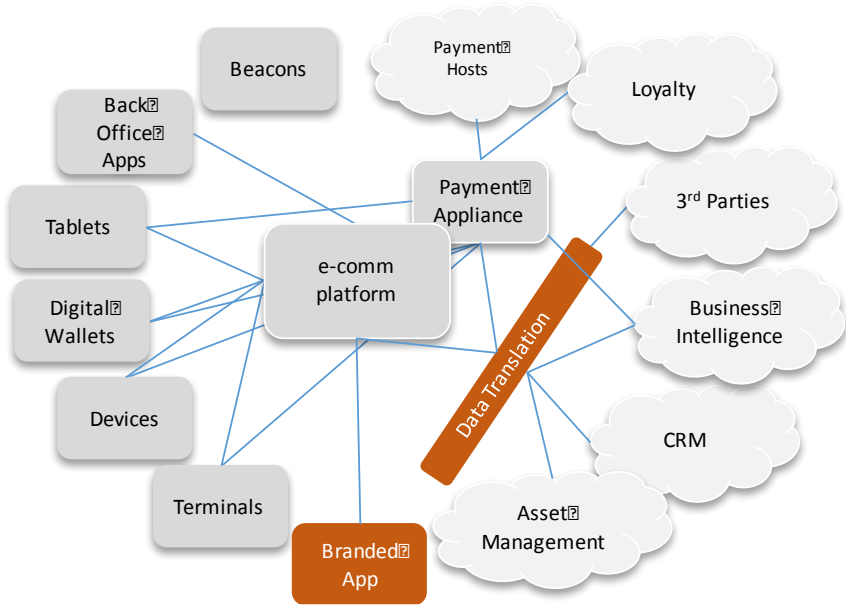
Focus: Vendor / Dealers, Mid-Market to SMB

Security?



Focus: All Parties

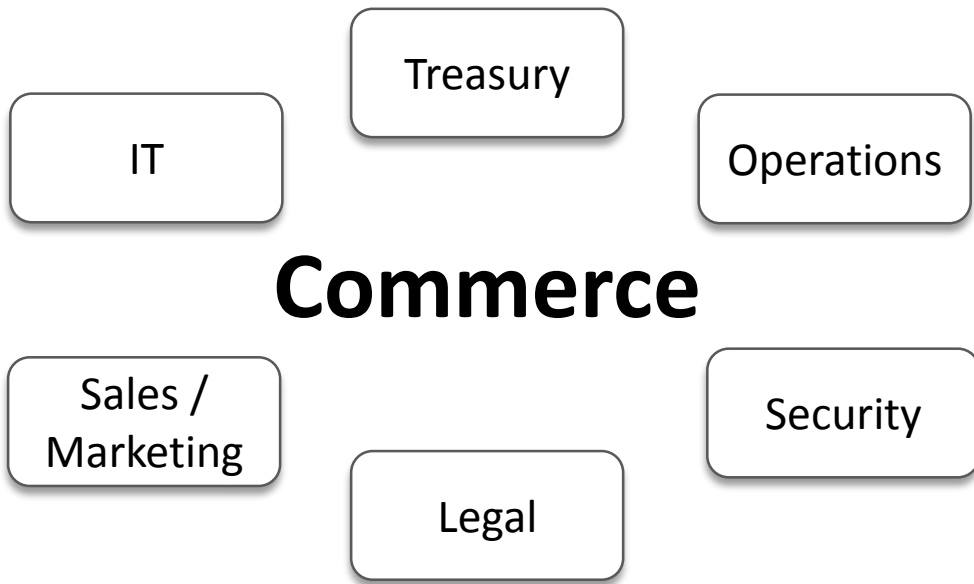
Complexity & Pace ↑



Payments → Commerce

Yesterday

Today



Questions

