

AUGUST-17



SERVICES OVERVIEW

WHAT WE DO. HOW WE DO IT



WHAT WE CAN HELP WITH

1. PRODUCT AND MARKET EXPERTISE

a. DEPOSIT AND PAYMENT PRODUCTS BASED ON GENERAL PURPOSE RE-LOADABLE (“GPR”) PREPAID ACCOUNTS

Product definition, technology evaluations, mock-ups and testing, vendors’ selection for GPR prepaid accounts as:

- Main accounts for under-banked and millennials
- Direct deposit vehicles for workers
- Precursors and underwriting inputs to lending services i.e. credit cards or installment loans
- Controlled and/or monitorable disbursement vehicles for installment loans or lines of credit

b. ADD-ONS TO DEPOSIT AND PAYMENT SERVICES

Product definition, technology evaluations, mock-ups and testing, vendors’ selection for add-on services such as:

- Sub-accounts
- Savings
- Bill Payment
- Mobile airtime top-ups

c. CREDIT-BUILDING LENDING PRODUCTS

Product definition, technology evaluations, mock-ups and testing, vendors’ selection for products geared towards consumers with no established credit:

- Secured, partially secured or unsecured lines of credit or credit cards
- Credit-building savings

2. PRODUCT DEPLOYMENT STRATEGY EVALUATIONS

a. PROGRAM MANAGEMENT OPTIONS

Evaluate options for managing bank-issued products:

- Program Management set up with BIN Sponsoring issuing banks
- Private Labeling with existing Program Managers or Issuers
 - o Rebranding the PM's standard web sites and mobile apps
 - o Creating your own web sites and mobile apps in front of a Program Management service

Based on Client's criteria relative to:

- Required product features and pricing
- Business forecasting: setup cost and associated financial risk, medium and long term potential revenue stream
- Time-to-market (program setup, partnerships required, other constraints)
- Ability of Client to become a Program Manager (staffing, expertise in compliance, operations, security...)

b. SERVICE ARCHITECTURE

- Define processes and services to be outsourced to third party vendors or built in-house
- Assessing key vendors: processor, CIP vendor, card procurement
- Define roles and responsibilities with BIN sponsoring bank (if applicable)
- IT Managed Services and Hosting for in-house services

3. TECHNOLOGY EXPERTISE

For clients wishing to build or license technology for key features of the products, we offer expertise in the following areas:

a. ONLINE AND MOBILE ACCOUNT OPENING

- Customer Identification Process
- AML and OFAC
- Fraud detection

b. PAYMENT PROTOCOLS

- Card payments protocols
- ACH and bill payment

c. ONLINE AND MOBILE ACCOUNT SERVICING

- Mobile-responsive browser-based
- Native mobile applications for iOS and Android
- Email and mobile push messaging management

d. IT SET UP AND MANAGEMENT

- Managed Services outsourcing and supervision
- Cloud based set-ups
- PCI-DSS and GLBA compliance

4. TYPE OF WORK

a. IDEATION

- Use case scenarios
- Gap analysis
- Competition analysis

b. SERVICE SPECIFICATION

- Product functional requirement specification
- Service flows (Enrollment, KYC)

c. PROJECT PLANNING AND BUSINESS FORECASTING

- Statements of Work for project setup
- Project Plan
- Evaluate and facilitate partnerships
- Requirements Specifications for ancillary vendors
- Budget forecasts

d. PROTOTYPING AND TESTING

- Proofs of Concept: your product's functionality or underlying technology are validated
- Functional: we'll architect your product in the way it will be deployed
- Appearance: preview how your product will look and feel

PRICING OPTIONS

Project Type	Cost	Payment Term
Time-based, up to 20 hours / week	\$180/hour	Monthly, upon receipt or at deliverable milestone if < 1month
Time-based, beyond 20 hours / week	\$120/hour	Monthly, upon receipt or at deliverable milestone if < 1month
Time-based, capped projects	Agreed up to maximum \$/month	Monthly, upon receipt or at deliverable milestone if < 1month
Fixed-priced projects	Agreed \$ for entire project	25% upfront, then upon agreed milestones