
The EuroCommerce Payments Engine for Banks and Financial Institutions

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The EuroCommerce Payments Engine for Banks and Financial Institutions.

'Card Not Present' Solutions for Acquirers

Banks and financial institutions can extend or replace their existing payments infrastructure with the EuroCommerce Payment Engine. We work with acquiring banks to deliver safe, reliable, and secure infrastructures for some or all of their requirements. Merchants look to their acquirers for processing capabilities that match the requirements of their customers. Often these can be too expensive or time-consuming for banks to deliver. Working with EuroCommerce can be the easiest and most cost-effective way to extend reach, improve service and save money.

Access a Gateway to the World of Payments

A single connection to the EuroCommerce Payment Engine means access to more local payment types and more acquiring banks than any other service available. And this is global access across Asia, the Americas and of course Europe. We understand that almost every bank can handle or has outsourced credit card payments. But very often trying to add local payment types, whether cards, direct debits or Internet banking options, can be difficult or not cost effective to handle. EuroCommerce can offer a simple option to offer and process all the local payment types requested by your merchants. And there is the guarantee that, because we are handling the payments and it is our core business, we will continue to innovate and add new methods so that you can always anticipate the requirements of your client base.

Flexible Approach and Scalable Solutions

The key to our approach in infrastructure development and enhancement is flexibility. We look to deliver as much or as little as makes sense for an individual banks or a banking group. We custom fit every solution using our payment engine as the robust platform. Scalability for us means just that; we are open to providing a single additional payment type or an add-on-service at low transaction volumes all the way up to providing core CNP processing infrastructures. We deliver to your requirements.

Licensed Solutions (White Label) or Outsourced

We can accommodate whichever way you want to process your solutions. Many banks prefer to take the solution in-house and pay a once-off license fee. That is, EuroCommerce will work to deliver the processing capabilities to your internal IT teams and give them the flexibility to run and adapt the solution. To the customer the EuroCommerce solution is invisible and depending on the transaction level the costs can be reduced by avoiding a per transaction fee.

For other banks the opposite requirements hold. EuroCommerce can host process your transactions in our data centre removing any IT resource or capacity restrictions that might exist. The fee is on a transparent transaction basis making the cost/benefit calculation simple. The solution can use the bank's branding so for the end user the experience is the same. EuroCommerce can work with banks to decide which option makes the most sense.

The EuroCommerce Processing Solutions

Infrastructures for Card Processing

Most banks have some capability for processing CNP payments. However, we have found that there are often two features of market consolidation that present issues that EuroCommerce can help with:

Legacy Technology:

Processing is often on hardware or software no longer fit for purpose or best of breed. The replacement costs are often untenable without looking at an outsourced or externally supplied solution. Banks also find that they have more capacity than they need due to building an infrastructure when the volume requirements were unclear. This ties up resources and maintains a dependence on solutions that are no longer required.

EuroCommerce works with banks to define a path forward for card processing. Very often this is too core an activity to outsource but a licensed solution from EuroCommerce, which we continue to maintain and update, removes the risk of redundancy in the technology brought in to perform the processing. For other banks processing is simply not a core activity and moving the processing to EuroCommerce's data centers is a practical alternative. Uptime, security, fall/failover, hot switching and other SLA type guarantees can be agreed to comply with a bank's required standards. EuroCommerce can even work with a bank's preferred outsourcing supplier where applicable.

Merger and Acquisition Pressures:

The consolidation of banks across geographies is now a constant. This brings pressure on IT departments to deliver group-wide capabilities or at least standards for all IT activities and this includes payment processing. Developing and deploying these standards can be a difficult process. EuroCommerce can work with banks to understand where a technology replacement with the EuroCommerce in- or out-sourced payment engine might be the fastest way to compliance for a certain subsidiary. We can deliver point solutions for specific payment types where there is a delay in deploying a group wide solution. We can provide a quick fix for certain add-on services such as 3D secure or dynamic currency conversion where there is a gap. In short we can plug gaps while a group wide solution is developed or we can work with a bank on developing and delivering that group-wide solution. Either way we can help smooth the M&A transition process and ease the burden on hugely pressed IT teams.

Interim Solutions

EuroCommerce knows that not all solutions need be forever. We recognise that for a myriad of tactical reasons shorter term “fixes” to specific problems are needed. Often this is as a result in the long time frame of over-arching solutions that can take time to implement.

EuroCommerce is happy to provide interim solution for banks undergoing these pressures and need to plug a gap in payment type quickly, or replace or implement a processing capability in a short time frame. This can be as simple as adding a required additional payment type through our processing centre. Or it can be an infrastructure replacement as described above. We work to fast time frames and roll out rapid, robust, revenue-generating solutions for businesses in a hurry.

Multiple Payment Options

EuroCommerce is known for the breadth of the payment types that it can offer to its merchants and consequently to banks looking to broaden their portfolio. Many of our larger merchants have multinational requirements for debit cards beyond those within its home borders. For banks with the same requirements from its merchants this can be cumbersome to provide because the volume might not justify the investment or disruption in supplying the service. Additionally, legacy technology might make the addition of payment types difficult.

EuroCommerce provides the following payment types today for merchants and financial institutions. Our open API technology makes it extremely easy for us to add a payment type not covered if required by a specific bank. EuroCommerce can take care of the end-to-end process of these card types for banks and link directly and securely to any reconciliation system.

See Appendix One for the full list of payment types and acquiring banks in the EuroCommerce Payment Network.

Additional Value Add Services

In addition to core infrastructure and additional payment types, EuroCommerce can be used to simply extend the range of service that banks can offer their clients.

3D Secure

Major credit card associations have introduced 3D Secure authentication tools to improve customer and merchant confidence.

Similar to “Chip and Pin”, 3D Secure authentication requires cardholders to enter a password or PIN number in order to authenticate themselves for e-commerce transactions.

By proving that the real cardholder is executing the transaction, fraud and chargebacks are reduced. As a result, the risk exposure to banks is reduced, which they can pass on in terms of savings to merchants making their processing facilities more competitive.

EuroCommerce’s Merchant Plug In (MPI) can be rapidly rolled out to your merchants (renamed as you like) and providing them and their customers added security without any service interruption.

Certified by both Visa and Mastercard, our solution helps banks:

- Reduce fraud
- Reduce chargebacks
- Increase cardholder confidence
- Increase online business

PCI (Payment Card Industry) Compliance

EuroCommerce is dedicated to maintaining the highest standard of compliance to all relevant industry standards in processing. We are validated as part of the VISA AIS compliance program which is the de facto industry standard, as having completed all required tests as regards compliance. Banks can rest assured that any part of the EuroCommerce Payments engine they choose to use will be PCI

Conclusion

EuroCommerce understands what it takes to successfully process payments. For banks it is a difficult service to market and sell. The key is to take care of the processing as efficiently, cost-effectively and broadly as possible. This is where EuroCommerce fits in. We can work with banks to replace or extend existing systems, adding value to the payments infrastructure. We are flexible in our approach, looking to see where our technology can be made fit with any in-house or third-party solutions that are in place. We are international in outlook, seeking to deliver a wider range of payments than any other processor in the market. We seek to innovate and help banks add additional services for their merchants so that they can stay ahead of the market and offer a clear complete processing service at the right cost to the business.

Appendix – The EuroCommerce Payment Network

EuroCommerce Payment Network

EuroCommerce has extensive experience in delivering local payments and integrations to acquiring banks. Our payments engine is powerful and incredibly flexible, making configuration straightforward.

With this experience and configurable platform, new services, payment methods and acquirers can easily be added. Typically to add a new acquirer can take 15 days and a new payment method can be added within 30 days.

Payment Methods Supported

EuroCommerce supports multiple payment methods including:

- Credit Cards
- Debit cards
- Direct Debits
- Bank Transfer
- Internet Banking
- Subscriptions, instalments and recurring payments

Global Payment Types Supported

EuroCommerce support the following payment types which are found throughout the world

- VISA
- Visa Electron
- MasterCard
- Maestro
- JCB
- American Express
- Diners
- UATP
 - AirPlus

Local Payment Types Supported

EuroCommerce supports the following payment types which are found in specific countries or across regions.

- Carte Bancaire – France
- Switch/Solo – UK
- LASER - Ireland
- Dankort – Denmark
- Nordic Debit Cards
- ELV – Germany, Austria, Netherlands
- iDEAL – Netherlands
- eNETS – Singapore
- Most Chinese Debit Cards

Acquirer Integrations

EuroCommerce recognises more than any other payment processor that supporting payment types and multiple currencies only takes you half way. To be truly multi-country for Card Not Present solutions requires integration with local banks for processing. The following is the current list of acquiring banks. We add banks continuously as client need demands

<u>Europe</u>	<u>Asia</u>
Barclays	United Overseas Bank
Nat West	Nets
Bank of Ireland	Industrial and Commercial Bank of China
Allied Irish Banks	Agricultural Bank of China
Euroconex	Bank of China
Nordea	China Merchant Bank
Deutsche Bank	China Construction Bank
BNP Paribas	Bank of Communications
Airplus	China Menshing Banking Corp.

PBS Dankort	Fujian Industrial Bank
Royal Bank of Scotland	Citic Industrial Bank
Credit Mutuel	Guandong Development Bank
Carta Si	Shanghai Pudong Development Bank
SEB Euroline	Shenzhen Development Bank
Rabobank	Hua Xia Bank
	China Everbright Bank