

GLOBALCOLLECT 360° PAYMENT DIAGNOSTIC*

There are significant opportunities for merchants to realise efficiencies within payment acceptance and/or to increase revenues related to payments. As an international consultancy specialised in payments, Edgar, Dunn & Company (EDC) can help identify, prioritize and implement these efficiencies and revenue opportunities.

In partnership with

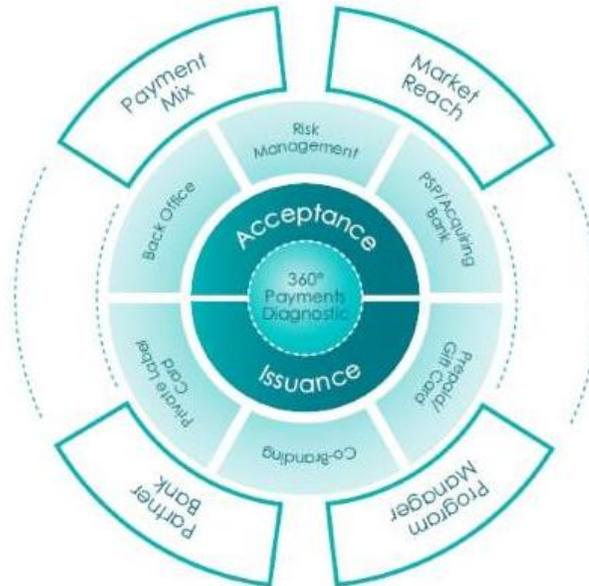


Key Benefits

- Our deep expertise in payments since 1978 ensures that we identify all potential efficiencies and revenue opportunities.
- Our geographical expertise in payments includes North America, major Latin America countries, most European countries, Middle East countries and major Asia-Pacific countries.
- Our experience of conducting similar diagnostic engagements for merchants enables us to have access to insightful benchmarking data.
- Our independence is ensured as we are business consultants with no vested interest in selling any technological or processing services.
- Our advice is focused on identifying "quick wins" (changes that can be implemented within 2-3 months) as well as more long-term strategic initiatives.
- Our collaborative approach ensures that potential opportunities are quantified for your specific business and that prioritisation takes into account your specific setup and constraints.

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A 360° Payment Diagnostic adopts a holistic approach to payments in a multichannel environment



Acceptance-side opportunities

Efficiency opportunities can include acceptance of alternative payment methods; improvements in fraud prevention policies and processes; improvements in back-office activities such as chargeback processing, and rationalization of the contractual relationships with local and global banks and other payment providers.

Project approach

A 360° Payment Diagnostic typically involves an elapsed time of 5-6 weeks with on-site interviews, reviews of relevant documentation and a quantitative data request. In order to limit the workload for the merchant, EDC can obtain some of the relevant data directly from GlobalCollect (following the merchant's approval).

Issuing-side opportunities

Large multichannel retailers have customer bases and brands that could be leveraged via issuing-side opportunities. For instance, this might include gift card or co-branded credit card programs to build brand loyalty and can generate hundred of millions of dollars through appropriate customer service and customer portfolio management, and with innovation, such as an e-wallet.

Deliverables

The diagnostic results not only in a report highlighting key gaps and cost reduction / revenue opportunities, but also in an interactive workshop to ensure knowledge transfer and a relevant prioritization of potential opportunities.

Contact your GlobalCollect Account Manager now to discuss opportunities for your business

www.globalcollect.com/services/payment-knowledge/