

Leveraging Technology

- What does the customer want?
- How do we integrate?
- How do I create more time for customer service staff?
- How do I reduce finance time spent on payment reconciliation?
- How do I reduce time spent on PCI compliance?
- How can I reduce foot traffic?
- How does it work?

A Single, *Unified* Electronic Billing, Payment and Communication Platform



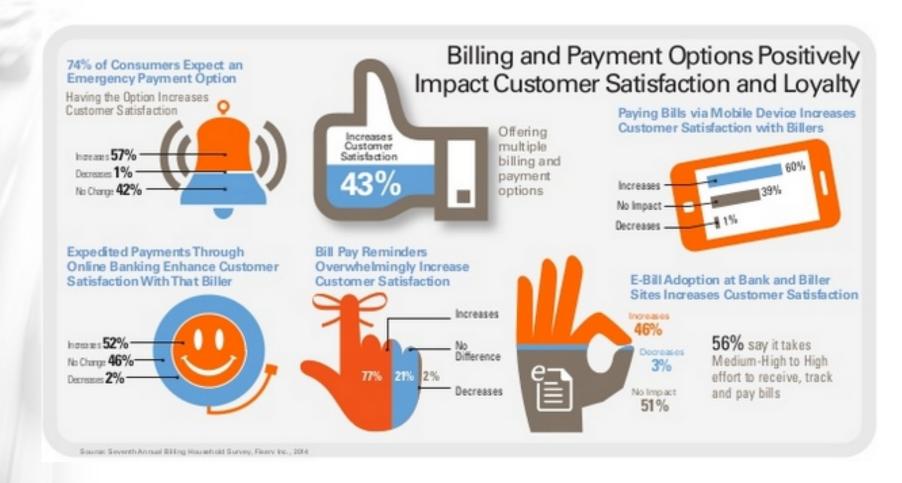
Customer Engagement





Benefits for your customers, staff, and business.

What do the customers want?





1/3 of Customers are now "mobile only".

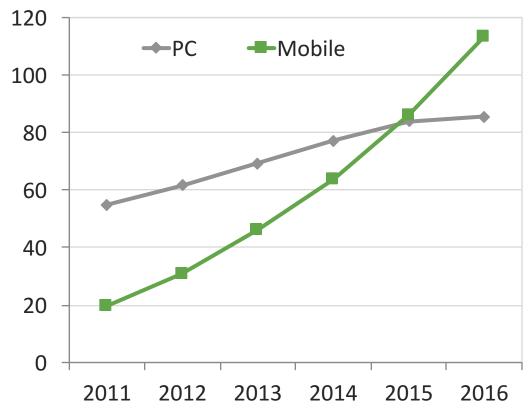
They're on the go. Are you?

With Paymentus, your customers will have an identical payment experience on whatever device they prefer.

Mobile Tipping Point

In May, Google announced that U.S. search volumes for mobile surpassed PC search volumes for the first time.

Internet Search Volumes (in billions)



from Paymentus

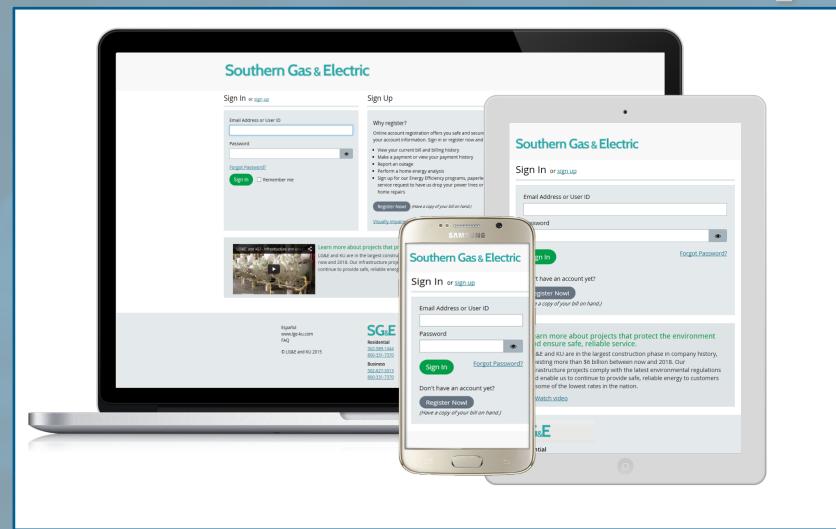
- Pay-by-Text
- Pay-by-Email
- mobileWEB
- mobileAPP

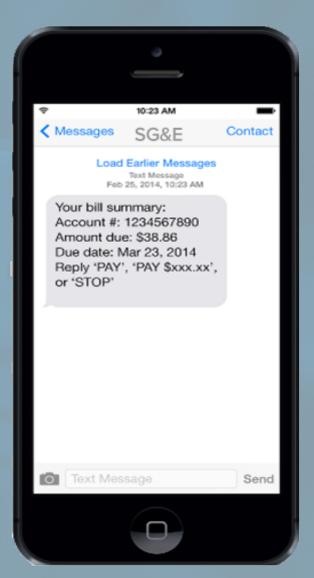
- ✓ Convenient downloadable bill-pay app
- ✓ Available on iOS and Android platforms





✓ Level 1 PCI Certified





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from Paymentus

- ✓ Our fastest way to go paperless
- ✓ Review balances and pay w/o ever opening an envelope or going online
- ✓ Level 1 PCI Certified

4 out of 5 adults use text messaging!

Paymentus

from Paymentus

ABC UTILITY

SECURE E-BILL PAYMENT





A Your Bill Summary

Account Number	Service Address	Prev. Balance	Amount Due	Due Date	Payment Amount
6759370	123 Bach Mozart Symphony Rd	\$ 9,685.65	\$ 9,685.65	12/16/2013	\$ 9,685.65

⊞ Your Payment Details

This bill will be paid with the below information:

Johann Bach

VISA ********4448

Expiry 06/15

Complete My Payment

Total Amount Charged:

\$ 108.65

Payment Date:

Pay Now ● Pay Later ○

Mar - 0

04 -

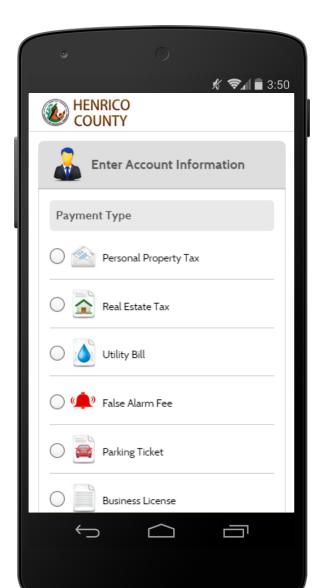
2013

Please click here if you wish to use a different payment method.

By clicking the Pay Now buton, you agree to our Terms & Conditions.

Pay Now

Adoption and Promotion



Henrico County Utility Bill Payments. EASIER THAN EVER!

Did You Know?

Henrico County utility bills for water, sewer, and solid waste can be paid online or by phone.

Pay Online

Pay-by-Phone







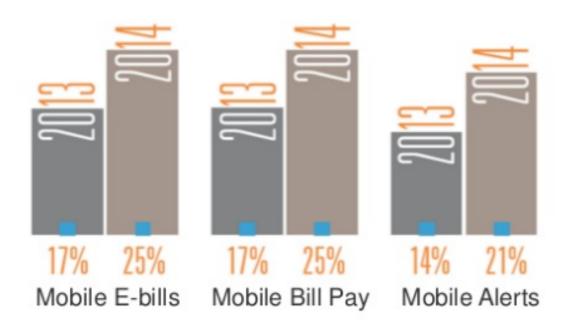
https://ipn.paymentus.com/cp/hnro

855.748.6015



Paymentus Charges a nominal fee for this service. Fee information can be found at: henrico.us/finance/payments/onlinepayments

Year over Year Adoption Rates of Billers Who Offer Mobile Functionality



Compare to average of 3% increase for Billers who do not offer MBPP Functionality

N= 40 Biller Paired year/year comparisons

Source: Third Annual Biller Mobile Bill Pay Benchmark Study, Blueflame Consulting for Fisery, Inc., 2014



Customer Engagement

A Consistent, user-friendly experience Across all channels



Online Quick Pay



Mobile



Pay-by-Text



iPad Kiosk



IVR



Self-Service Portal



AutoPay



Pay-by-Email

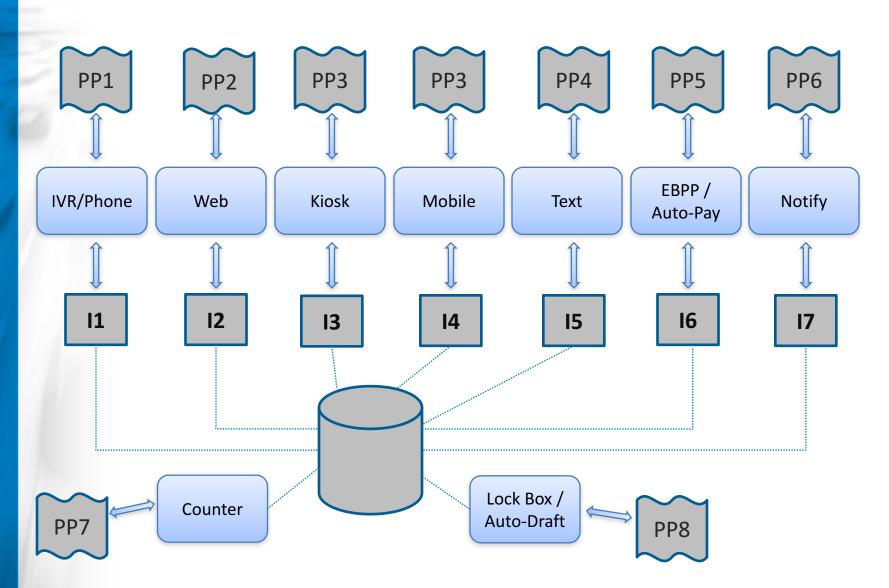


Paperless eBilling

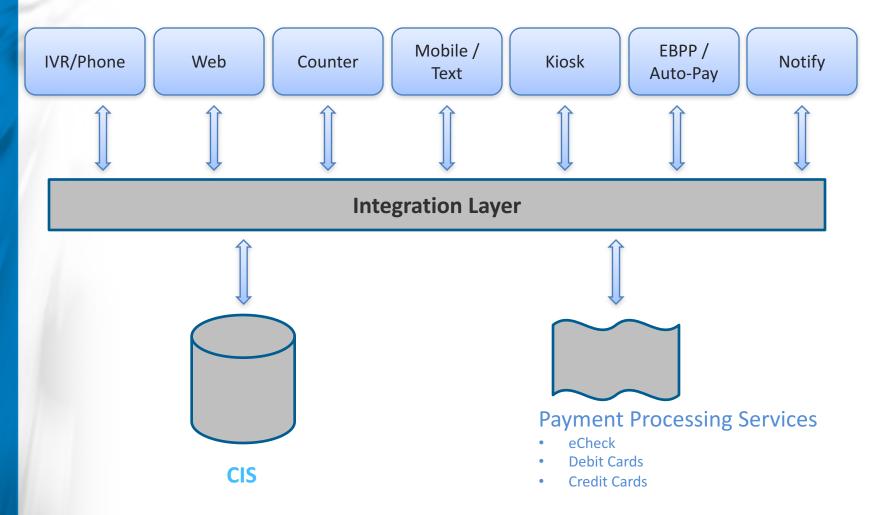


Customer Communication

Traditional Deployment of Automation

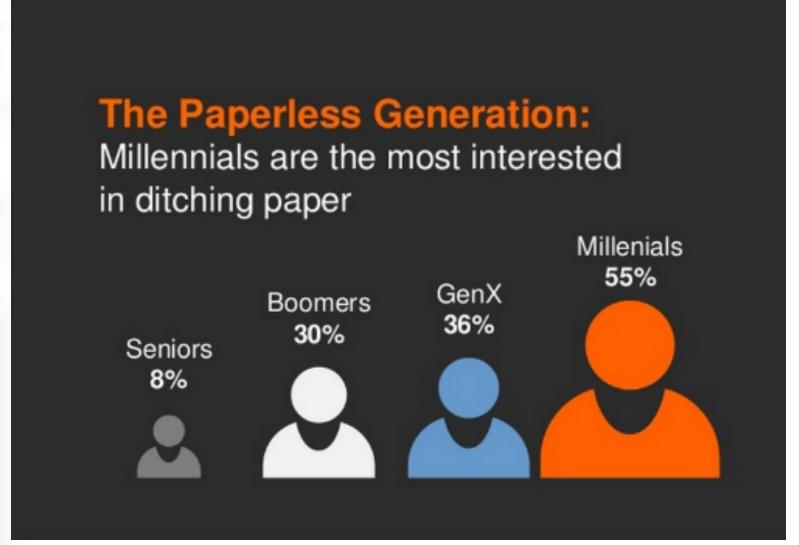


Expect More from your Payment Processor



Paymentus

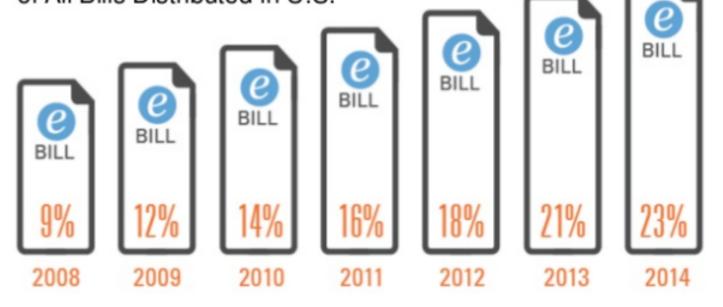
Electronic Billing: Time / \$ Saver?



How is e-billing changing?

The State of E-bill Growth in 2015 is Slow but Steady

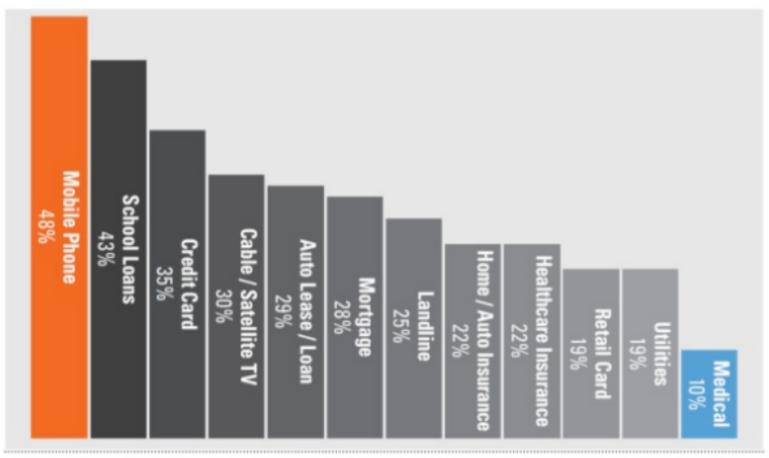
Paperless E-bills Sent as a Percent of All Bills Distributed in U.S.



Source: The State of E-bill, Fisery Inc., 2014



The State of E-bill in 2015 Varies by Industry Type

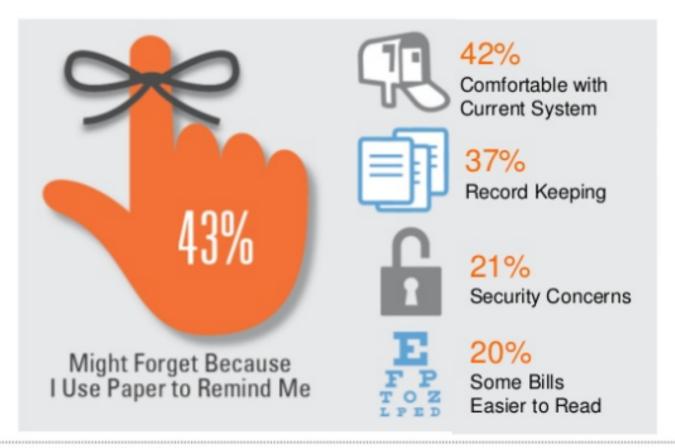


Source: The State of E-bill, Fisery Inc., 2014

fiserv.

Paymentus

Consumer Barriers to Adoption



Source: Seventh Annual Billing Household Survey, Fiserv Inc., 2014



E-bill is a Natural Triple Bottom Line Technology

Billers And Banks

Cost Savings
Customer Satisfaction
Digital Engagement
Efficiencies



Consumer

Less Clutter Convenience Fewer Late Payments Happier



Environment

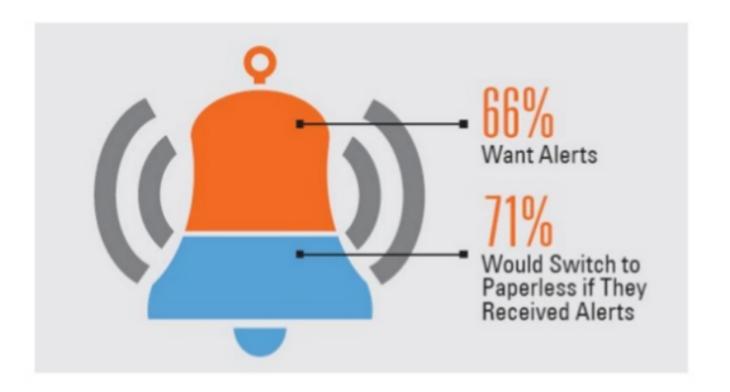
In 1 year the avg. e-bill household saves 6 pounds of paper & 23 pounds of wood



Sources: Seventh Annual Billing Household Survey, Fiserv Inc., 2014, PayitGreen.org, 2015



Bill Payment Due Alerts Increase Likelihood of Paperless Billing



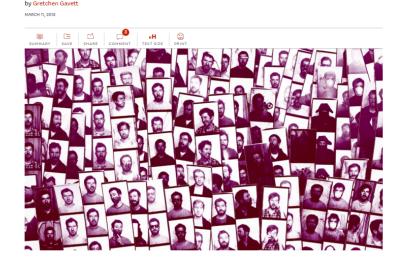


Why use kiosks?

- Efficiency at the Counter
- Improves Customer
 Service to those that want automation
- Reduce PCI Footprint
- Reduce EMV Costs
- Cross Market other services
- 24/7 in person access to information and payments
- FAST less than 60 seconds to complete a transaction

Harvard Business Review

> How Self-Service Kiosks Are Changing Customer Behavior



Types of Kiosks

- Indoor electronic payments and information only
- Indoor electronic payments and cash payments
- Outdoor weatherized electronic payments only
- Outdoor weatherized electronic payments and cash payments – give change
- Window and Drive thru Kiosks



iPad Kiosk



- Supports both "convenience fee" and "no convenience fee" models, allowing you to change "behavior" of your customers
- Uses the same 'Pay Now' screens from the web site (link) making it a great way to educate/promote web services to your customers

Sample Kiosks

Outdoor Free Standing



Thru-Wall ATM Style



Drive-Thru Model



Anatomy of a Kiosk

FULL SERVICE INDOOR KIOSK

CASH/CHECK/CREDIT; APPROX. 5.0' HEIGHT, 2.0' X 2.0' FOOTPRINT

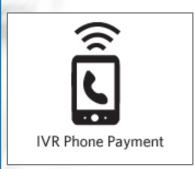
INDOOR KIOSKS MAY BE EQUIPPED TO MAKE CHANGE IF SUPPORTED BY WALK-IN CASH PAYMENT VOLUMES



ONLY REQUIREMENT



Resurgence of Inbound IVR / Phone Payment System



The IVR handles
40% of all call
traffic.

Standard Features

- Move Call Volume Free Customer Service Agents to Deal with Issues that only Customer Service Agents can handle
- ✓ 24/7 customer self-service access
- Hear account balances and payment history
- ✓ Pay bills by credit card or eCheck
- Saved Payment Data / ACH Confirmation Recording
- Update Customer Phone Numbers
- Get answers to common questions & FAQ's

Blog Post: What Goes Around Comes Around – IVR / Phone Payments Resurging

Call Samples (click to listen)

Main Menu

Account Balance and Payment

The Unified eBilling and Payment Platform from Paymentus







Benefits for your customers, staff, and business.

Business Productivity

Making it easier for your customers, shouldn't create more work for your team.

Staff Portal

Give your staff single sign-on access to manage the full customer experience and monitor payments in real-time

Analytics

 Tap into customer's preferences and identify trends with comprehensive usage analytics

Comprehensive Payment Processing

 All payment channels, all payments types, and flexible pricing models

Rapid Reconciliation

 A single view to all payments makes reconciliation the easiest part of your day

Adoption and Promotion Services

 We provide promotion and marketing services that help grow eBill/ePay adoption

Staff Management Console

Agent Dashboard

User ID:

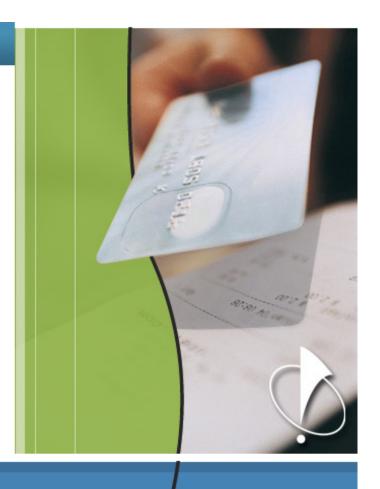
admin

Password:

Login



All users have their own ID and password. All work can be audited, for your own security.



© 2005 Paymentus Instant Payment Network. Transforming the Way BillPay Works

Agent Dashboard – Real Time Reports

Agent Dashboard

Payments

Scheduled Payments 1 4 1

Accounts

Reports

User Management

Campaign Management Support Center

Broadcast Messaging

List Reports

Report Totals | Deposits and Returns

Bill LifeCycle Reports | ECM Reports | ECM Call Records

Charts Notifications File Reports

Please click on the report you would like to create.

Posting File (Payments: 10, Total Invoiced Amount: \$815.61)

Posting File (Payments received within 24 hours immediately before last cut-off time)

Payments Made Today (Payments: 3, Total Invoiced Amount: \$23.48)

Payments Today (Payments received since last cut-off time)

Payments Last 7 days (Payments: 40, Total Invoiced Amount: \$2,504.36)

Payments Last Week (Payments received for last 7 days including today)

Payments Last 30 days (Payments: 181, Total Invoiced Amount: \$6,046.20)

Payments Last Month (Payments received for the past 30 days including today)

Customized Payments

Payments between any 2 cutoff dates

Failed Scheduled Payments Today

Scheduled payments that have failed since last cut-off time

Customized Failed Scheduled Payments

Failed Scheduled Payments within the date range you specify

Paper Suppression Report

Paper billing suppression report for the date range you specify

Future Payments Report

Detailed, REAL TIME reports for all payments made using the Paymentus platform. Includes Future Payment Reports, Deposits & Returns, etc.

Transactions Dashboard

ist Reports	Report Total	ls Dep	Paymer osits and R		Payments ECM Repor				fanagement Co ile Reports	enter Messaging				
						15 to Oct 22, 2015)	1 2020							
1-25 of 75 Ite	ems													Download First 2
Confirmatio Number	Related Payment	Amount	Payment Type	Accoun Number		Payment Date/Time	Payment Method	Origin	Channel	Originator	Status	Status Description	Email Status	Actio
28962587	28958955	\$-211.09	Utility Bill	6759370	Peter McCurley	Oct 20, 2015 3:57:23 Pt	Visa188	Agent Dashboard	Agent Dashboard	admin	Accepted	Approved	Sent	<u>View</u>
28962583		\$148.86	License Payment	6759376		Oct 20, 2015 3:53:55 Pf	MasterCard 5454	IVR Interface	IVR Channel	CONSUMER	Accepted	Approved	N/A	View I C
*28958955		\$211.09	Utility Bill	6759370	Peter McCurley	Oct 20, 2015 3:29:17 P1	Visa188	Responsive OTP	Web Channel	CONSUMER	Canceled	Payment canceled	Sent	<u>View</u>
29018566		\$38.67	License Payment	6684196	John Doe	Oct 20, 2015 5:24:36 AM	MasterCard (Debit)	Customer One Time Payments	Web Channel	payment-creator	Accepted	Approved	Queued	<u>View C</u>
29019539		\$74.85	Utility Bill	6759373		Oct 19, 2015 2:51:25 Pf	MasterCard 5454	IVR Interface	IVR Channel	CONSUMER	Accepted	Approved	N/A	<u>View</u> C
29019500		\$50.25	License Payment	100856	Stan Herschorn	Oct 19, 2015 2:42:06 Pf	Vice	Customer	Web Channel	sherschom@paymentus.com	Accepted	Approved	Sent	View C
29019499			Utility Bill	6759371	Stan Jones	Oct 19, 2015 2:40:32 Pf	Checking Account 1221	Responsive OTP	Web Channel	CONSUMER	Accepted	Approved	Sent	<u>View</u> ∣ <u>C</u>
29018292		\$36.45	License Payment	1689980	John Doe	Oct 19, 2015 9:03:36 Al	Visa (Debit)	Customer One Time Payments	Web Channel	payment-creator	Accepted	Approved	Queued	<u>View</u> ∣ <u>C</u>
29022158		\$20.35	License Payment	3095026	John Doe	Oct 19, 2015 8:39:00 At	MasterCard 4448	Customer One Time Payments	Web Channel	payment-creator	Accepted	Approved	Queued	<u>View</u> ∣ <u>C</u>
29021895		\$39.06	License Payment	2201309	John Doe	Oct 19, 2015 8:24:36 All	Savings Account 4448	One Time Payments	Agent Dashboard	payment-creator	Accepted	Approved	Queued	<u>View C</u>
29021790		\$35.98	Utility Bill	2716829	John Doe	Oct 19, 2015 6:46:48 AM	Discover	Customer	Scheduled Payment Channel	payment-creator	Accepted	Approved	Queued	<u>View</u> C

Transaction Dashboard. Click on View for specific information about a particular transaction. Reports can be exported to Excel for further analysis of the data.



Deposits & Returns

Agent Dashboard

Payments

Scheduled **Payments**

Accounts

Reports

User Management

Campaign **Management** Support Center

Broadcast Messaging

List Reports

Report Totals

Deposits and Returns | Bill LifeCycle Reports | ECM Reports | ECM Call Records

Charts | Notifications

Please click on the report you would like to create.

Deposits and Returns

Net Deposit Summary - Mar 11, 2014

Deposit transfer summary details (Deposits transfer summary records within the last 24 hours)

Deposits - Mar 11, 2014 (Deposits: 4, Deposit Amount: \$99.10, Returne: 0, Returned Amount: \$0.00, Net Deposit: \$99.10) Deposit details (Deposits scheduled within 24 hours immediately before last cut-off time)

Returns - Mar 11, 2014 (Returns: 0, Returned Amount: \$0.00, Deposits: 4, Deposit Amount: \$99.10, Net Deposit: \$99.10) Returns details (Returns posted within 24 hours immediately before last cut-off time)

Financial Report - Mar 11, 2014

Financial Summary Report from Paymentech for the last 24 hours

Deposit Transfer Summary Customized

Deposit Transfer Summaries for effective date range you specify

Customized Deposits

Deposits received within the date range you specify

Detailed, daily reports on all funds deposited into your bank account from the previous business day. Makes reconciliations so much easier!



Funds Deposit Report – Account Level View Easy Reconciliations

Agent Dashboard Scheduled Campaign Support Broadcast User **Payments** Reports Accounts **Payments** Management Management Center Messaging ist Reports | Report Totals | Deposits and Returns | Bill LifeCycle Reports | ECM Reports | ECM Call Records | Charts | Notifications File Reports

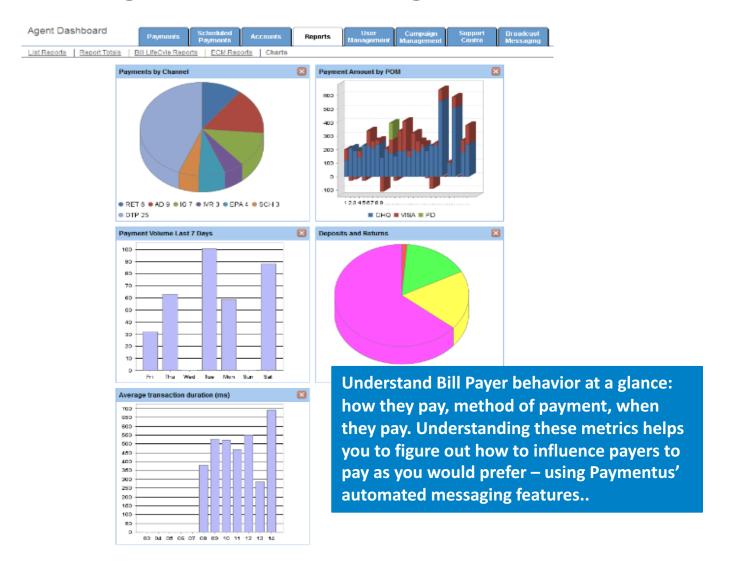
Deposits - Mar 5, 2014

Download CSV Billing System File

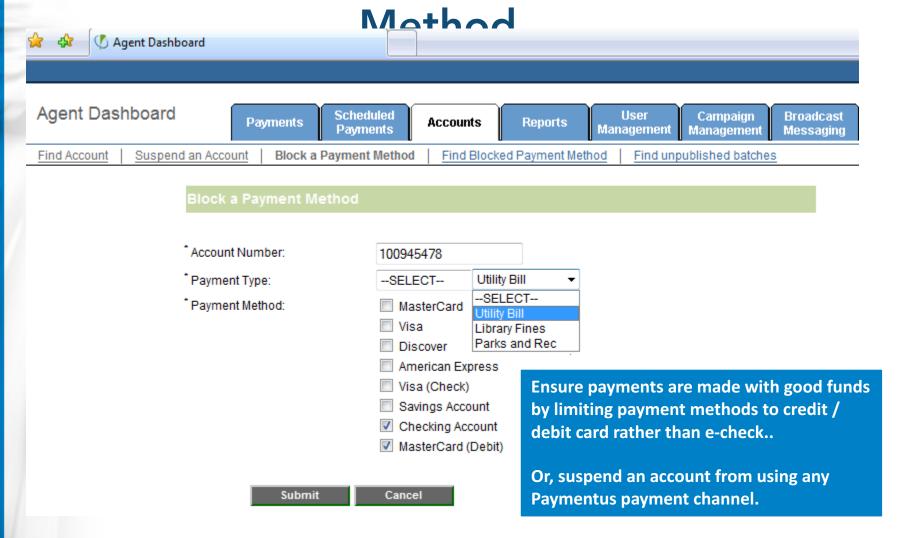
1-5 of 5 Items													
Confirmation Number	Related Payment	Amount	Payment Type	Account Number	Customer	Payment Date/Time	Deposit Date	Payment Method	Origin	Channel	Originator	Email Status	Action
<u>26979997</u>		\$45.99	Utility Bill	8995058	John Doe	Mar 5, 2014 6:36:36 AM	Mar 5, 2014	Visa *****4448	Customer One Time Payments	Web Channel	payment- creator	Queued	View Cancel
<u>26979288</u>		\$45.16	Court Fines/Fees	5551552	John Doe	Mar 5, 2014 5:23:24 AM	Mar 5, 2014	Visa (Check) ******4448	Customer One Time Payments	Web Channel	payment- creator	Queued	View Cancel
<u>26979957</u>		\$40.33	Court Fines/Fees	2811460	John Doe	Mar 5, 2014 2:40:48 AM	Mar 5, 2014	American Express ******4448	One Time		payment- creator	Queued	View Cancel
<u>26980234</u>		\$40.62	Court Fines/Fees	6824101	John Doe	Mar 5, 2014 1:54:00 AM	Mar 5, 2014	Discover ******4448	Customer One Time Payments	Web Channel	payment- creator	Queued	View Cancel
<u>26980198</u>		\$41.55	Permit	1476052	John Doe	Mar 5, 2014 1:19:12 AM	Mar 5, 2014	Discover *******4448	Customer One Time Payments	Web Channel	payment- creator	Queued	View Cancel



Paymentus Analytics

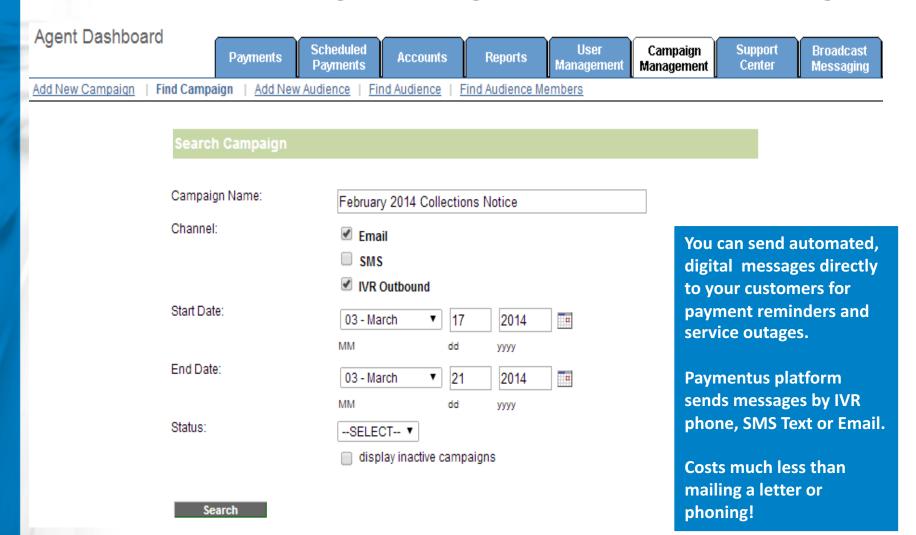


Suspend Account / Block Payment





Enterprise Campaign Manager - Outbound Messages





ECM – Campaign Reports

Agent Dashboard

Payments

Scheduled Payments

Accounts

Reports

User <u>Ma</u>nagement Campaign Management Broadcast Messaging

st Reports | Report Totals | Deposits and Returns | ECM Reports | ECM Call Records

ECM Call Records Custom Date Range (Feb 01, 2011 to May 09, 2012)

Download CSV

1-25 of 40 Items Next>

Phone Number	Customer	Account Number	Campaign	Call time	Duration	Nr of tries	Status
(647) 290-4010	Bojan Siljanovski Paymentus	1316091208278	Campaign Sample	Sep 15, 2011 10:10 AM	12	3	Answered
(647) 406-0970	Perry Halls Pigmentus	1316113946414	UPC 2011 ECM PROMO	Sep 15, 2011 15:20 PM	12	1	Answered
(416) 827-8545	Stan Herschorn Figmentus	1315114265282	UPC 2011 ECM PROMO	Sep 15, 2011 15:51 PM	0	6	Dialed
(647) 290-4010	Bojan Smith Digmentus	1316114492212	UPC 2011 ECM PROMO	Sep 15, 2011 15:30 PM	9	1	Answered
(416) 827-4575	Stan Herschern Paymentus	1316115060788	UPC 2011 ECM PROMO	Sep 15, 2011 15:40 PM	12	1	Answered
(647) 686-6626	Moana Araki Paymentus	1316115717002	UPC 2011 ECM PROMO	Sep 15, 2011 16:06 PM	12	4	Answered
(416) 827-4575	Stan Herschorn Paymentus	1316117984543	UPC 2011 ECM PROMO	Sep 15, 2011 16:30 PM	12	1	Answered
(647) 290-4010	John Doe Compan ABC	1316461885426	UPC 2011 ECM PROMO	Sep 19, 2011 16:00 PM	44	1	Answered
(803) 530-8733	Jonathan Evans SCANA	1316467202360	UPC 2011 ECM PROMO	Sep 19, 2011 20:26 PM	0	6	Dialed

View detailed reports about the status of all of your messaging campaigns and messages



Quickly Find Any Payment

Agent Dashboard	Payments	Scheduled Payments	Accounts	R	eports	User Management	Campaign Management	Broadcast Messaging
Make a Payment Find Paym	nent							
User Conf Acco Payn Payn Payn	irch Payments Id: irmation Number: unt Number: nent Type: nent amount range: nent Date Range Date:	Parks a From: \$ 04 - Ap	oril 🔻	o: \$ 5	0 2011 yyyy			
End	Date:	07 - Ju	•	01 dd	2011			
Payn Statu	nent Method: us:	Saving: SELE Master(Visa	CT	▼		to re	rch any field i etrieve live pa rmation over	ayment
	Search	Visa (C Savings Checkir	an Express				nth period	u 23



The Unified eBilling and Payment Platform from Paymentus







Benefits for your customers, staff, and business.

Secure Hosted Deployment

Deploy with confidence!

SAAS / Hosted Infrastructure

- Free your business from costly hardware & software implementations
- Let us handle PCI Compliance so you don't have to

Unmatched Stability

Industry leading up-time and performance

Bank-Level Security

- We are Level 1 PCI Compliant
- We are your Solution / We are not Your Enforcement

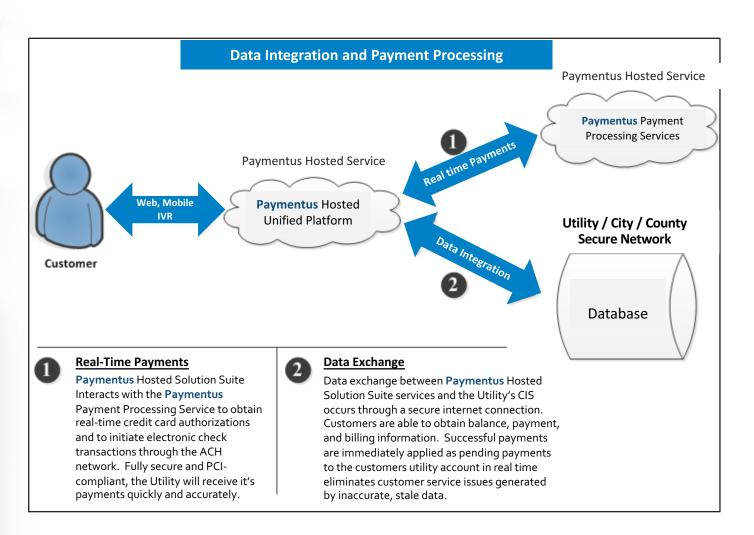
Rapid Implementation

 Deep CIS Experience and Configurable Product Suite ensures the fastest "go lives" in the industry

Steadfast Commitment

 Our Continuous Product Improvement Program with Account Management -- makes certain your organization is ready for "What's Next"

Data Integration



The Paymentus Solution

The first fully unified payment 2.0 platform.

Presentment



Payment Types



Payment Channels



Access



Communication





E-bill via all channels

Customer Portal

· One-time payment

Mobile App

Secure email PDF

· Text to Pay

Credit

Debit

Check

E-Check

Cash

IVR

SMS

Web

Kiosk

Mobile

In-person

Agent-assisted

Customers are able to:

 View account usage information

View bill history

 Make a one-time payment

 Schedule recurring payments

 Receive important notices Efficiently notify customers of service and critical business updates via:

SMS text

IVR

Email

Real-time snapshot of revenue received by channel, payment method, day/time, that demonstrate demographic trends to support your management initiatives

Paymentus

Billing and Payment Blog

Helping billers shape customer experiences now and tomorrow.

Oct 6, 2015

Part II: The Rising Cost of PCI Compliance...The Risk and Burden are on You

Payment security a burgeoning problem. With it comes a host of issues and tighter, more complex and costly Payment Card Industry (PCI) regulations. It's a necessary evil that every business – large or small – needs to implement. In this second blog of our three-part series, find out more about the true costs of PCI Compliance and which PCI 3.0 security standards are proving to be the most challenging to implement.

PCI, Privacy, Security Payment Processing

Sep 29, 2015

Would You Like Paper or Mobile?

One-third of millenials don't review their bills before paying them. Make sure your billing and payment systems are reaching these customers.



Sep 21, 2015

Part I: Are You PCI-Compliant? Why your Business shouldn't be Compliance

More Resources

- Article: E-Payers are on the Go: Do You Offer a Mobile Payments Solution to Keep Up with Them?
- Article: Electronic Payment Security
- White Paper: 12 Essentials for Successful Utility e-Billing & e-Payment Programs

Browse Topics

▶ All Topics

Adoption/Promotion

Business Intelligence/Analytics

Customer Communications

Emerging Trends

Payment Processing

PCI, Privacy, Security

Productivity

Paperless/eBilling

Relationship Management

http://paymentus.com/blog/

Paymentus

Thank you.

Chris Wease Regional Sales Executive 704.695.2686

cwease@paymentus.com