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# Turn-Key Cash Management Platforms

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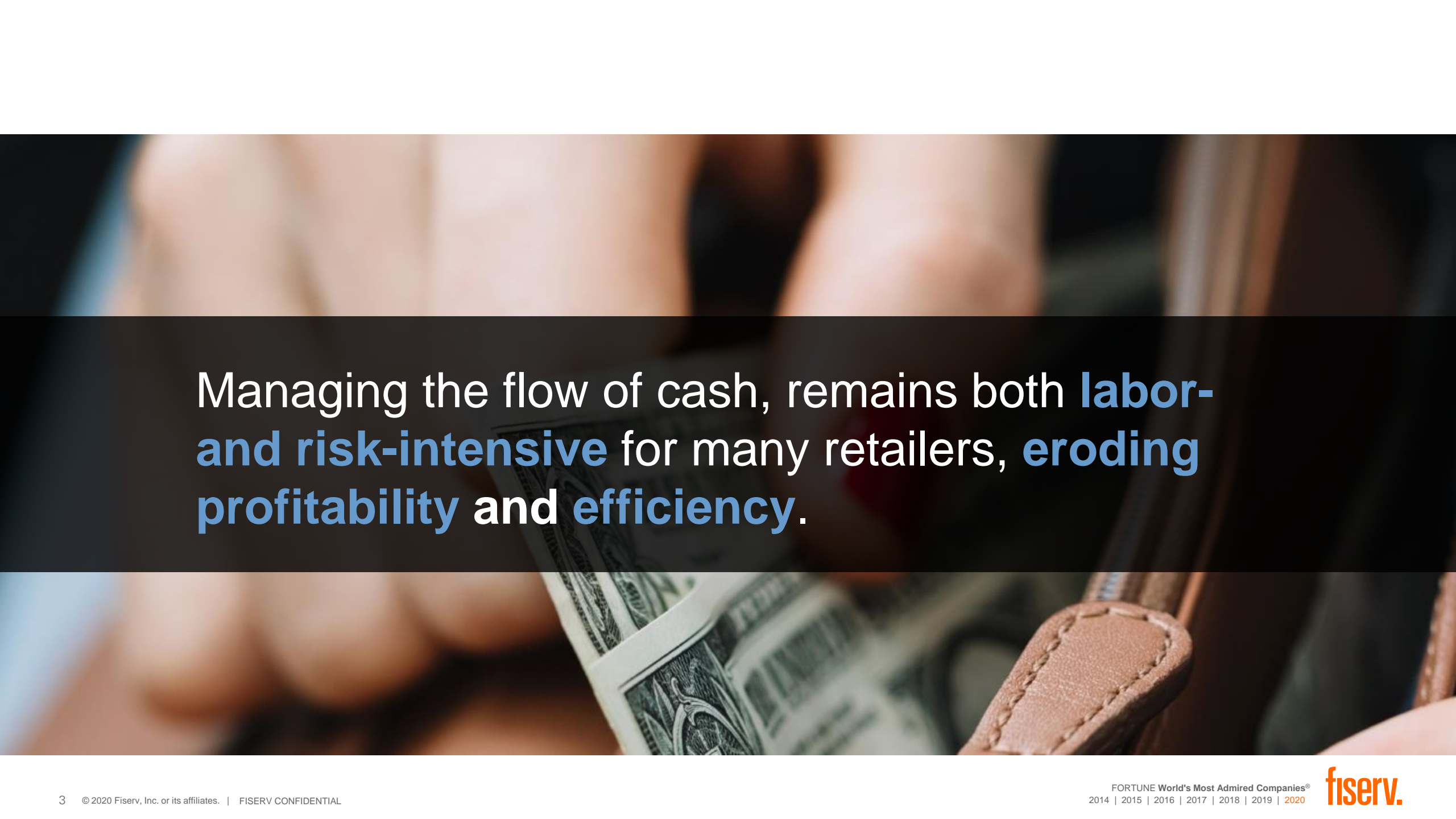
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## In This Session

The smart safe and cash recycling market is expected to double in the next 5 years. If you're not helping your retail customers automate cash with smart safes, your competitors will.

### **We will discuss:**

- Why cash remains relevant and a problem worth solving
- Where traditional smart safe programs are falling short
- Which innovations are driving growth in the smart safe market
- We have a quick video to share about Cash Recycling
- What are the opportunities for banks



Managing the flow of cash, remains both **labor- and risk-intensive** for many retailers, **eroding profitability and efficiency.**

on average

27



Hours







per week are spent counting,  
verifying, reconciling, and  
**preparing cash deposits**  
by store employees

# Retailers Are Under Pressure


- Facing reduced traffic and digital competition
- Price transparency has encouraged discounting and eroded margins
- Minimum wage is rising
- Desperate to free up labor and reduce costs





# Cash Is an Ongoing Pain Point for Retailers


Pain Points		Benefits	
Manual process and labor intensive		Reduced labor burden	✓✓✓
High transport and bank adjustment fees		Lower CIT and bank fees	✓✓✓
Missing deposits and delays		Access to same-day credit	✓✓
Internal theft and shrinkage		Eliminate errors and reduce shrinkage	✓✓
High risk to employees and customers		Sales uplift and focus on serving customers	✓
No visibility, control or reporting		Easy reconciliation and reporting	✓

# The Market Found a Solution

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1 Secure, in-store smart safe accepts, validates and counts currency
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2 Electronic transmission of detailed cash deposit information from smart safe is available remotely
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3 Provisional credit is provided for validated cash deposits
- 

4 Armored car collects cash deposits from smart safe and closes the cash supply chain

# Recent Innovations Accelerating Smart Safe Growth

## 1. Open systems environment

- Once closed-loop, solutions now invite banks to challenge armored car dominance with hardware- and armored car-agnostic approaches

## 3. Software

- Armored car- and hardware-agnostic platforms become a reality
- Banks can offer cash and remote device management, reporting and alerts with comparative ease

## 5. Managed services options

- Banks can stand up a remote cash capture product quickly and on a budget



## 2. Hardware

- Small, low-cost validating safes emerge
- Improved recycler designs
- Remote monitoring and diagnostics improve reliability and reduce support costs
- Increasing competition

## 4. Business climate

- Retailers are looking for ways to reduce cost and improve the customer experience

Source: Celent, "Remote Cash Capture: 2017 Market Update," 2017



# Retailers See Banks as the Natural Provider

- Retailers want a flexible solution
- Banks have the ability to help shape the overall solution
- Banks can control the service experience more efficiently
- Banks are “sticky”
- Banks are best positioned to offer a fully integrated solution

## Banks provide ...

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100% coverage of addressable retailers











Financial solvency, trust and technological capability



Direct experience handling and managing cash

# Bank-Led Solution Approach




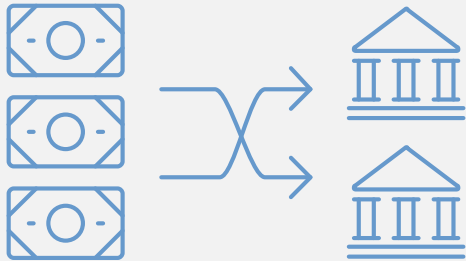
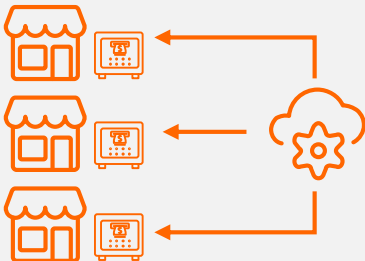
## Bank Revenue Elements

	Armored car-led	Bank-led
Credit fee		
Processing fee		
Change order fee		
HW / SW / MXS fee		

- Rather than being last to the party, banks lead the effort
- Banks now have a cost-effective path to market using white-labeled, cloud-based portals that integrate cash management, remote management, alerts and reporting
- Open systems coupled with business intelligence reporting will drive continued adoption

# CorPoint – Turnkey cash management platform

CorPoint is an advanced, integrated cash deposit solution that streamlines and automates deposit handling.

Deposit Manager	Hardware	Order Manager	CorLink®	Remote Manager
				
<b>Integrate to any smart safe to automate deposits</b>	<b>Lease or own</b>	<b>Cash order portal</b>	<b>Electronic provisional credit posting to bank</b>	<b>Remote device configuration and maintenance</b>

# CorPoint: Hardware

Fiserv is a reseller of the Tidel smart safe hardware solutions and a variety of recycling hardware manufacturers, encompassing various note and coin configurations for merchants of all sizes!



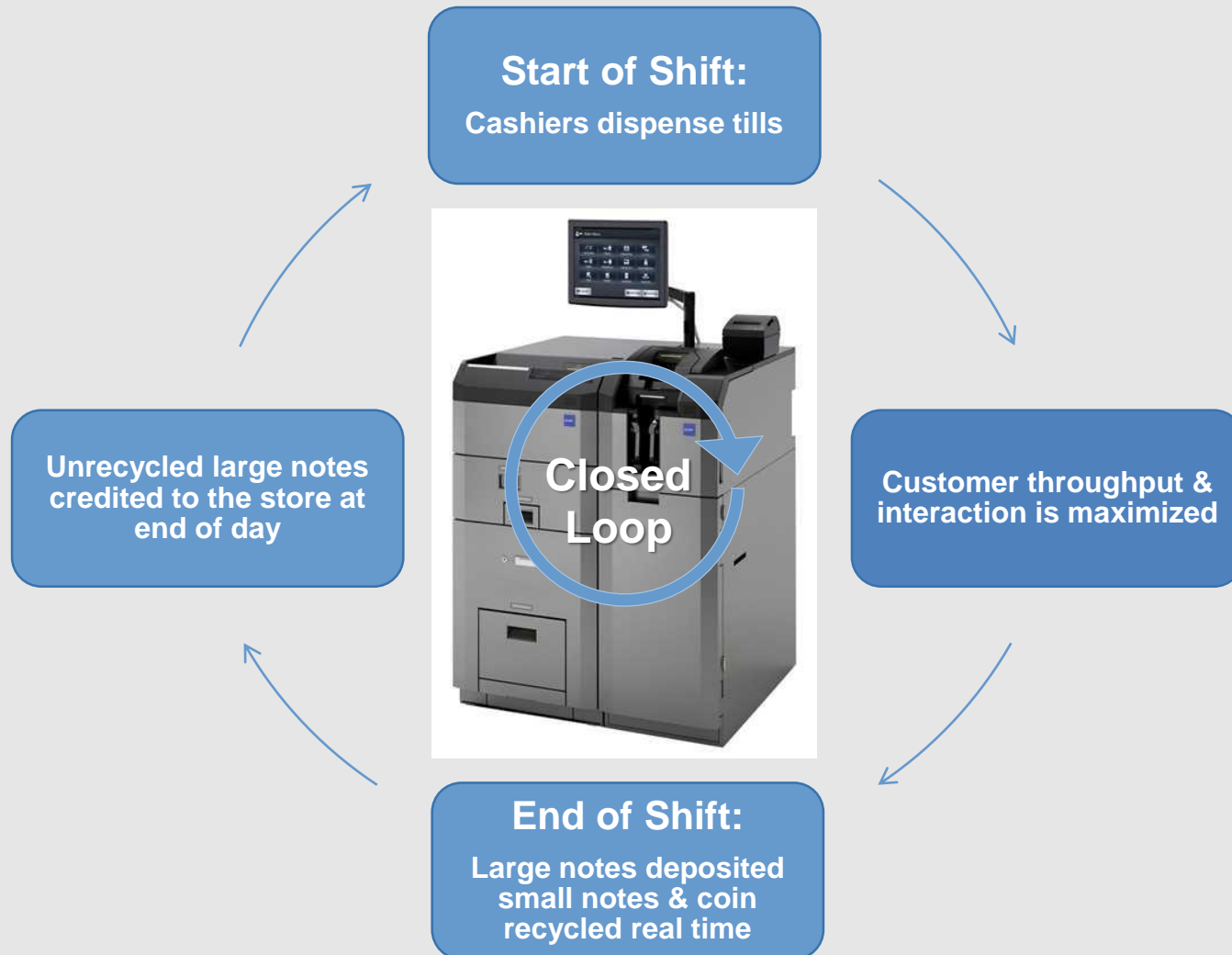
## Project Management Includes:

- Site Survey
- Installation
- Training
- Maintenance & Support
- Leasing
- Wireless
- Preferred Pricing

A Day in the Life <https://youtu.be/ygWo15vMB4w>



# Recyclers - Closed Loop Eliminate Counting



Cash Deposited into the Recycler Device will go to 1 of 2 possible places in the Device:

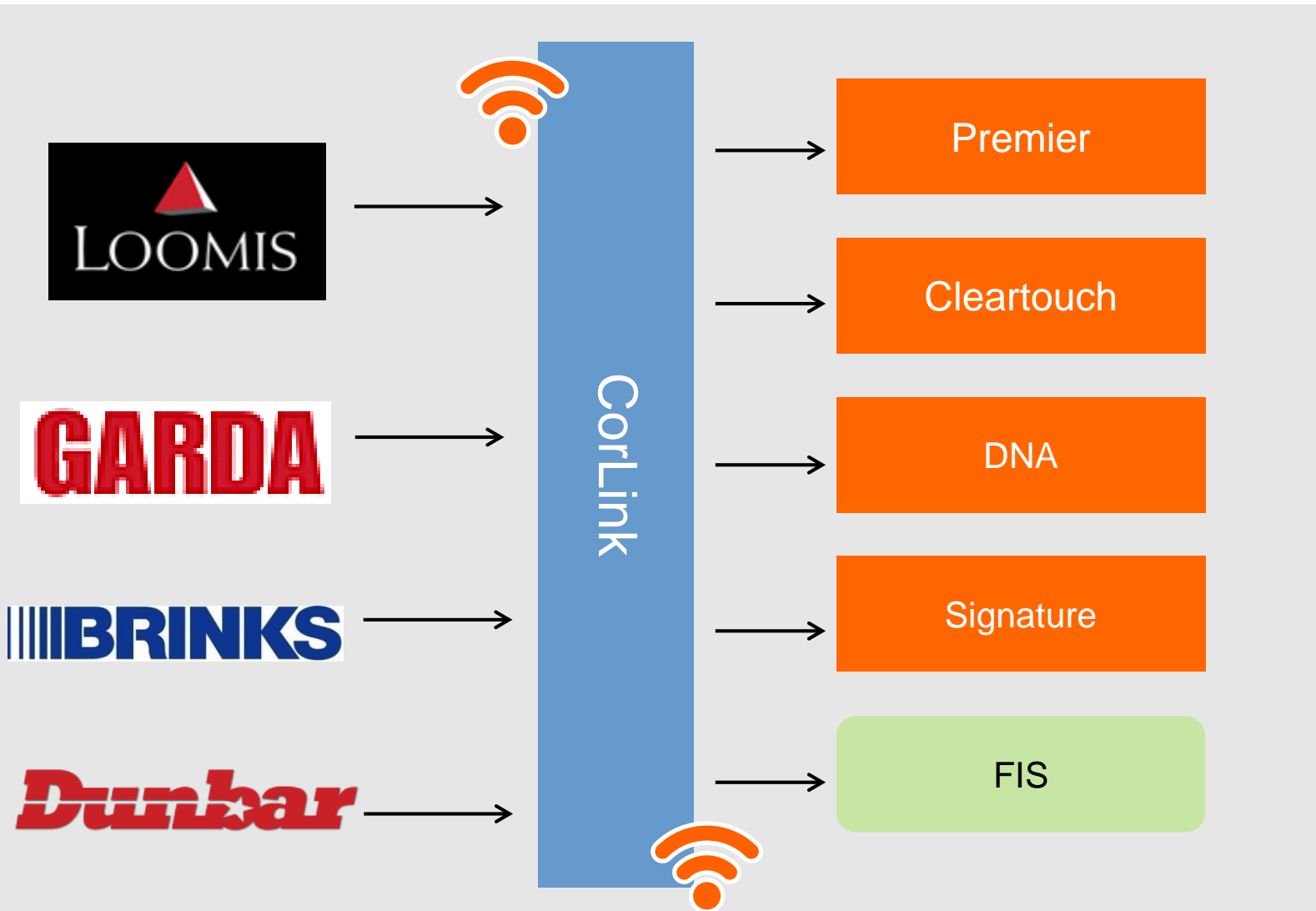
## 1. Recycler Cassettes

- Holds recyclable notes  
*i.e. \$1s, \$5s, \$10s, \$20s*

## 2. Deposit Cassette

- Holds unrecyclable notes  
*i.e. \$50s, and \$100s*

# CorLink: Gateway to Core Banking Platforms



## Benefits Include:

- **Data transfer** from common Armored Carrier safe programs
- **Low Support Costs** – Monthly tick charge per safe for data posting
- **Easy** implementation
- **CorPoint web portal** with competitor safe data
- **Secure Transmission**

# Simplify Your Clients Cash Operations

Contact Fiserv to help tailor a solution specifically to your client



Eliminate all cash counting

Reduce time to prepare funds



Reduce time and avoid discrepancies during end of day reconciliation



Real-time status and inventory



Cash-in/ Cash-out per cashier

Cash Tracking





# Thank You!