



worldpay
from FIS

MERCHANT SOLUTIONS FOR FINANCIAL INSTITUTIONS

Partnering to drive
revenue and deepen
customer relationships



PAYMENTS GREATNESS STARTS HERE

Now more than ever, business customers need payment solutions that can support them. This means you need a payments partner who can support you. One who speaks your language and truly understands both you and your customers' needs.

We are one of the world's leading merchant acquirers and payments processors for a reason. It isn't only for our no-nonsense approach and innovative solution portfolio tailored to meet everything payment for merchants. It's also because financial institutions (FIs) worldwide trust us to know their business.

Through our partner program, you can diversify your revenue streams and expand your merchant acquiring business with ease. You'll also be able to offer flexible payment solutions and benefit from access to our powerful sales, marketing, and operational support structure.

Your more profitable future starts here.

PARTNER STORY

The value of a trusted partnership

Byline Bank is a full-service commercial bank that wanted to serve its merchant customers better. It sought our help to build out its merchant services program.

The challenge

Rising eCommerce has meant Byline Bank customers' goods and services are being demanded further afield. That's why the bank fuses the local feel of a neighborhood branch with the offering of a national one. Having a trusted partner like us is key to the success of Byline Bank's merchant services program, connecting its customers with simplified payments, technology and easy-to-use tools that boost performance.

The solution

Our joint commitment to the partnership enables the success of Byline Bank's merchant services program. This is achieved through consistent collaboration between our Worldpay Partner Success Manager and the bank's internal team. The presence of Worldpay account executives in branches also helps us build rapport with bankers and to generate mutual trust that customers are being handled correctly.

The results

By leveraging our merchant services program, Byline Bank provides a natural extension of its banking relationships with any merchant customer. It offers a more convenient and efficient banking experience by centralizing customers' critical accounts and leaving them more time to dedicate to running their business.

142%
increase in new accounts
registered from the previous year

40%
increase in new accounts
annualized processing on last year

Referrals per branch up from
176 to 940
per year

WE KNOW HOW MONEY MOVES

Banking is in our DNA

Not only have we been building bank programs for 50 years – we were born a bank. We know the challenges first-hand, and we understand the importance of a capable and trusted payments partner.

Our dedicated team of FI specialists will act as a trusted extension of your team. Whatever challenges you face, we have the expertise you need to help you navigate changes and adapt to make the sharpest payment decisions for your situation.

Sharing best practice and turnkey tools, we can help you build a strong market presence, identify portfolio optimization opportunities and promote banker education. Created by people who know payments inside and out, our merchant sales strategies and marketing materials are geared toward advancing your conversations with business customers.

“
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”

Some of what we offer



Cross-sell opportunities and new business banking



Partner reporting analytics



Digital self-service onboarding



Solution portfolio optimization



Go-to-market strategies



Marketing resources and execution

WE'RE SUPPORTIVE BY DESIGN

You want the most innovative approaches and technologies

And you want to know that someone has your back if something goes wrong. It's why we offer comprehensive sales and technical support for our partners. We provide not just a single point of contact, but also a whole team.

Your customers are our customers, and because of that, we know how important their loyalty and satisfaction are to your bottom line. We can guide merchants through payment challenges with a 24/7 support service for small and medium-sized businesses (SMBs) and a dedicated account manager for mid-market and corporate businesses.



**Superior support for onboarding
and implementation**



Dedicated partner assist team



**24/7 US-based merchant assist
and technical support team**



WE'RE HERE FOR
TODAY AND FOR
TOMORROW

Good partnerships last

And a good partner is in it for the long haul. At Worldpay, we don't believe in a sign-and-walk-away mentality – we are committed to helping you on every step of your journey.

Changing network regulations, security threats and new technologies constantly complicate the payments landscape. Fair-weather partners aren't guaranteed to stay the course, but we've experienced and adapted to thousands of shifts and changes and are well-positioned to meet the challenges of the future.

With Worldpay as your partner, you can have confidence that your merchant acquiring capabilities will continue to scale and evolve now and in the future.

WE BELIEVE IN DOING IT RIGHT

You shouldn't have to worry about double-speak or double-dealing

Unfortunately, many merchant services providers aren't always telling the whole story. Hidden fees and complex contracts are omnipresent, causing strain to the merchant relationship (and your bottom line).

At Worldpay, we like to be straightforward. We make it easy for your customers to find a solution that fits their business needs, and our simplified pricing approaches are designed to help save them time, money and stress.



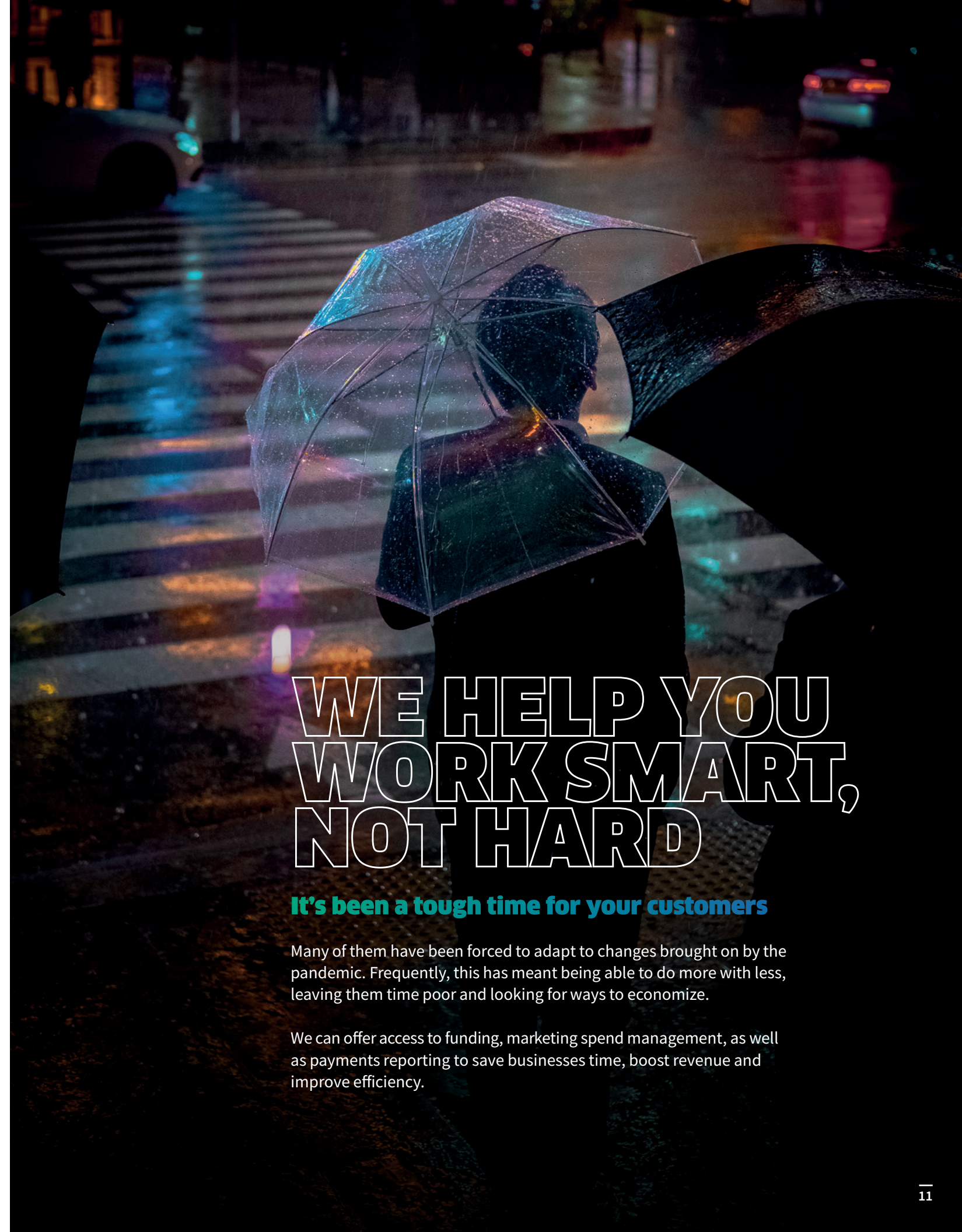


WE LEAD FROM THE FRONT

Merchant loyalty requires the latest advances

Nearly all businesses expect to adopt new or improved technologies in the next 12 months, so you always want to stay on top of the latest trends to boost merchant engagement and retention.

Our up-to-the-minute services offering means you can have confidence that the solutions you offer remain current and flexible for all merchant segments. We can support your customers to handle increasing online transactions, prevent fraud and adopt new ways to pay.



WE HELP YOU WORK SMART, NOT HARD

It's been a tough time for your customers

Many of them have been forced to adapt to changes brought on by the pandemic. Frequently, this has meant being able to do more with less, leaving them time poor and looking for ways to economize.

We can offer access to funding, marketing spend management, as well as payments reporting to save businesses time, boost revenue and improve efficiency.

OUR PARTNER PROGRAM

We understand your environment and the challenges your customers face. And we have the deep expertise, reliable support and simple solutions needed to reach payments greatness.

For more information about how a partnership with us can benefit you, or to start your journey, please contact a Worldpay Merchant Solutions for Financial Institutions representative.

**Ready to secure your
future greatness?**

Get started at fisglobal.com

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