

Bank products: tailor-made or off-the-shelf?

Serge Robyns

*Head of Pre-sales,
OpenWay*

Models

1. Exterior Colours & Wheels

2. Interior Colours & Seats

3. Individual Options

4. Tequipment Accessories

5. Summary



Send to Porsche Centre

718 Cayman



Total Recommended Retail Price*: £ 45,230.00



Price for equipment: £ 0.00

Exterior Colours & Wheels

Exterior Colour



Black



£ 0.00

Standard Colour



Metallic Colour



Special Colour



Wheels

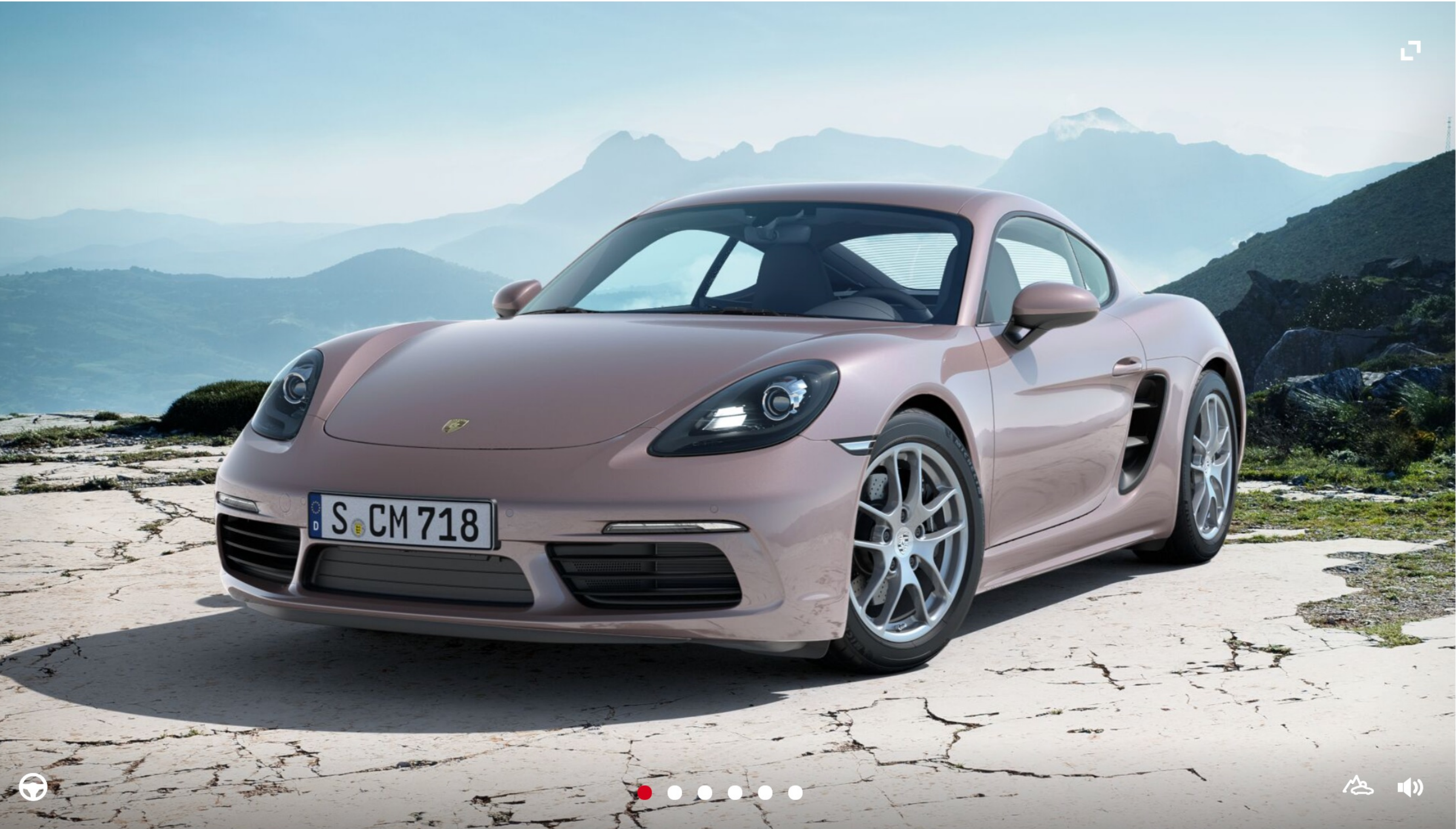


18-inch Cayman wheels



£ 0.00

718 Cayman

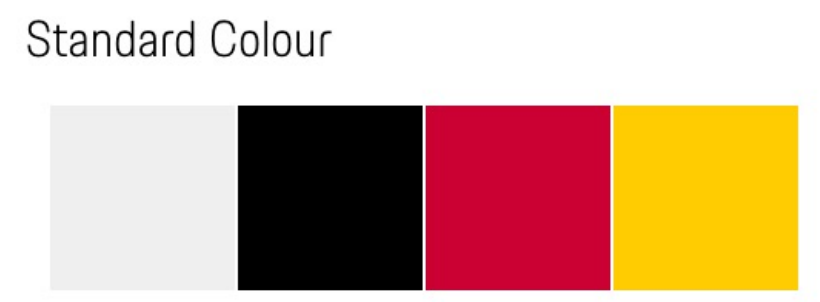


Total Recommended Retail Price*: £ 45,862.00
Price for equipment: £ 632.00

Exterior Colours & Wheels

Exterior Colour

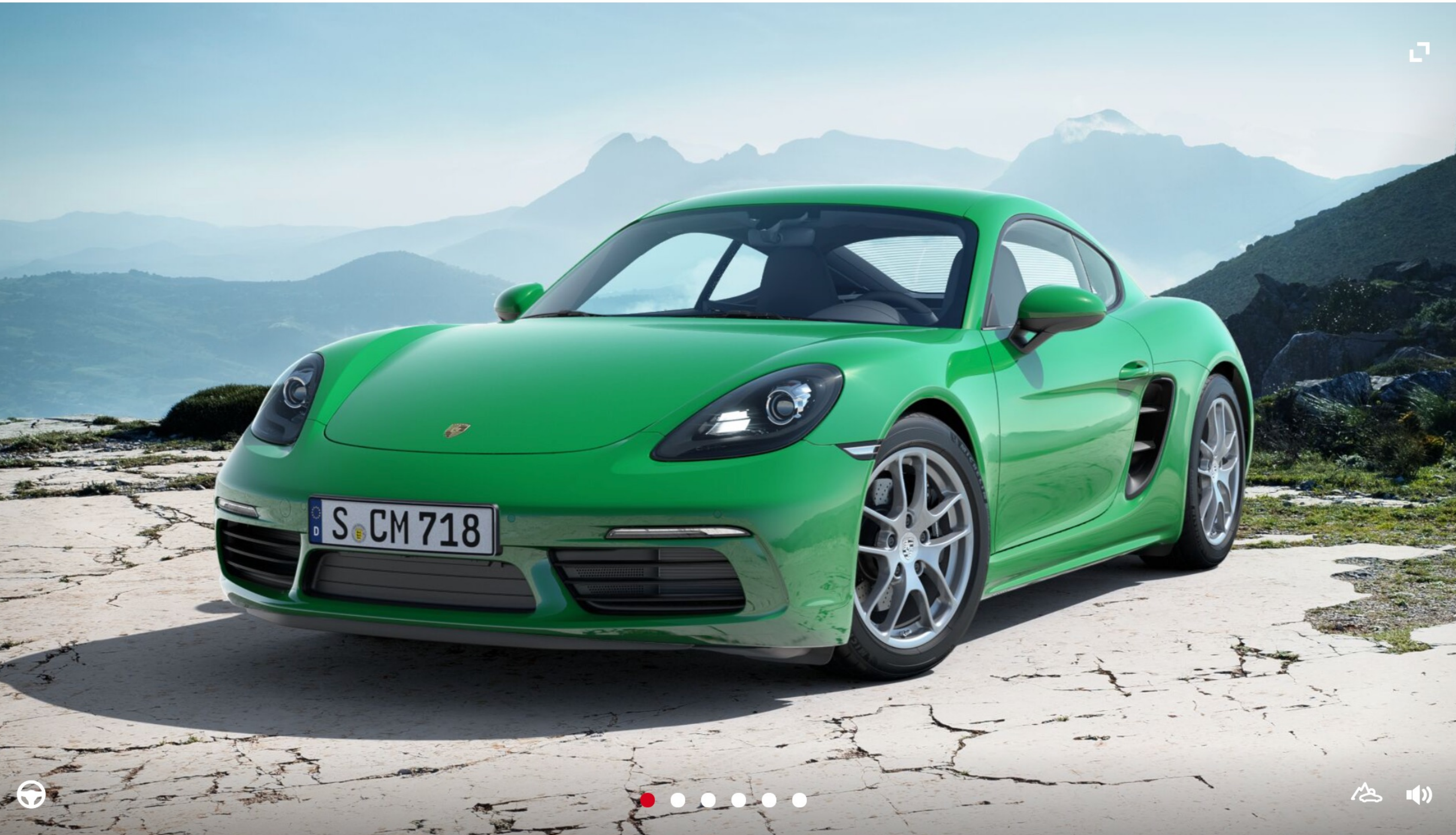
Frozen Berry Metallic £ 632.00



Wheels

18-inch Cayman wheels £ 0.00

718 Cayman



Total Recommended Retail Price*: £ 46,888.00



Price for equipment: £ 1,658.00

Exterior Colours & Wheels

Exterior Colour

Python Green



£ 1,658.00

Standard Colour



Metallic Colour



Special Colour



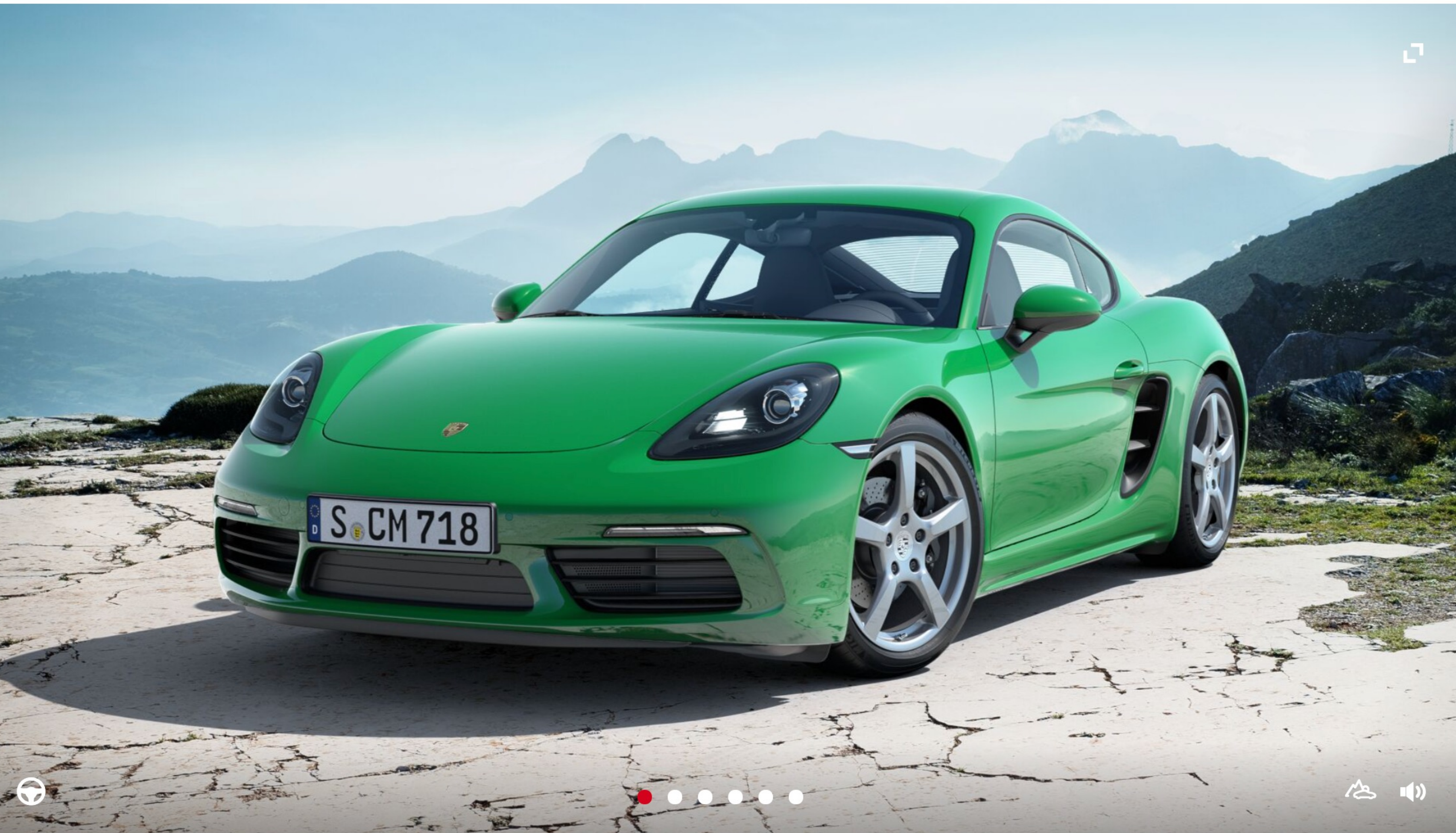
Wheels

18-inch Cayman wheels



£ 0.00

718 Cayman



Total Recommended Retail Price*: £ 47,949.00



Price for equipment: £ 2,719.00

Exterior Colours & Wheels

Exterior Colour

Python Green



£ 1,658.00

Standard Colour



Metallic Colour



Special Colour



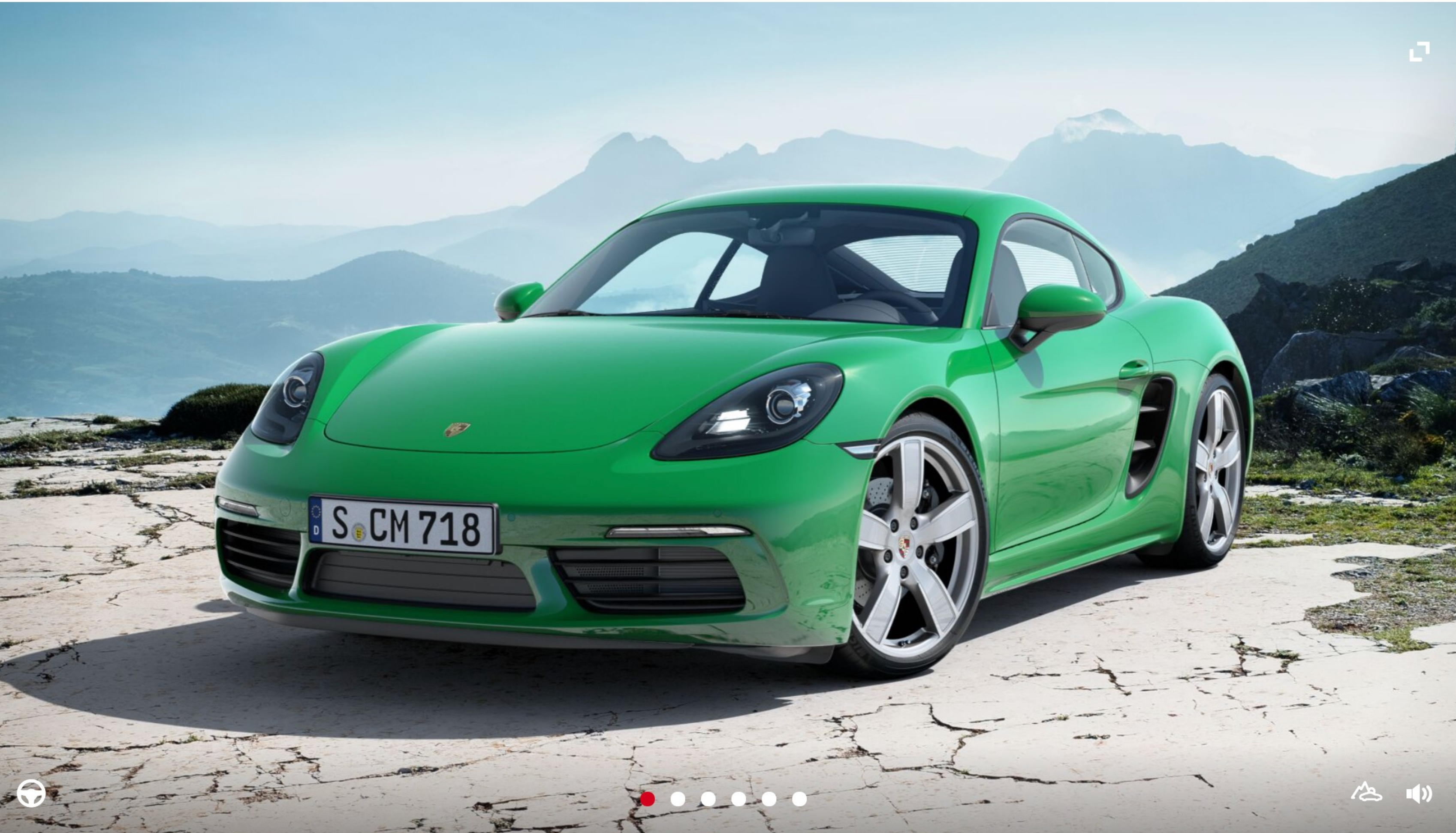
Wheels

19-inch Cayman S wheels



£ 1,061.00

718 Cayman



Total Recommended Retail Price*: £ 49,156.00



Price for equipment: £ 3,926.00

Exterior Colours & Wheels

Exterior Colour

Python Green



£ 1,658.00

Standard Colour



Metallic Colour



Special Colour



Wheels

20-inch Carrera Sport Wheels



£ 2,268.00

When?

- ✓ Way4 Start Products
- ✓ Faster time to market for new projects
- ✓ Rationalisation of existing deployments
 - ✓ Eat your own dog food

Why?



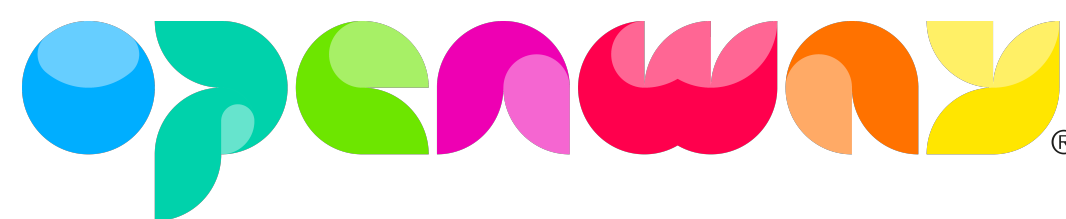
Simplification of operations
Reduction maintenance costs



Streamlining business processes
Tailoring and differentiation
Time to market : Onboarding
a new bank in a few weeks

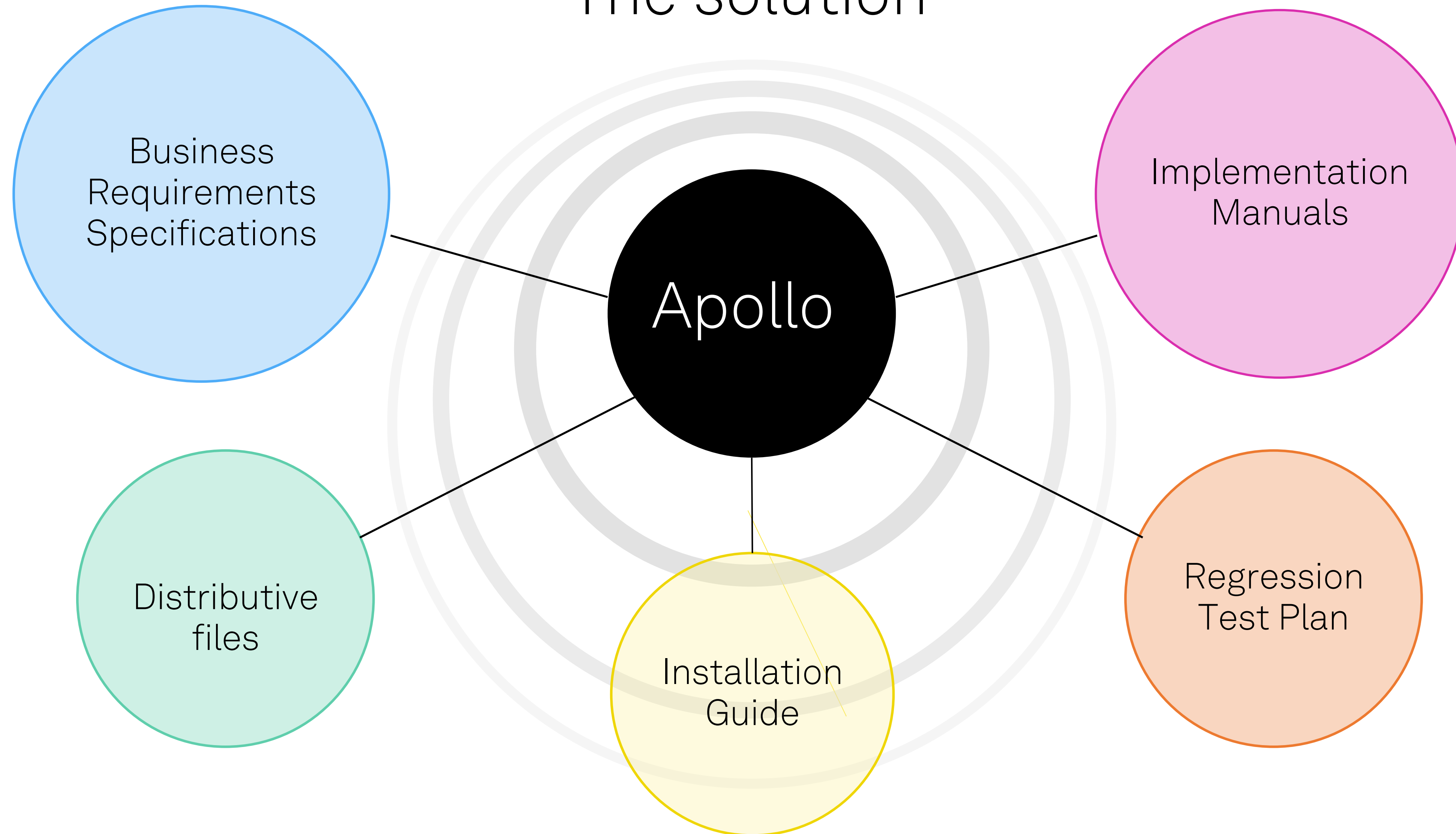


Rationalization of organically
grown products
Increase of profitability

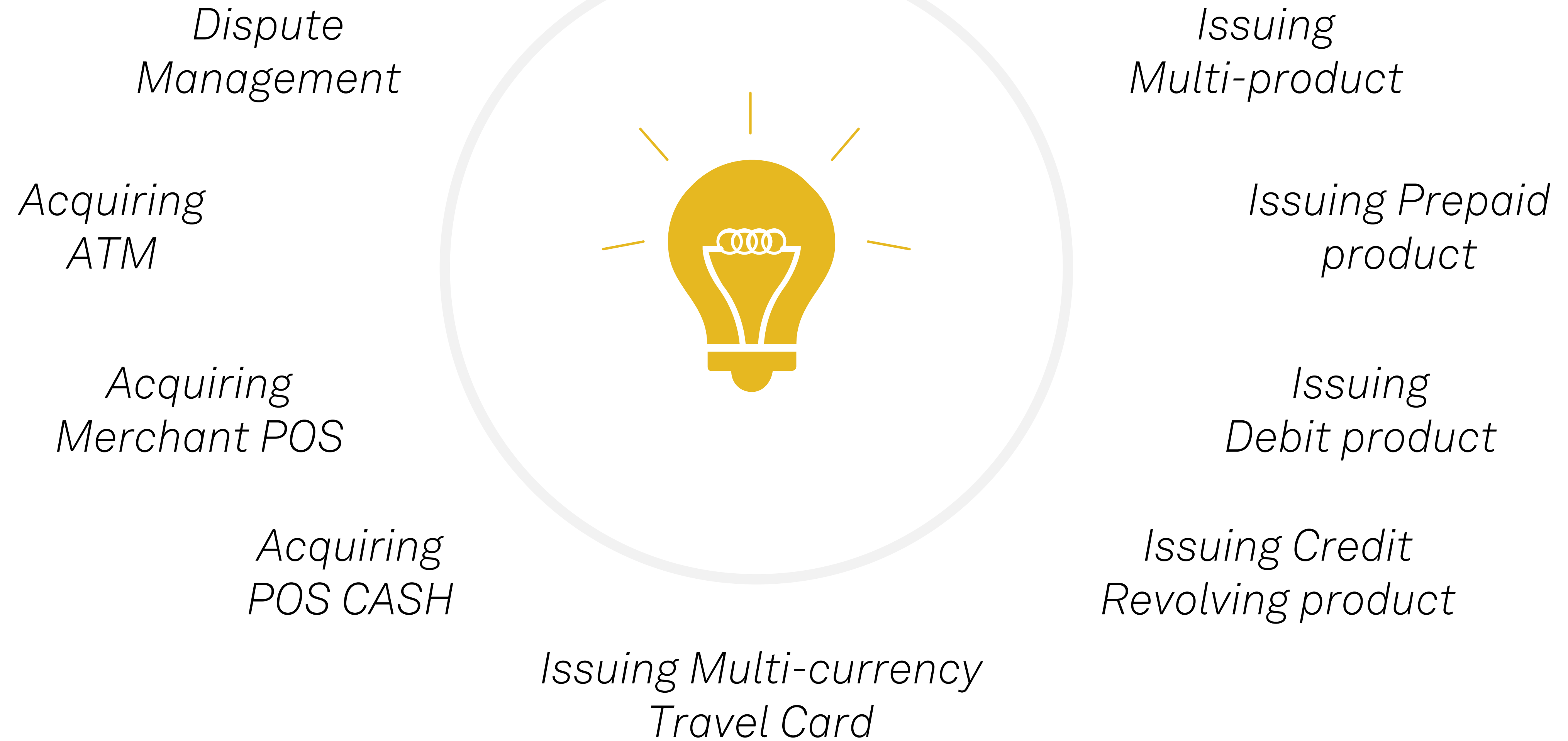


Projects are completed 2 to 3 times faster

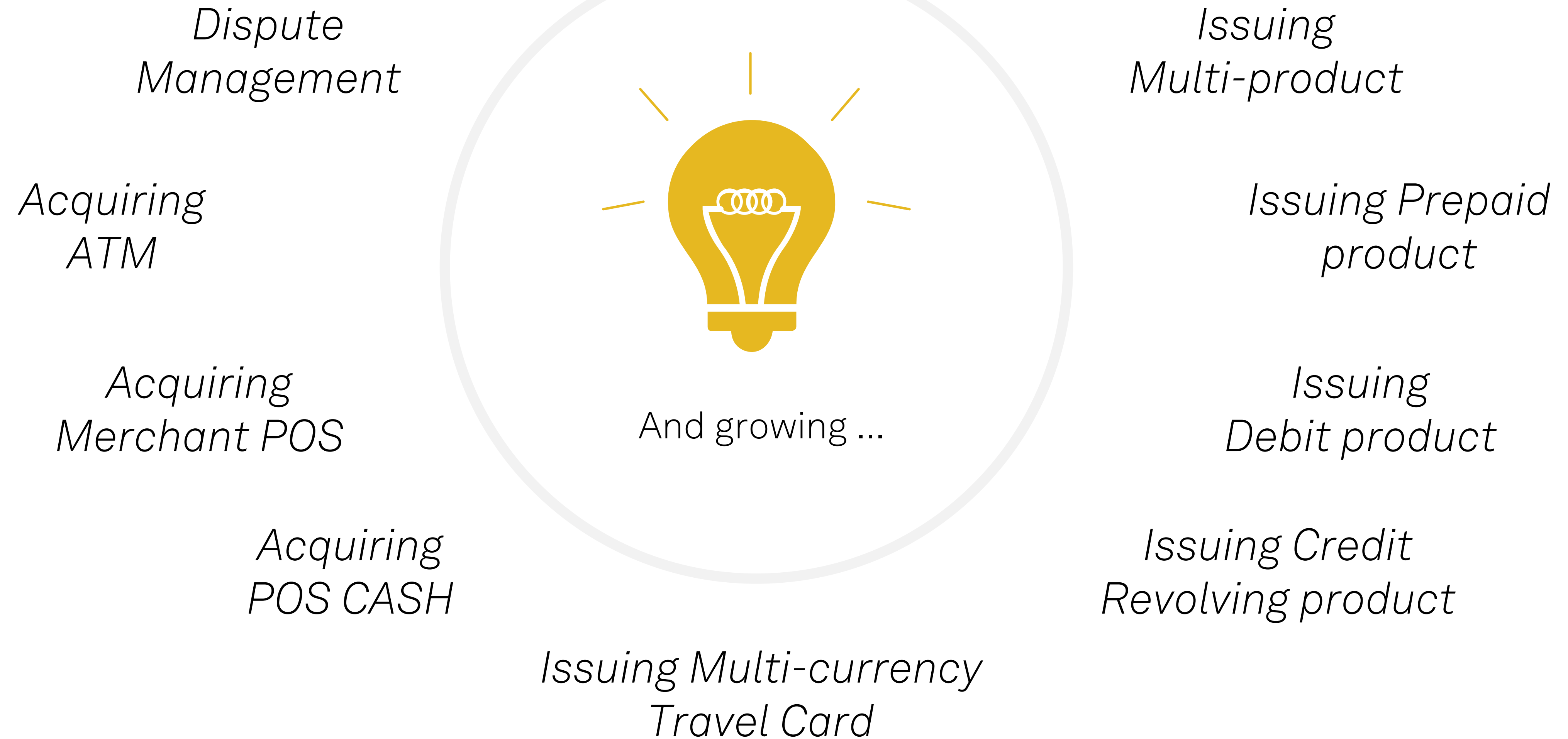
The solution



Product portfolio



Product portfolio



Standard but Flexible Product Configurator

Configuring a POS terminal

DETAILS set external access new external access ⋮ ✎ ↑ 📄 ✕

SEGMENT

Institution

Template Institution

Branch

Device Type

OMNI, SelfService

Product

111-Standard POS

Contract Subtype

111-Our POS

CLASSIFIERS ✕

POS • Transactions • Pending • Rejected • Authentications • Addresses • Accounts • Own Addresses • Classifiers • Risk Controls • Billing • Application Info • Messages • Statements • File Exchange • Additional Info • Accessed By • More •

ESSENTIAL CLASSIFIERS ALL

set classifier use default ⋮ ↑ 📄

NAME	VALUE	PREVIOUS VALUE	LAST UPDATED
Acq Brand AMEX Support	Yes	No	10/08/21 06:48:07
Acq Brand MC Support	Yes		
Acq Brand Visa Support	Yes		
Acq Misc Fees Support	Yes		

Configuring merchant pricing

DETAILS set external access new external access ⋮ ✎ ↑ 📄 ✕

SEGMENT

Institution

Template Institution

Branch

Product

111-Outlet Level Product

Contract Subtype

111-Standard Corporate Client Account

CLASSIFIERS ✕


Transactions • Payments • Invoices • Pending • Rejected • Authentications • Addresses • Accounts • Own Addresses • Classifiers • Risk Controls • Billing • Application Info • Messages • Statements • File Exchange • Additional Info • More •

ESSENTIAL CLASSIFIERS ALL

set classifier use default ⋮ ↑ 📄

NAME	VALUE	PREVIOUS VALUE	LAST UPDATED
Acquiring Product	Blended Fee		
Payment Frequency	Weekly		
Payment Level	Company		01/04/21 00:00:00
Payment Mode	Net (With Direct Debit)		

So ...tailor-made
or off-the-shelf?



Game
of
Pintechs

OPENWAY CLUB 2021

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