VIRGINIA BANKERS ASSOCIATION

globalpayments

Innovation that **delivers.**

Corporate
Overview

globalpayments

Innovation that **delivers.**

A unique family of brands.

Working together

Our branded products span a range of verticals to create an unrivaled breadth of solutions and service.

Strategy
Evolution

2013

To be the payments
technology leader
worldwide

ACCELERATED
payment technologies

PayPros

2015—2017

Technology enabled

openedge

ezidebit

Heartland

eway®

realex payments

2018—2021

Software driven

Wrapping value around
the transaction

touchnet
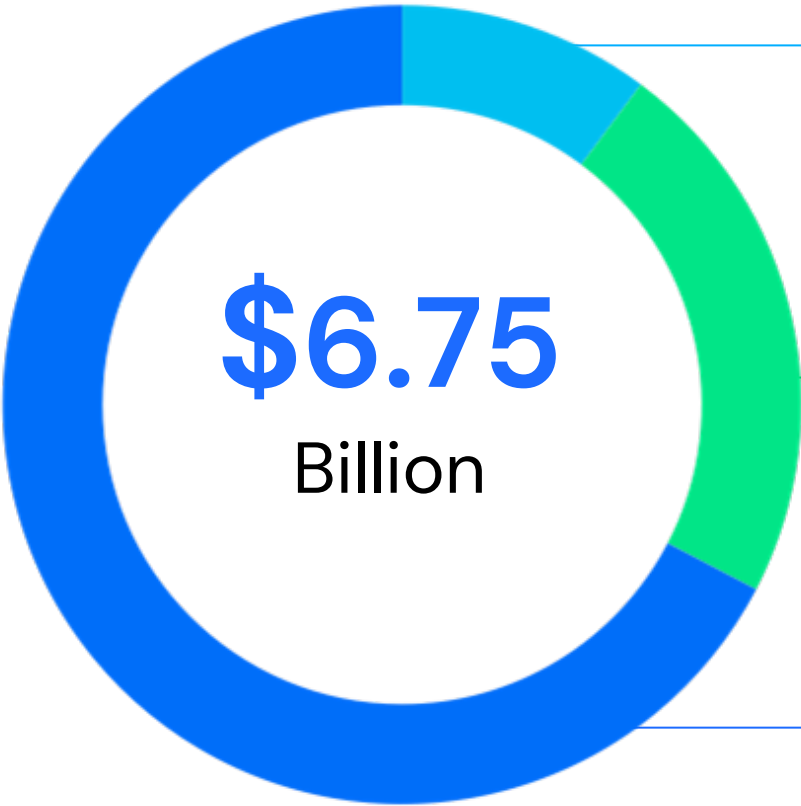
ACTIVE network

xenial

Advanced**MD**

SICOM

T SYS®

Holistic strategy. **Global Payments + TSYS**

globalpayments

+

T|SYS®

=

A Partnership **Powerhouse**

$6.75
Billion

11%
Business and consumer solutions

26%
Issuer solutions

63%
Merchant solutions

A global powerhouse. At your side.

$6.75B
Adj net revenue

~56B
transactions annually

~3.5M
merchant locations

1,300
financial institutions

100+
countries

~24,000
team members

Trusted by

3 million+
Companies
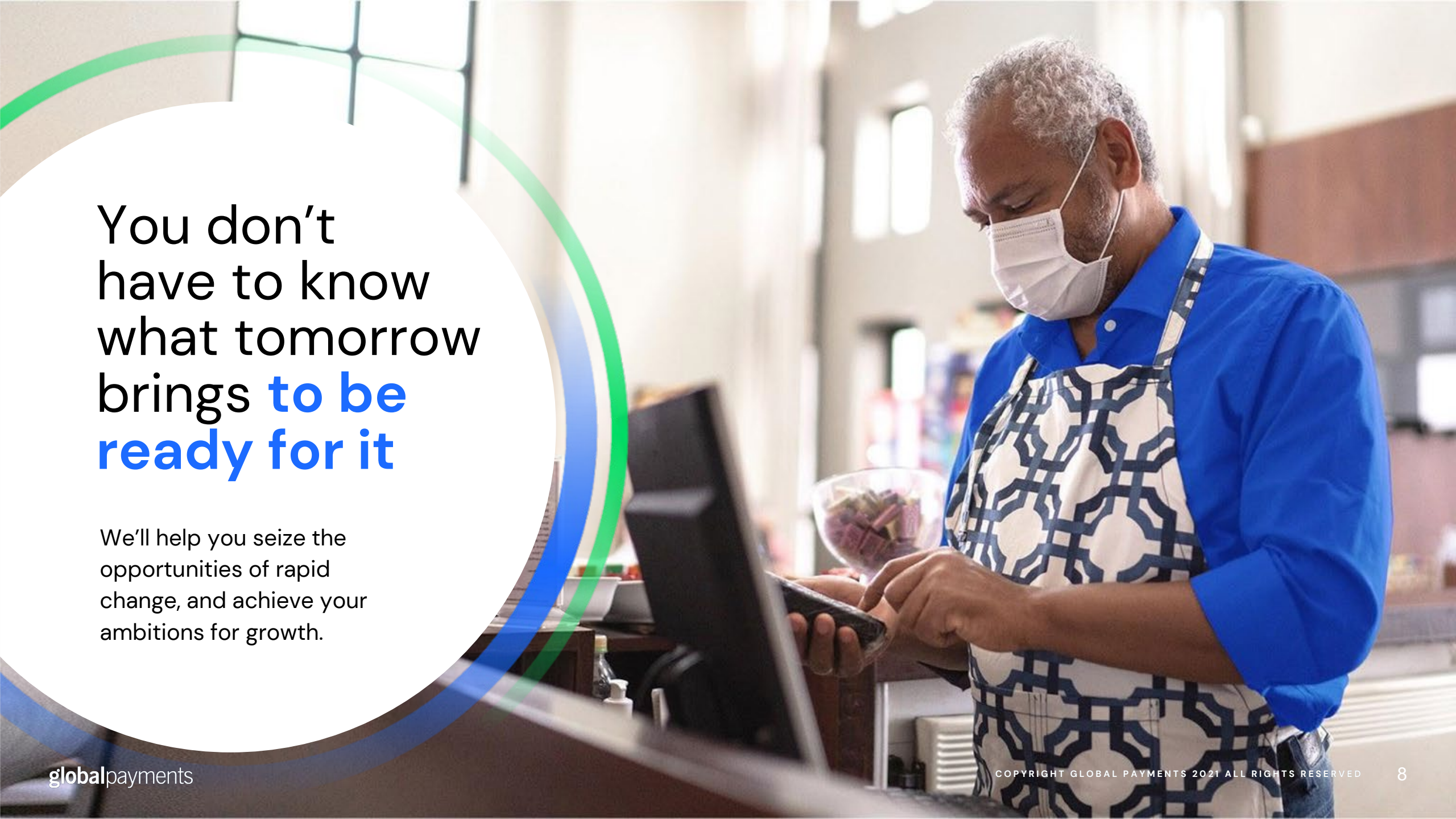
1,300
Financial Institutions

>4,000
Tech Partners

100+
Industries

You don't have to know what tomorrow brings **to be ready for it**

We'll help you seize the opportunities of rapid change, and achieve your ambitions for growth.

Comprehensive
Acquiring Programs

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Agent Acquiring Programs

Agent **Program** – Bank partner hires and maintains a dedicated merchant services sales team leveraging Global Payments' platform, resources, and support to retain and grow your business.

Agent Support **Program** – Bank partner identifies business opportunities and refers them to Global Payments inside sales professionals. Global Payments provides ongoing support, retention and establishment of services for new merchants.

Global Payments is committed to providing a complimentary partnership program, regardless of structure, which matches a Bank partner's high standards in expanding existing relationships and attracting new clients.

Global Payments Allocated Team Resources

General Manager

General Purpose: Manage the overall health of the partnership and work with bank management to strategically drive new marketing & business development efforts.

Account Manager

General Purpose: Support Bank's day-to-day portfolio operations, communications, product rollouts, reporting and servicing.

Partner Sales Support

General Purpose: On demand sales support for dedicated sales force to support all questions regarding pre- and post-sales activity.

Merchant Activation

General Purpose: Proactively schedule merchant activation/training and provide on demand activation and training support.

Merchant Support

General Purpose: Assist merchant customers 24/7/365 with technical issues, pricing, statements, chargebacks, system access and all general questions

Integration Support

General Purpose: Team that works directly with Bank customers to support website and merchant software integrations from start to test transaction.

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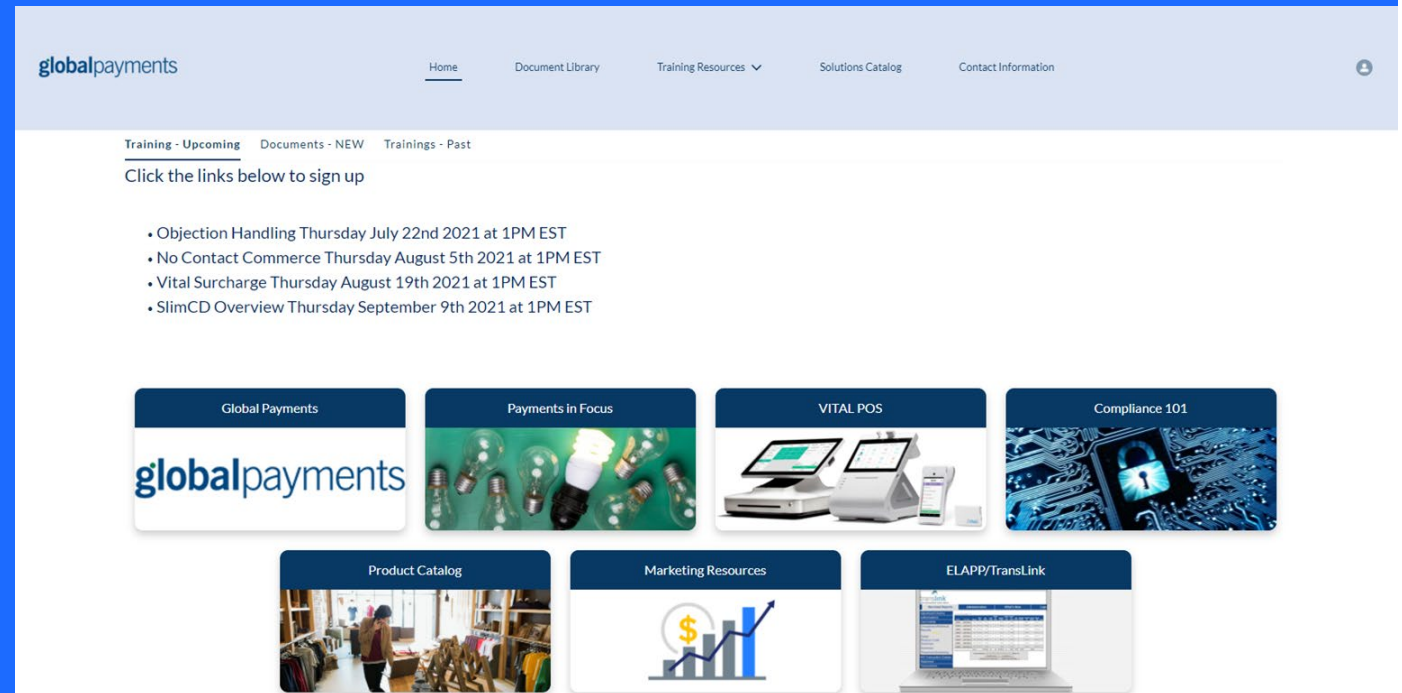
Global Payments Partner Community

FI Client Conference – Annual conference provides industry updates, product announcements, and networking opportunities

Monthly ABC Call - Live webinar highlighting Global Payments product roadmap, key solutions, and industry developments

FI Workshops – Bi-annual virtual educational opportunity

Partner Center – Support website dedicated to Global Payments Financial Institution Partners

- Supplemental courses include industry-specific topics
- Webinars
    - ✓ Pre-recorded topics
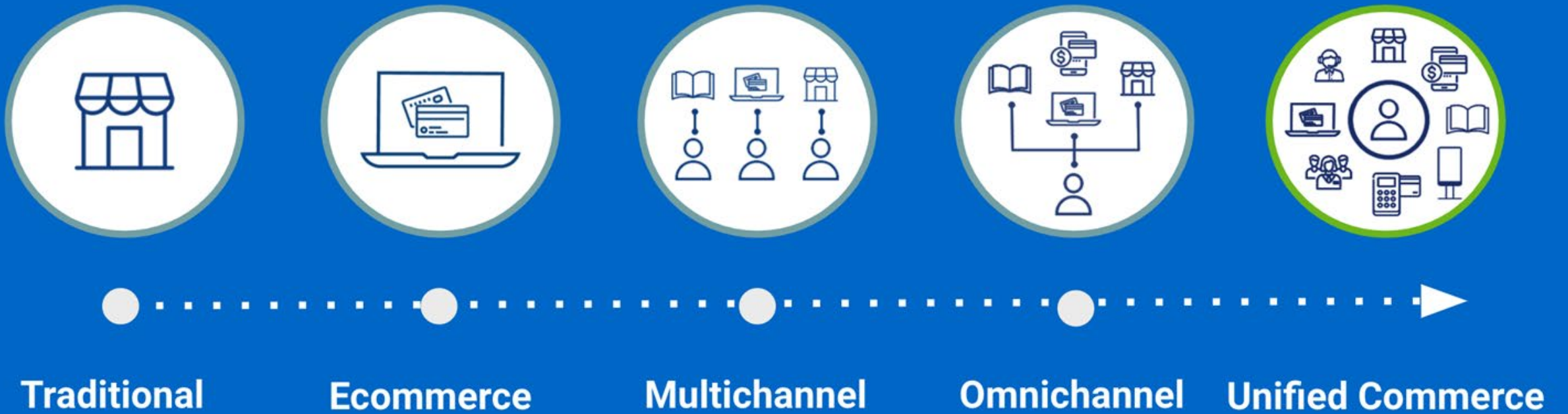   - ✓ Live one-hour sessions, twice per month

globalpayments   Home   Document Library   Training Resources ∨   Solutions Catalog   Contact Information

Training - Upcoming   Documents - NEW   Trainings - Past

Click the links below to sign up

- Objection Handling Thursday July 22nd 2021 at 1PM EST
- No Contact Commerce Thursday August 5th 2021 at 1PM EST
- Vital Surcharge Thursday August 19th 2021 at 1PM EST
- SlimCD Overview Thursday September 9th 2021 at 1PM EST

Global Payments — globalpayments

Payments in Focus

VITAL POS

Compliance 101

Product Catalog

Marketing Resources

ELAPP/TransLink

Comprehensive
Solution Suite

The world is changing.

Traditional · Ecommerce · Multichannel · Omnichannel · Unified Commerce

Leading POS Technology

Point of Sale | **Mobile Pay**

Point of Sale | **Terminal+**

Point of Sale | **Register**

Point of Sale | **Restaurant**

Point of Sale | **Retail**

Online Payments Suite

Gift & Loyalty

Surcharging

B2B | **Level III**

Security | **PCI & Breach Coverage**

Loyalty & Analytics

Vertical-specific Solutions

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What can Vital do for merchants?

Give them the tools they need to better manage their businesses, gain valuable insights and make smarter decisions.

Inventory Management

Employee Management

Pricing and Discounts

Taxes and Tax Reporting

Customer Payments

Built for Today's Small Business

The Vital point-of-sale family now sits on a single, powerful, proprietary platform which gives businesses so much more.

Smarter back office capabilities

Completely scalable solution

Live customer support and helpful self-service tools

The Vital Smart Point of Sale Family

SOLUTIONS FOR EVERY ENVIRONMENT

Vital Mobile — An affordable, fully mobile solution that lets your clients run their business using a smartphone anytime, anywhere.

Vital Plus — A simple in-store solution that let's clients run their business from a single, all-in-one countertop solution.

Vital Select — Built for busier, more complex in-store environments that need our fastest, most full-featured and largest point of sales options.

ALL IN ONE POWERFUL PLATFORM THAT'S EASY AND INTUITIVE

TransIT|Omni Commerce Platform

TransIT Omni Channel Commerce allow partners to accept payments anytime, anywhere.

TSYS WebPASS

TSYS WebPASS is a browser-based virtual terminal for payment acceptance

- Accept card present and card not present
- Level II and Level III transaction processing
- Swipe card or manually enter
- Encrypted USB card reader (optional)
- Customer database and wallet (card on file)
- Import customers
- Product catalog for mobile (MPA)
- Recurring payments
- Batch file processing
- Email receipts
- Multi-merchant functionality

Merchant Center

Merchant Center is the Back office tool with integrated functionality

- Back office for Acquirers, ISOs and Merchants
- Merchant boarding to TransIT – auto or manual
- Multi-factor authentication
- Dashboard and real time reporting
- Consolidated reporting across all TransIT products
- Merchant preferences and maintenance

Differentiators

Awards

Global Payments is a **Fortune 500** company!

FORTUNE 500 2021

Bloomberg

Top 50 Companies to Watch

Forbes

World's Best Employers

HUMAN RIGHTS CAMPAIGN FOUNDATION

Best Places to Work for LGBTQ Equality

GeorgiaTrend

#20 on Georgia's Top 100 Public Companies List

MOST ADMIRED **CEO** awards

One of the Most Admired CEOs

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Positioned for **the future**

"We will leverage our unique position and differentiated strategy to deliver leading growth and remain **at the forefront of commerce innovation.**"

– Jeff Sloan

Unified Commerce

Vertical–specific offerings

Emerging payments

Thank **You VBA** for your Partnership

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