



Corporate Payments

How to be competitive

Introduction

- > **Neutral advice**
- > **Not rocket science – Technology is in the market place and is cost effective**
- > **Find balance of payment partners and products**
- > **Have the right tool(s) for the job**
- > **Why do you want to focus on corporate payments?**

Background

- > Alternative FOPs in consumer space seeing good merchant adoption



- > Alternative FOPs in corporate space were mature...
- > ...then something happened in the late 1970's

Be Competitive

> The foundation for corporate payments – It's the data

> Product

- Web-based reporting (including corporate hierarchies)
- ERP integration
- EMS integration
- Multi-currency
- Internationalized / Localized
- Rebates

> Organization / Teams to involve

- IT (GL integration)
- Sales and Marketing (incentives to sales staff)
- Finance (credit standards)
- Accounting (payables and receivables)

Be Different

> You control a key Point of Sale

- Think SWABIZ with the following
- Level-4 data captured at point of sale
- Include that data in your corporate payment system

> Flown data

Take Advantage

- > **Improve cash flow / lower expense**
- > **Reduce risk of volume agreement non-performance**
- > **Stop filing private fares with ATPCO**
- > **Consider UATP**
 - Ancillary Revenue!
 - OAL data!

Summary

- > **Not rocket science – Technology is in the market place and is cost effective**
- > **Find balance of payment partners and products**
- > **Have the right tool(s) for the job**
- > **You have the best data – ticketed and flown**
- > **You can eliminate manual processes / COST for your clients**
- > **You can help the bottom line of the corporations**
- > **Therefore, you can be successful with corporate payment solutions**

Be in Touch

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