CONNECTING THE DOTS: INTEGRATING EBPP WITH REQUEST-TO-PAY WITH INVOICE-2-RTP

FINTECHVISOR NEWTECH CHALLENGE 2021
INVOICE HUB WAS DEVELOPED TO PROVIDE VALUE ADDED SERVICES BY BANKS

Product:

- Full stack white-label product for digital invoice management embedded (EBPP) into the online bank

- NEW MODULE INVOICE-2-RTP: Integrating EBPP and RTP (request-to-pay) functionality

Scalable and flexible technology:

- Low code platform for document based data exchange services
- Scalable both vertically and horizontally
- Flexible and elaborated party management
- Meets banking security requirements
- Multi-site, multi-country and multi-bank operations
- Effective API integrations (REST&SOAP APIs)
- Flexible data structures: xml and JSON
- Separated front-end and back-end, API communication
- White-label: customizable front-end
- Supports heterogenous IT environments

charlieIndia
EACH INVOICE IS A PAYMENT TRANSACTION TO CAPTURE OR MISS FOR THE BANK

- 69 billion e-bill/e-invoices in 2021
- Double digit growth in the last years, market is expected to quadruple to USD 20 bn until 2025
- Growth driven by:
  - Local tax regulations - in place/on way/ expected in 1-2 years (Latin America, India, Kazakhstan, Singapore, Italy, Hungary)
  - EU E-invoicing directive implemented (Germany)
  - Interoperability initiatives (US - federal, Nordics - regional)
INTEGRATION OF EBPP AND RTP CREATES A NEW PAYMENT MARKET SEGMENT FOR BANKS AND CAN BE A BASIS FOR DIGITAL FINANCING

REVENUE GROWTH AND STRATEGIC IMPORTANCE

- 40% of banking revenues are payment revenues
- Instant payments with a combined EBPP&RTP changes the complete payment experience and defines a new customer journey in payments:
  - EBPP/RTP first contact point in payment experience
  - With RTP EBPP can be extended to all B2B and B2C relations
- With integration of EBPP and RTP the bank will have access to invoice data
- Access to invoice data will ensure a strategic advantage to build fully digital and data-based financing process, where there is a huge growth potential (e.g SCF)

Source: McKinsey
INVOICE-2-RTP PROVIDES A COMPLETELY NEW CUSTOMER EXPERIENCE FOR ENTERPRISE AR AND AP MANAGEMENT AND RECONCILIATION – BUSINESS CASE OFFERS UP TO 95% SAVINGS

INVOICING AT CLIENT

* Customer invoice data from ERP in any input structure

INVOICE-2-RTP

* Invoice data in UBL 2.1

REQUEST-TO-PAY AT BANK

* Data in ISO 20022

• Payment request generated from invoice data

• Present, manage and connect invoices and RTPs in one place

• Costly ERP integration made painless on corporate side

Supplier invoice data to ERP in any output structure

* Invoice data in UBL 2.1

Request-to-pay

* Data in ISO 20022

Approve RTP

* Invoice data in UBL 2.1
ALL SEGMENTS AND PAYMENT CHANNELS WILL REALIZE BENEFITS

Issuing channel
- Store and manage ALL your invoices in the bank
- Pay bills easily
- Get automatically processable invoices

Acquiring channel
- Decrease time of getting paid
- Automate invoice-payment reconciliation
- Get a better control over payments
- Send automatically processable invoices

EBPP combined with RTP value proposition
- Streamline your payment processes
- Get automatically processable invoices
- Decrease time of getting paid
- Automate invoice-payment reconciliation
- Get a better control over payments
- Send automatically processable invoices

SME/Retail

Mid market

Corporate
WHY PARTNERHUB & CHARLIE-INDIA?

- 2 successfully closed banking projects/enterprise references
- Same platform supports various use cases
- Globally scalable
- Making the best use of bank APIs
- Invoicing – payments - financing

Banking references

EBPP feature set

Olivier Denis, FIS Global Product Line Director Banking & Payments: „Partner HUB’s white label EBPP platform complements our offering for banks for RTP and shows banks how they can create value for their customers with RTP.”

Testimonials

Gergely Tukodi, managing director OTP eBIZ: „We built our solution on Partner HUB’s Charlie-India platform, and we have already put the RTP integration into our development pipeline.”

Norbert Szenttamasi, Head of Product Development and Cash Management Budapest Bank Group’s Budapest Financial Assistant: „This is a very exciting new feature that is relevant for all service providers like us”

Zoltan Debre, Raiffeisen Pay product manager, Raiffeisenbank Hungary: „We are very happy that we can demonstrate a real-life business case for request-to-pay with Charlie-India, meeting real customer needs”