

SEPA Direct Debit: Safeguard your business with SEPA Scheme Regulations”



AccessPay
Payment and Cash Management

Speaker Profile



Ali Moiyed – CEO and Founder

Ali Moiyed has been AccessPay's CEO since launch.

Frustrated by the slow pace of innovation within the global payments industry, Ali created AccessPay to remove unnecessary cost and complexity from payments processing, cash management and treasury systems.

Ali previously founded and developed PrimaLink, a SaaS Consultancy with an established reputation for integration excellence and Salesforce expertise. His hands-on business experience is complemented by three business / IT degrees and he is based at AccessPay's London headquarters.



Neil Harris – Commercial Director

Neil Harris oversees commercial operations at AccessPay, with global responsibility for new business development and account management.

Before joining AccessPay, Neil worked for over 10 years in strategic business development across Europe and the US within the Payments and Supply Chain Automation arena. His payments pedigree is complimented by over 15 years in hi-tech industry and has a proven track record for driving growth, delivering results and delighting customers.

- SEPA DD Schemes Explained – B2B and Core
- Legacy Data Migration Requirements
- SEPA DD Mandate Management & Regulations
- SEPA Status Reports (R-Transactions)
Explained
- Integration with your systems/ERP

What and Why SEPA ?



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What is
S€PA?

and **HOW** it can affect **YOU?**



What and Why SEPA ?

SEPA Overview

- ✓ To Make Single Euro a Reality
- ✓ Harmonized Payment Scheme for Electronic Credit Transfer and Direct Debits



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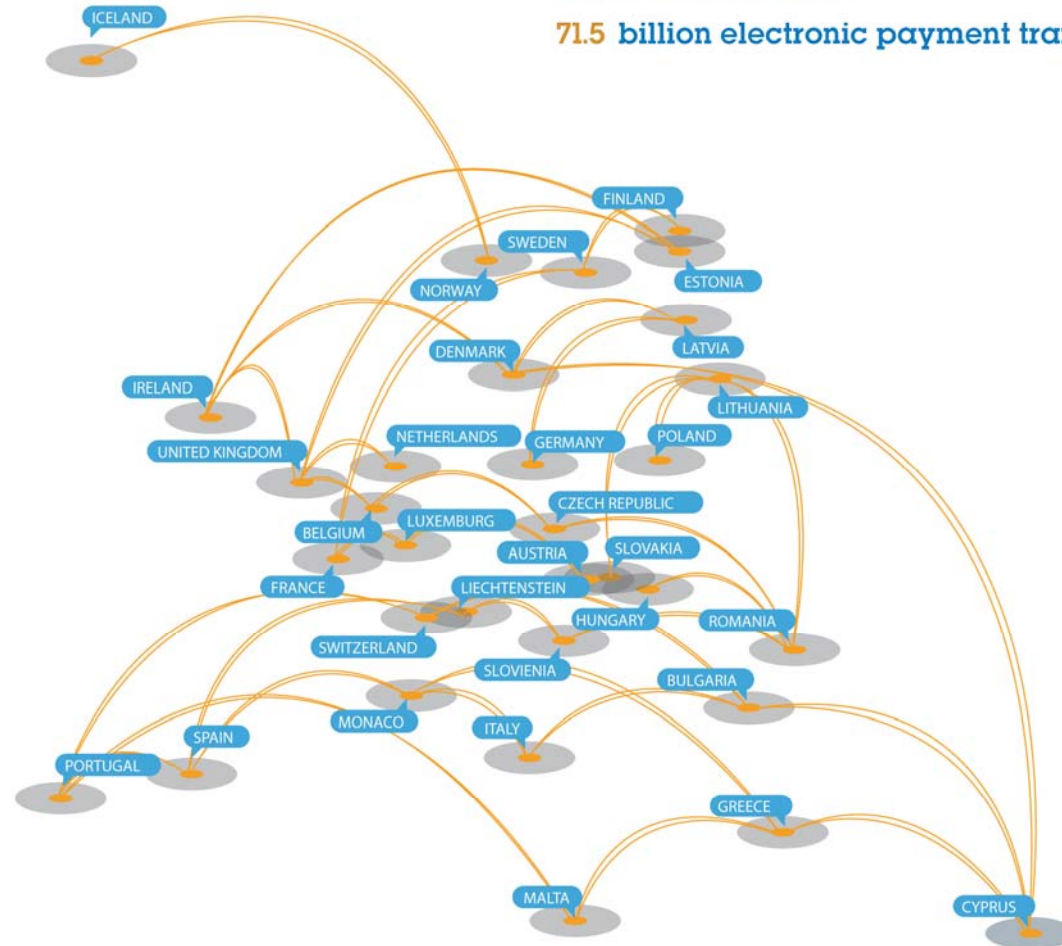
What and Why SEPA ?

SEPA Coverage

32 SEPA countries

500 million citizens

71.5 billion electronic payment transactions annually



What and Why SEPA ?



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Key Benefits

- ✓ One Common Standard
- ✓ No more than 1 Bank account Required
- ✓ Greater Cash Visibility
- ✓ Direct Debit collection from anywhere in the SEPA
- ✓ Lower Banking Costs
- ✓ Easy Expansion of Business





255 Days to go!



Are You Ready?

Non Euro Countries : 31/10/2016

Polling Question - 1

✓ Where are you as a corporate in your SEPA Migration process?

1. Not Sure
2. We have yet to really make a start
3. Begun the process
4. In the middle of the process
5. Fully migrated

What and Why SEPA ?



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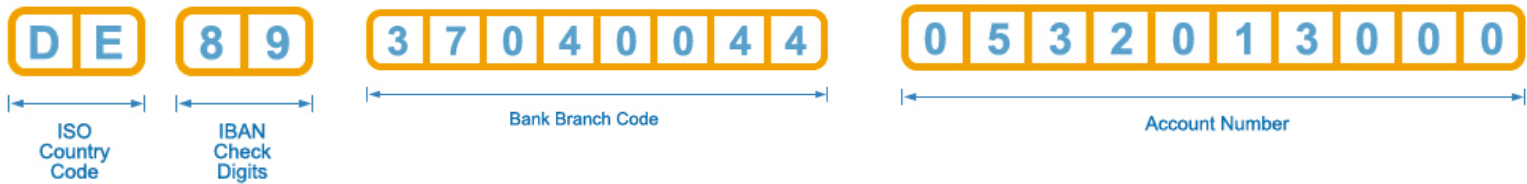
1. Understanding SEPA Rule Book

- ✓ Regulations
- ✓ Compliance
- ✓ Consultancy

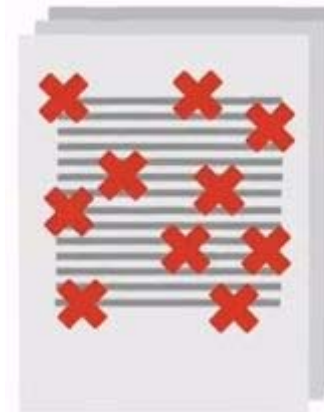


What and Why SEPA ?

2. Data Validation



AVOID PENALTIES !!!



What and Why SEPA ?

3. On-Boarding Customer Strategy

Inform and Educate your customers of mandate migration
Customer Notifications



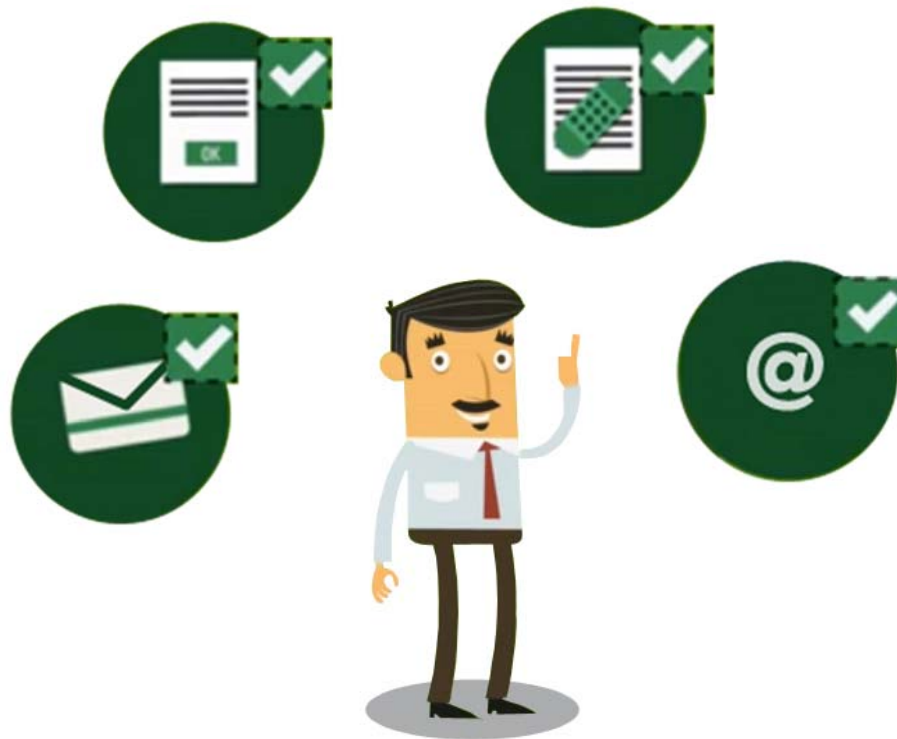
Ready To Board !!



What and Why SEPA ?

4. Customer Communication Strategy

Do you want to inform your customers of any rejections?
How do you want to inform them?





Polling Question - 2

✓ In Terms of your Transactions what do you do more ?

1. Credit Transfers
2. Direct Debits



SEPA Direct Debit

Two Schemes that suits your business

- ✓ B2C (Core Scheme)
- ✓ B2B



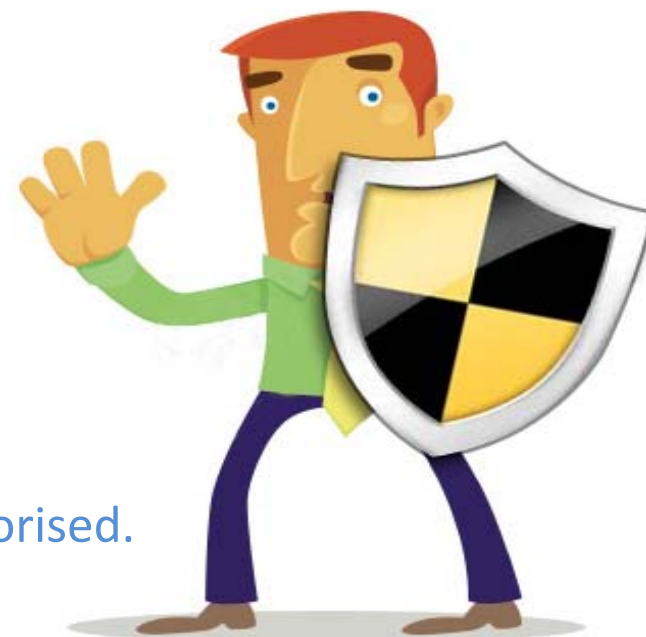
Debtor Protection

✓ B2C

- “No Questions Asked Policy” within 8 weeks . The debtor can go back up to 13 months for a refund.
- Black List and White Listing their billers.

✓ B2B

- No Refund on an authorised transaction.
- Payer's bank ensure that the collection is authorised.





SEPA Credit Transfers

For all Credit Transfers in Europe the charges has to be SHARED. This means the payer and the beneficiary both should share the cost of transaction





Polling Question - 3

✓ In Terms of Payments what do you do more ?

1. Local Payments
2. Cross Border
3. Equal Amount of Both



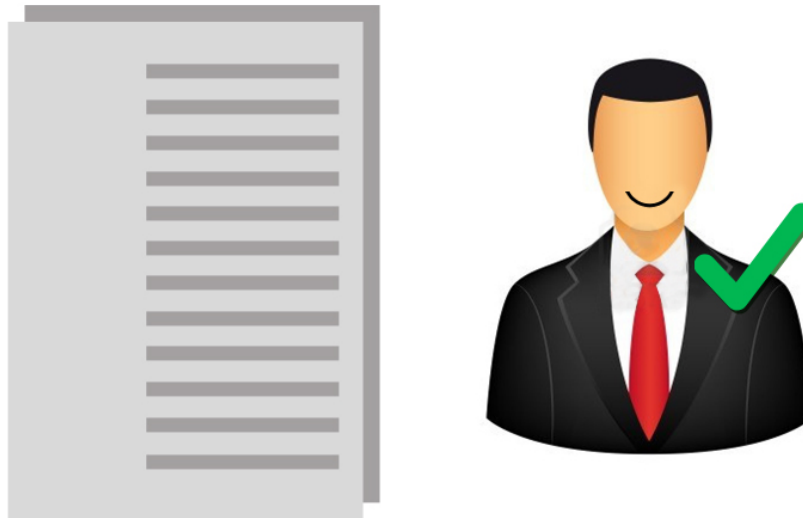
Legacy Data Migration Requirements

- ✓ Mandate is an evidence
- ✓ Mandate Types – paper mandate / scanned doc / mandate with digital signature
- ✓ Key Fields
 - Payees BIC / IBAN, Address, Signature, place and date
 - Beneficiary Name and Address
 - Mandate Reference
 - One-off/ Recurring

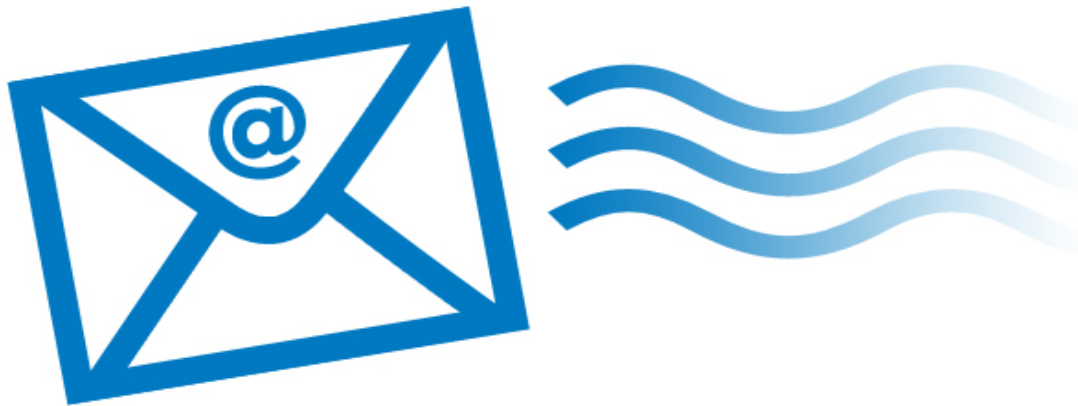




Mandates Maintenance is the Biller's responsibility.
The biller needs to make sure that they have easy access to all their debtors mandates.

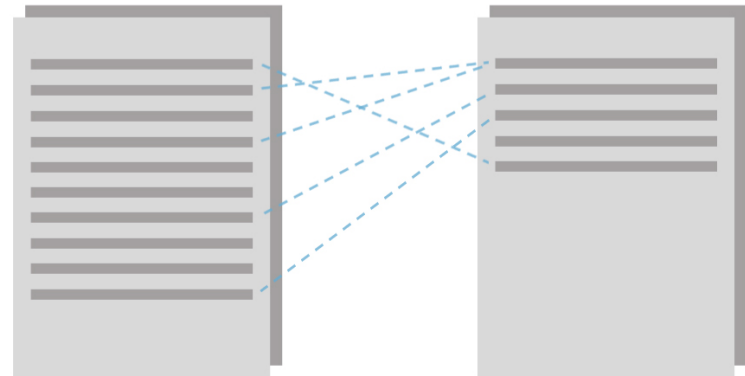


As a biller you are obliged to inform your customers 14 Day Notification in advance of any collection you make. You also need to make sure you inform your customers of their new mandates.



Legacy mandate migration

- B2C - Can reuse old mandate
- B2B - New SEPA mandate should be created for each customer





SEPA Status Reports (R-Transactions) Explained

- ✓ Notifications and Payment Status Report for 'R' transactions (Returns, Rejects, Refunds, etc.)

Integration with your systems/ERP



Bank and File agnostic solution integrates with any file type or bank



Bank Relationship & Selection Process

Bank Selection Decision – The right decision needs to be made when selecting your bank. This is because as per SEPA rules, a bank cannot have different charges for local or cross border transactions. If you select a bank that has a wider reach, you will be able to save money or economise your expenditure.



Supplier Selection



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Why AccessPay?



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S€PA transaction

Easy



Affordable



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