



 **aconite**  
Smart Prepaid Solutions

# Profit from smart prepaid

## Managing prepaid products on smart cards, tokens and mobile phones.

With the “credit crunch” restricting liquidity and lending, the high level of debt write-offs impacting balance sheets and with deteriorating economic conditions likely to lead to increased defaults, opportunities to gain new deposits, increase non-interest income or reduce costs, all with negligible credit risk, must be grasped. Smart prepaid products can deliver all of these benefits.

All prepaid products, by their nature, bring in deposits and provide the benefit of a float of unutilised balances. Prepaid products can generate income from joining, annual renewal, transaction and load fees. Additionally, there are dormancy fees, or “breakage”, that capture the balances of inactive prepaid accounts. There is a wide range of opportunities for prepaid, including claims settlement, gaming, gifts, payroll, incentives, expenses, welfare benefits and so on.

Smart prepaid products have the added benefit that, unlike magnetic stripe cards, they can be used offline without incurring any material credit risk.

This feature opens the door to the use of prepaid products in situations where online transaction authorisation is not feasible or in countries without online telecoms network coverage.

It also offers the opportunity to migrate existing online magnetic stripe based prepaid transactions to lower cost, offline transactions. Further, prepaid can be combined with other applications such as loyalty to build a more powerful proposition.

By combining offline with contactless payment capabilities, smart prepaid products can be used in markets that demand reliably fast throughput, like quick service retailers and mass transit services.

Aconite Smart Prepaid Solutions enable your organisation to profit from the many business opportunities offered by smart prepaid products. Aconite’s mission is to enable you to implement and manage smart prepaid products in a low risk, lower cost fashion and with a quick time-to-market.

Aconite’s Smart Prepaid Solutions are fully compliant with both Visa’s new Prepaid Chip Card specifications and MasterCard’s Pre-authorized Debit specification. Aconite was

### At a glance

#### features

- ✓ Modular solutions fit your precise needs, from smart prepaid add-on module to turnkey software system
- ✓ Supports contact and/or contactless technologies with online and/or offline transactions
- ✓ Supports open and closed loop schemes
- ✓ Compliant with both Mastercard Pre-authorized Debit and the new Visa Prepaid Chip Card specifications
- ✓ Supports multi-application cards

#### benefits

- ✓ Opens up new business opportunities
- ✓ Functions and cost matched to your needs
- ✓ No need to migrate to new systems when requirements expand
- ✓ Leverages investment in smart cards, tokens and mobiles to increase profits
- ✓ Reduces “time to market”
- ✓ Improves customer service and satisfaction
- ✓ Reduces risk and cost of implementation projects
- ✓ Simplifies integration with, and minimises impact on, existing systems which reduces cost



selected by Visa Europe to provide software to support the development of the new prepaid Visa payWave product.

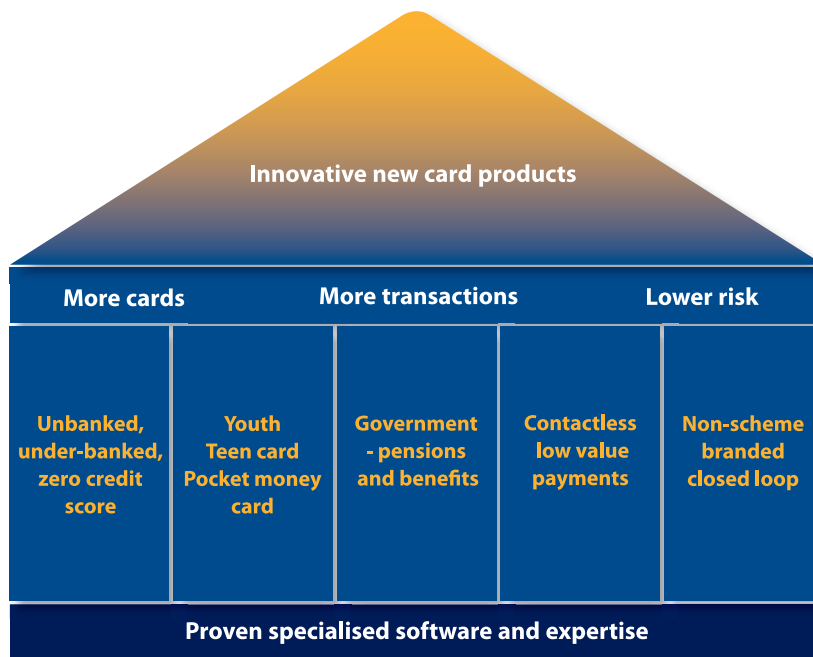
Aconite's range of cost-effective Smart Prepaid Solutions is designed to provide banks, retailers, transit operators, mobile networks, service providers and others with the functionality that they need to issue smart prepaid and pre-authorized products operating on cards, mobile phones or tokens like key fobs. These solutions can support:

- existing EMV smart card issuers; by adding smart prepaid and pre-authorized authorisation and shadow account management to their authorisation and card management systems;
- existing magnetic stripe card issuers; by EMV-enabling systems their authorisation and card management systems as well as adding smart prepaid and pre-authorized authorisation and shadow account capabilities; and
- new issuers or those requiring a stand-alone system; by providing a complete software solution for smart prepaid management, using Aconite products integrated with our partners' products.

Any combination of functions between smart prepaid specific modules and a turnkey prepaid software system can be selected. Online interchange network interfaces and smart product life-cycle management are optionally available.

Options include updating of individual customers' products after issuance and multi-application management. The latter facilitates combining other products, including partners' products, with prepaid; for example a prepaid card with transit ticketing and loyalty scheme.

The design of Aconite's solutions minimises the need for changes to your existing



*Aconite's Smart Prepaid Solution provides the foundation for multiple new card propositions*

systems. Consequently, allied with the experience and expertise of our business and technical consultants, our proven solutions deliver several key business benefits:

- lower project risk;
- lower cost;
- shorter time-to-market, potentially gaining:
  - higher market share; and
  - greater customer satisfaction.

## About Aconite

Aconite develops and delivers software solutions for managing business applications on chips in smart cards, tokens or mobiles to issuers around the world. We provide a rapid and cost-effective route to implementing new customer propositions, entering new markets and complying with international standards.

Incorporating a unique blend of proven software solutions and professional services, Aconite solutions can be tailored to meet individual business requirements without the need to replace legacy systems and with minimal impact on staff and processes. Based in the UK, Aconite operates across the globe, with a local presence in many markets.

Further information can be found on the Aconite website at:

[www.aconite.net](http://www.aconite.net)

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