

# The SPS Advantage



Customer Financing Made Easy!



## WHAT IS EZPAY ADVANTAGE?



Advantage™ is a deferred payment program that allows consumers to extend their payments for goods or services over 3, 6, or 12 months utilizing their bank issued **debit card**.

### **KEY FEATURES**

- Real-time transaction processed in seconds
- Application can be completed on any web enabled device
- Credit scoring as low as 525
- Guaranteed settlement funded in three business days

## **CUSTOMER NEED**





- ➤ 61% of Consumers Have Impaired Credit or Have No Credit Available
- ➤ 44% of Consumers Say They Would Have To Borrow Money For An Emergency Over \$400

## **BENEFITS FOR MERCHANTS**





- Provides Customer Buying Power
- ➤ No POS Equipment or Apps Necessary Only Internet Access Required
- Process Application in Store or Customer Device
- > SPS assume all Liability for Approved Transactions
- ➤ Approved Deals Funded in Full in 3 Business Days

## **BENEFITS FOR CUSTOMER**

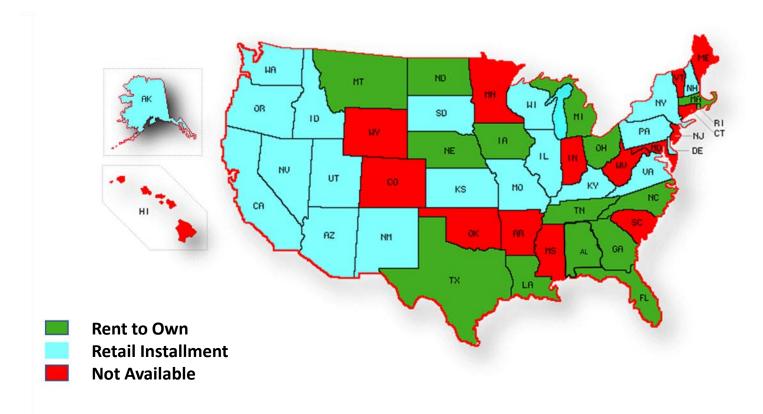




- > 3, 6, or 12 Month Payment Terms
- ➤ Up to \$4000 in Buying Power
- Credit Scores as Low As 525
- Instant Decisions no Paperwork
- Pre-Approvals Know Your Buying Power
- > Application in Store or on Personal Device
- Payments Made With Bank Issued Debit Cards

# **PRODUCT AVAILABILITY**







# ADVERTISE FLEXIBLE PAYMENT PLANS WITH PROMINENT POINT OF SALE MATERIAL

### **Point of Sale**



6" x 8.5" Wall Card



5" x 6" Table Easel



2.75" x 4" Window / Register Sticker

### **Web Banners**





# **SAMPLE 12 MONTH FEES BY CREDIT QUALITY**



### **Sample 12 Month Payments By Credit Quality**

A Credit		B Credit		C Credit	
<b>\$1,000.00</b> Pu	ırchase Price	\$1,000.00	Purchase Price	\$1,000.00	Purchase Price
			_		_
<b>\$87.66</b> Mo	onthly Payment	\$96.46	Monthly Payment	\$106.84	Monthly Payment
\$1,139.60 To	otal Payments	\$1,253.92	Total Payments	\$1,388.89	Total Payments
D Credit		E Credit		F Credit	
\$1,000.00	Purchase Price	\$1,000.00	Purchase Price	\$1000	Purchase Price
	_		•		•
\$124.07	Monthly Payment	\$149.37	Monthly Payment	\$166.67	Monthly Payment
\$1,612.90	Total Payments	\$1,941.75	Total Payments	\$2,000	Total Payments

# **Competitors**



Finance Company			Customer Ci	redit Quality			Customer Cost of Purchase	Average Approval Rate
Synchrony	Α	В	Х	Х	Х	Х	1.2x	50%
Affirm	Α	В	Х	Х	Х	Х	1.2x	50%
EZPAY	Α	В	С	D	Е	F	1.3x- 2.0x	70%
Progressive	Α	В	С	D	Е	F	2.0x -2.5x	80%
SNAP	Α	В	С	D	Е	F	2.0x -2.5x	80%
Tempo	А	В	С	D	E	F	2.0x -2.5x	80%

Customers Targeted for Service

The Customer Cost of Purchase indicates the cost multiple the customer is likely to pay over the life of the loan. For example, a \$1000 purchase for Synchrony would cost approximately \$1200. Charges from SNAP and Tempo could be as high as \$2500 for the same \$1000 purchase.

## **MERCHANT FEES**



# PROGRAM COST

Annual Subscription Fee	\$195
Monthly Program Fee	\$29
Discount Rate on Purchase Price	5%

4/29/2019

## **MERCHANT RETURN ON INVESTMENT**



### **New Customers and Upsell Opportunities**

One New Sale	Weekly	Month Total	Annual Total
Average Sale	\$1,000	\$4,000	\$48,000
	\$1,500	\$6,000	\$72,000
	\$2,500	\$10,000	\$120,000
	\$3,000	\$12,000	\$144,000
One New Sale	Bi-Weekly	Month Total	Annual Total
Average Sale	\$1,000	\$2,000	\$24,000
	\$1,500	\$3,000	\$36,000
	\$2,500	\$5,000	\$60,000

4/29/2019



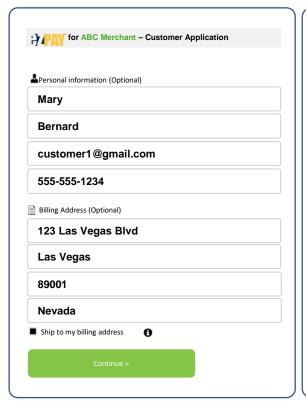
# **Customer Application Process**

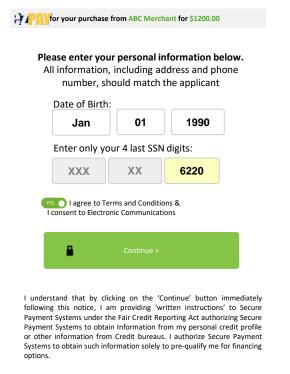


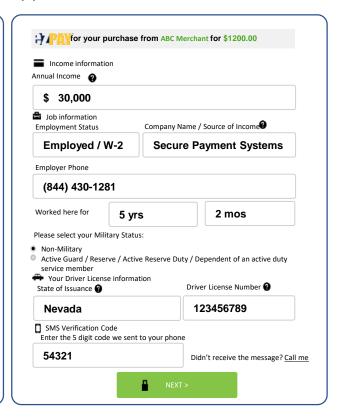
## **CUSTOMER APPLICATION SCREENS**



### Consumer Opens Product Link Provided by Merchant and Completes Application







# **APPROVAL CRITERIA AND ACCEPTANCE PROCESS**



#### **Online Decision Components**

- Credit Score
- **▶** Income
- ▶ Employment Status
- ► ID Validation and Negative File Databases
- Multi-Dimensional Risk and Fraud Prevention Tools

### **Online Customer Acceptance**

- Customer Is Presented
   Finance Agreement Which
   Includes Detailed Payment
   Information
- Customer Electronically Accepts Agreement and Makes Down Payment With a Bank Issued Debit Card
- Upon Successful Payment the Finance Agreement Is Immediately Emailed to the Customer

#### **Merchant Notification And Settlement**

- Merchant Receives Immediate Email Notification of the Completed Sales Agreement
- ▶ Details of the Sales Are Posted Real Time in the Merchant Portal
- ▶ The Purchase Price Is Settled to Merchant's Bank Account In 3 Business Days

## **APPROVAL AND OFFER SCREEN**



### Consumer Presented with Payment Options

### **Congratulations Mary!**

You are **eligible** for the following offer(s). Please **select an offer** to continue:



\$113.96 monthly in 12 payments

More details



\$222.22 monthly in 6 payments

More details



\$336.13 monthly in 4 payments

More details

# RETAIL INSTALLMENT DISCLOSURE & ACCEPTANCE



Type of Offer:	Loan
Purchase Price	\$1,200.00
Monthly Payment:	\$113.96
Number of Payments:	11 payments
Down Payment Due Now:	\$113.96

<sup>\*</sup> The number of payments does not include the down payment.

ANNUAL PERCENTAGE RATE	FINANCE CHARGE
The cost of your credit as a yearly rate	The dollar amount the credit will cost you
29.65%	\$167.52

Amount Financed	Total of Payments	Total Sales Price
The amount of credit provided to you or on your behalf	The amount you will have paid after you have made all your payments as scheduled	The total costs of your purchase on credit, including your down payment of \$87.66
\$1,086.04	\$1,253.57	\$1,367.52

Please agree with the terms at the bottom of the contract in order to proceed.



## **Rent To Own Disclosure**



1. Description of the Property:

NamePurchase Price1 Electric-Wheelchair-and-Scooter-Lift\$1775.00

2 Initial Rental Payment. Your initial Rental payment due when you sign this Agreement includes the following charges:

Initial Rental Payment	\$208.34
Delivery & Handling	\$0
Tax	\$13.02
Security Deposit	\$0
Total	\$221.36

This Initial Payment covers one month and is due when you sign this Agreement. After the Minimum Initial Two-Month Term, you have three options: (1) you can continue using the Property by making a rental renewal payment in advance; (2) you can purchase the Property (see item 4 below); or (3) you can return the Property to us with no further obligation, except for any past due payments due and any liability under item 5, below. For payment options, see Consent to Debit Card Authorization, attached.

3 Rental Period Dates and Renewal Payments. Monthly renewal payments shown below are due in advance on the 22nd day of each month that you choose to renew this Agreement. Renewal payment dates may vary from 1-3 days in months that have fewer than 31 days. If the renewal date falls on a weekend or a holiday, your renewal payment is due on the Friday before.

Regular monthly rental ra	te \$208.33
Tax	\$13.02
<b>Total Monthly Payment</b>	\$221.35

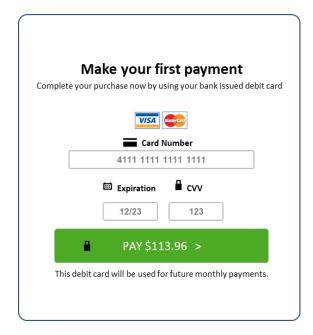
Taxes are subject to changes in the applicable tax rate.

4 Rental-Purchase Ownership. You do not own the property. You are not obligated to renew this agreement in any way beyond the initial term. You do not obtain any ownership rights until you have paid for the Property in full by making 12 monthly payments plus any other charges you owe us for a total of \$2,656.21 (Total Cost). The Total Cost includes tax, but does not include certain other charges which are explained below.

Or, if you have made all renewal payments when due, you may purchase the Property at any time by exercising your Early Purchase Option (EPO). Your EPO Price will be the lesser of (1) the Cash Price less 50% of all rental payments made (not including any taxes or fees) plus tax and any unpaid amounts you owe us or (2) the total amount of remaining rental payments, plus tax, plus any unpaid amounts you owe us.

# **DEBIT PAYMENT PROCESS & CONFIRMATION**





Congratulations Mary, your financing has been confirmed!

You may contact us regarding your account at 888-313-7842 extension 2 or email customerservice@securepaymentsystems.com.

Close

FOR THE DOWN PAYMENT AND RECURRING CHARGES

TRANSACTION COMPLETE

AGREEMENT EMAILED TO CONSUMER

MERCHANT PORTAL UPDATED

## **EZPAY MERCHANT APPLICATION AND SET UP REQUIREMENTS**





□ Completed EZPAY Agreement
 □ Current Bank Statement & Voided Check
 □ Photo ID of Business Owner
 □ Proof of Business Document(s)

☐ Google Street View Link or Photos of Business

### **Post Approval**

- ✓ Merchant Portal and Web Link Credentials Sent to Merchant via Email
- ✓ POS Promotion Material and Welcome Kit Shipped
- ✓ Merchant Contacted and 20 Minute Training Call Scheduled