MODERNWORLD™
BUSINESS SOLUTIONS
mwbsolutions.co.uk

THE PORTAL

Watch Explainer

AT THE HEART OF YOUR BUSINESS - THE MODERN WORLD PORTAL

Our ethos is to offer merchants choice and transparency, while giving our partners autonomy over their portfolio. In order for us to do all of this, we've created something previously unseen in the industry.

A WHITE-LABEL SOLUTION

The portal is a white-label solution, which means that all aspects of it can be branded according to the partners business. This allows, for example, the generation of quotes showing a partner's unique branding and company colours. This can also be tiered, which means that if a partner has resellers, each can be given a unique login.

Our Partners Say

> The quote builder is one of my favourite features on the portal. I simply fill out a form, pick an acquirer, pick the hardware and the rates I want to offer - and it generates a branded quote in a PDF for the potential client. Using my iPhone, I can do it all in under a minute.

THE PORTAL

Our portal has been designed as a one-stop shop for partners and resellers. From lead management, quote generation and pricing all the way to CRM and revenue monitoring, the portal will allow partners to run all aspects of their merchant service business.

The portal is based on three key values:

1. Transparency
2. Choice
3. Autonomy

Transparency

1

We want merchants to be 100% happy with the products and services they receive from us. In order to achieve this, they need to know what they are signing up for in the first place.

Each quote produced using the portal provides all the information regarding the deal they are offered. There are no concealed costs, hidden fees and no small print.

This protects both the merchants and the partners offering the deal, as it means there will be no nasty surprises down the road.

The portal also offers complete transparency in all interactions between Modern World and its partners, from the minute a lead or application is entered into the system, to the point at which partners are getting paid. Partners have, at all times, all the information they need at a touch of a button.

Our Partners Say

> The way the quotes are generated give me peace of mind that I've disclosed all the relevant information at the point of sale. It negates the 'you didn't tell me that when you sold it to me' arguments that sometimes came down the line.

Choice

2

Historically, ISOs would only have one or two acquirers, from whose products, services and payment rates they would be able to create quotes for merchants. The Modern World portal revolutionises this approach, offering partners multiple acquirers, each with their own USPs and appetites for risk.

Using this wide range of acquirers, our partners are able to create highly personalised packages - from hardware solutions to payment plans - for the business they are looking to secure, in which ever sector they operate in.

The easy-to-use portal allows partners to view, pick and then present to merchants the best available deals and bank to suit their particular needs.

Our Partners Say

> The way the quotes are generated give me peace of mind that I've disclosed all the relevant information at the point of sale. It negates the 'you didn't tell me that when you sold it to me' arguments that sometimes came down the line.

Autonomy

3

As well as striving to turn merchants into long-term, satisfied customers, we also want to have our partners stay with us long-term. To ensure this, we give partners total autonomy over the deals they strike with merchants.

The portal allows partners to set every aspect of the deal they offer to a merchant – from the commission on hardware to the level of residual income.

This way, each partner is in complete control of their own revenue streams. The portal also provides accurate, up-to-date monitoring and reporting of income levels, allowing partners to understand which deals work well. This data can then be utilised to advise future quotes to merchants.

> Our mission with the portal is to create a fintech tool that is adopted by resellers of acquiring and payment services. The portal gives them a full toolbox of acquiring banks and hardware products, meaning that the misselling nature – so prevalent in merchant services in the past – will hopefully be gone forever.
>
> **Warren Whitfield**
> **Founder**

BUSINESS REPORTING - ALL IN ONE PLACE

The portal gathers data from across the business estate, collecting it all in one place. From the amount and values of transactions put through a merchants terminals and hardware, to the amount of residual income from each client, it's all there.

This means that, through their personalised dashboard, our partners can use the portal to compile accurate reports on all aspects of their business - at a very granular level, if they wish.

Partners will also be able to see exactly what they have earned and where the revenue is coming from. This data can be pooled and viewed in a number of different ways on the portal, in order to help inform business decisions. For example, a partner can see how much each acquirer is contributing to the earnings. As part of our commitment to transparency, partners will also see exactly how much their estate has earned Modern World.

THE REPORTING DASHBOARD

1

Through their dashboard, partners have quick access to all the info they need, including:

- Current status of leads
- Quotes sent out
- All live applications - and their current status
- All deals secured with merchants

Mobile Friendly

2

The dashboard also holds all information on the hardware across the estate, including the ability to view it by:

- Each acquirers estate numbers
- Average hardware rental
- Average terms on hardware
- Latest deals
- Merchant Category Codes (MCC)
  (the types of businesses in the estate)

Our Partners Say

> The portal's reporting tool is a great asset and allows me to quickly react to data. It might show that there's a lot of hardware nearing end-of-life, which needs to be replaced. Or that merchants in certain sectors are doing particularly well - so I might want to consider a targeted marketing push. The portal enables me to be proactive in my approach to managing my business.

3

Quotes

The white label quote system makes it easy for you to quote your merchants quickly, professionally and ethically.

- Generate quote in 30 seconds
- 100% white labelled
- Professional PDF deployment
- Delivered from white label email
- Easy quote management through runway

See Sample Quote Here

4

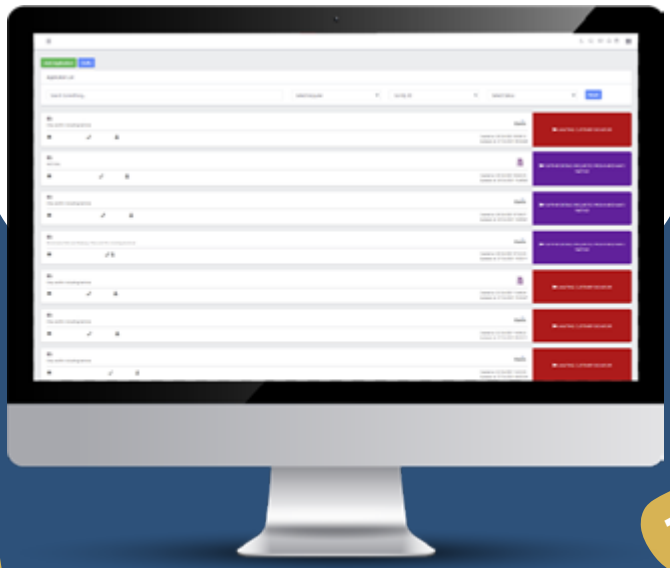
Applications

Making it easy for you to select the right solution for your merchant and placing the relevant application quickly and efficiently.

- Live status of every application
- Live communication on every application
- Notifications on status changes or notes
- Email notification on all notes an status changing
- Direct integration and E-signing for Elavon for ‘Speedy Boarding’

RUNWAY

Once submitted a transparent communication line is open between you and us to keep you updated with the progress of your application.



STATUS LIST

Application has been received and ready for the team to process.

APPLICATION RECEIVED

Application has been picked by the team member and is being checked to ensure all docs and info required is there.

APPLICATION IN SCRUBBING AT MWBS HQ

SPEEDY BOARDING ONLY – this is to alert internal boarding team that a speedy boarding application has been submitted – app will be scrubbed and submitted to Elavon straightaway.

READY FOR AUTO BOARDING

4 APPLICATION IN SCREENING

Partner or application is considered high risk therefore calls to the merchant will be made to verbally confirm the terms of sale. App will not move to the next stage until the terms are confirmed to be correct.

5 FURTHER DETAILS REQUESTED FROM MERCHANT/PARTNER

Application has been scrubbed and further information is required for us to be able to begin submission.

6 AWAITING CUSTOMER SIGNATURE

Application has been keyed into the relevant banks portal and contracts have been sent to merchant for review and signing.

7 APPLICATION WITH ACQUIRER - QC DEPT.

Documents have been reviewed and returned signed, and submitted to the first stage of approval SLA of QC is 2-5 working days. With any returns the SLA begins again, so it is really important to ensure the correct information is provided.

Application has passed QC and is not with the second stage of approval risk. SLA is 2-5 working days.

8 APPLICATION SUBMITTED TO ACQUIRER - WITH RISK

Application has passed final stages of approval with the bank of choice and hardware can be ordered. Lease agreements submitted.

9 APPLICATION APPROVED

Hardware ordered and dispatched. Refer to the internal notes for tracking reference.

10 TERMINAL DISPATCHED

> This industry has been crying out for something like this for a long long time. It's amazing what these guys have achieved in such a small timeframe.

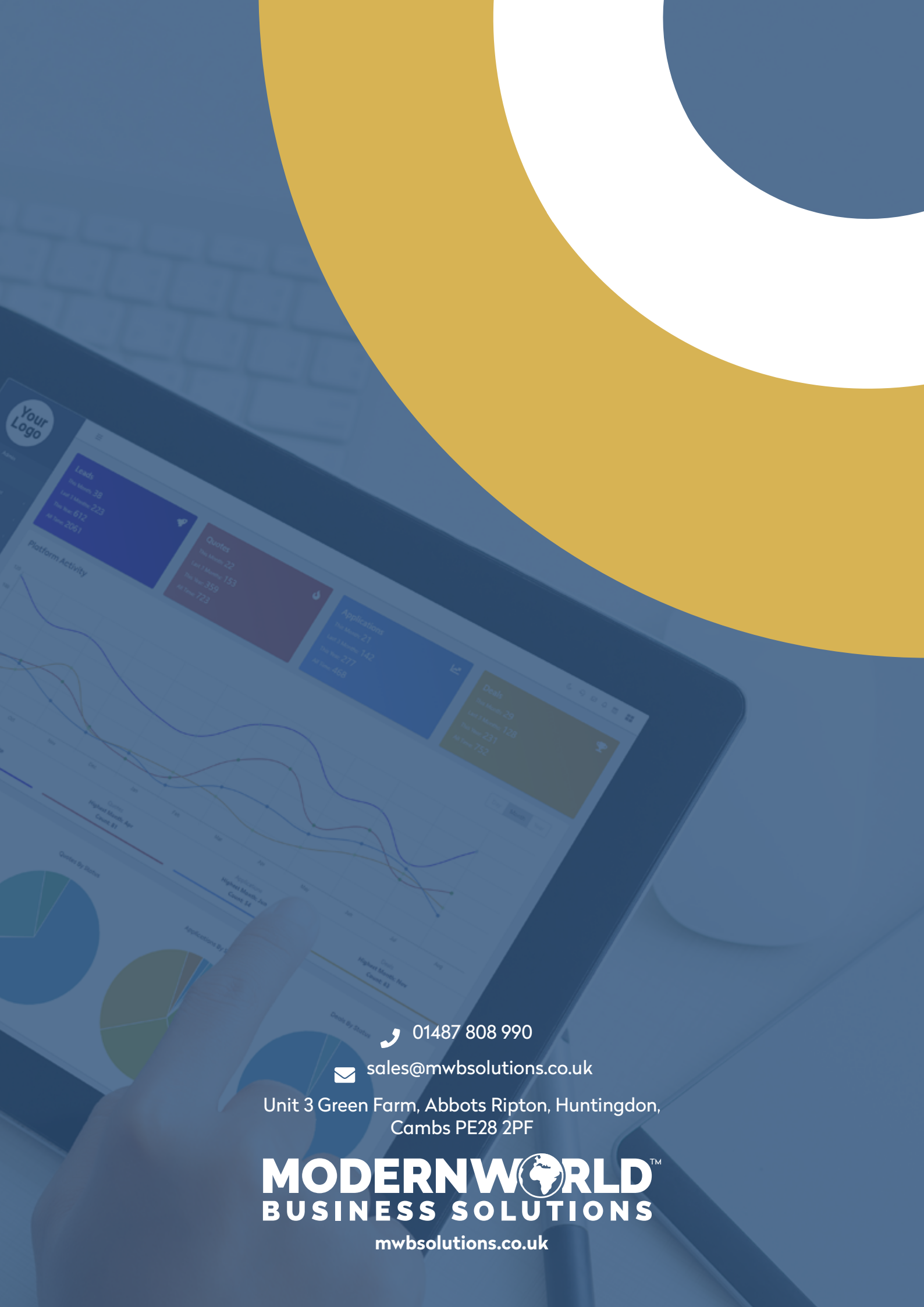
> I used to use 5 different ISOs for my merchants. I can now keep everything under one roof and all my reports are done for me. No brainer.

> If you want to start selling payments, there's no one else you need - simple as that.

WHAT OUR PARTNERS SAY

> The transparency of the platform is what makes MWBS stand out from anything I've seen before. You get a very refreshing feeling of honesty amongst the platform and the people behind the scenes.

> I'm blown away - the platform is amazing, but what is more exciting is the knowledge that these guys won't stop innovating and they are always improving the platform for merchants as well as the partners.



01487 808 990

sales@mwbsolutions.co.uk

Unit 3 Green Farm, Abbots Ripton, Huntingdon,
Cambs PE28 2PF

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