



# Optimizing Remittances Business & operations with Open Kubic

# Scope of action: operations issues

- Open Kubic has been developed to overcome the following issues:
  - Remittances agents do not have full access to their own business activity information.
  - The information received by the Remittances Companies is rarely tailored enough to the organization's structure and imperatives.
  - Operations often end up being managed with fragmented and unharmonious processes and tools.
  - Existing solutions are rarely web based and therefore complex, costly and with limited flexibility.

# Our offer: Open Kubic

## What is Open Kubic?

- **At its core, Open Kubic is an online database that captures and stores your activity live.**
- **This database is designed to match 100 % your business structure and your operational network at all times**, with unlimited geographic scalability. In short, a database matching your own business reality.

## How is it working?

- All of these functionalities are:
- **Centralized into one a single easy to use tool**
- **Hosted and owned by your organization**
- **User friendly and highly customizable**
- **Safe** (i.e. Https, Digital Certificates, MD5)

## What to expect?

**A dramatic reduction of time/cost allocated to Remittances operations and an access to new and essential business information**

## What is it doing?

- **With Open Kubic you can revolutionize the way you handle your daily business:**
- **A substantial fraction of your operations** (network management, settlement, network reconciliation) **and accounting activities** (with any Remittance Company and each of your sub-contractors) **become automated or semi-automated.**
- **Automatically generated reports provide, real time, the information you need when you need it** (identification and resolution of exceptions, cash flow management, business intelligence, etc.).
- **Complying and adapting to your CSC processes or standards at all times** is becoming fast and simple.

# How Open Kubic covers these needs?

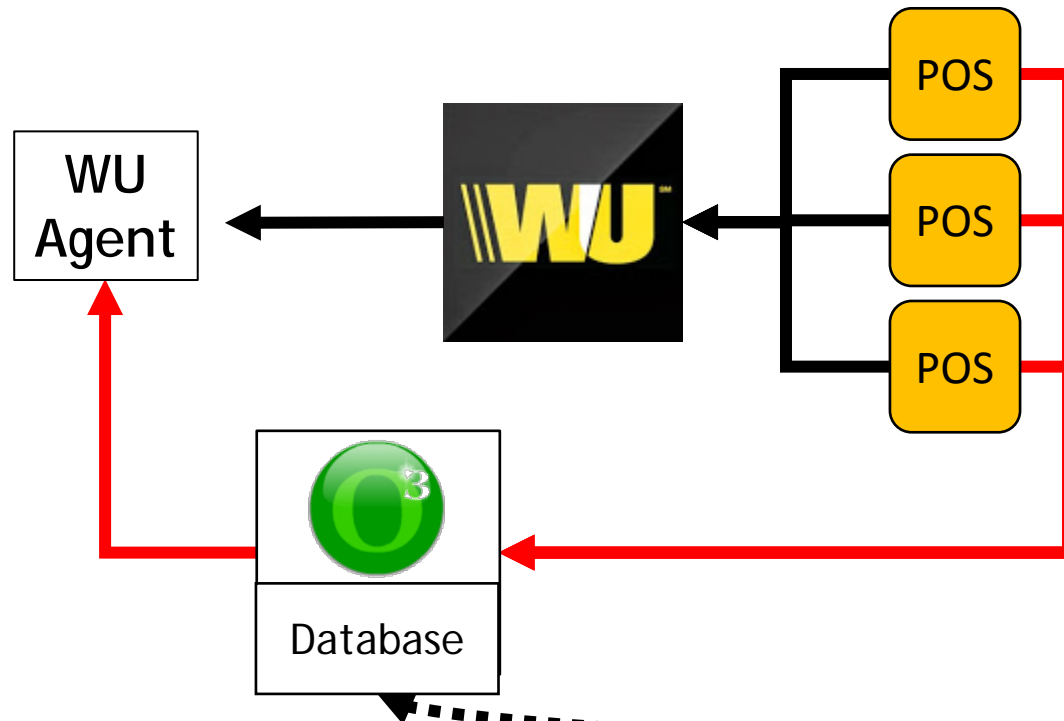
Open Kubic is composed by two main functional units or components:

- 1) Operations Recorder Component
  - The Operations Recorder Component records in the Agent's Database each transaction performed from each Point of Sale, once The Remittance Company has approved and registered on your own server.
  - This component may be a traditional executable program for client-server environments or a set of Web Services for web based architectures.
  - Both component types work in the same way to record a transaction: "appears in the middle" of the original transaction process circuit, taking the control for a few seconds to record the operation on our Database. After that, the control is returned as appropriate.
  - It's important to note that the time when the component takes control of the processing is immediately after The Remittance Company has approved the operation in your own server.
- 2) Back End
  - Web Application that allows the operative's configuration and the execution of the processes required to manage the business.

# Your activity is captured & stored live

With Open Kubic, each transaction started or ended from any of your network's POS and accepted by the Remittances Companies' server, is recorded immediately in a Database that you own.

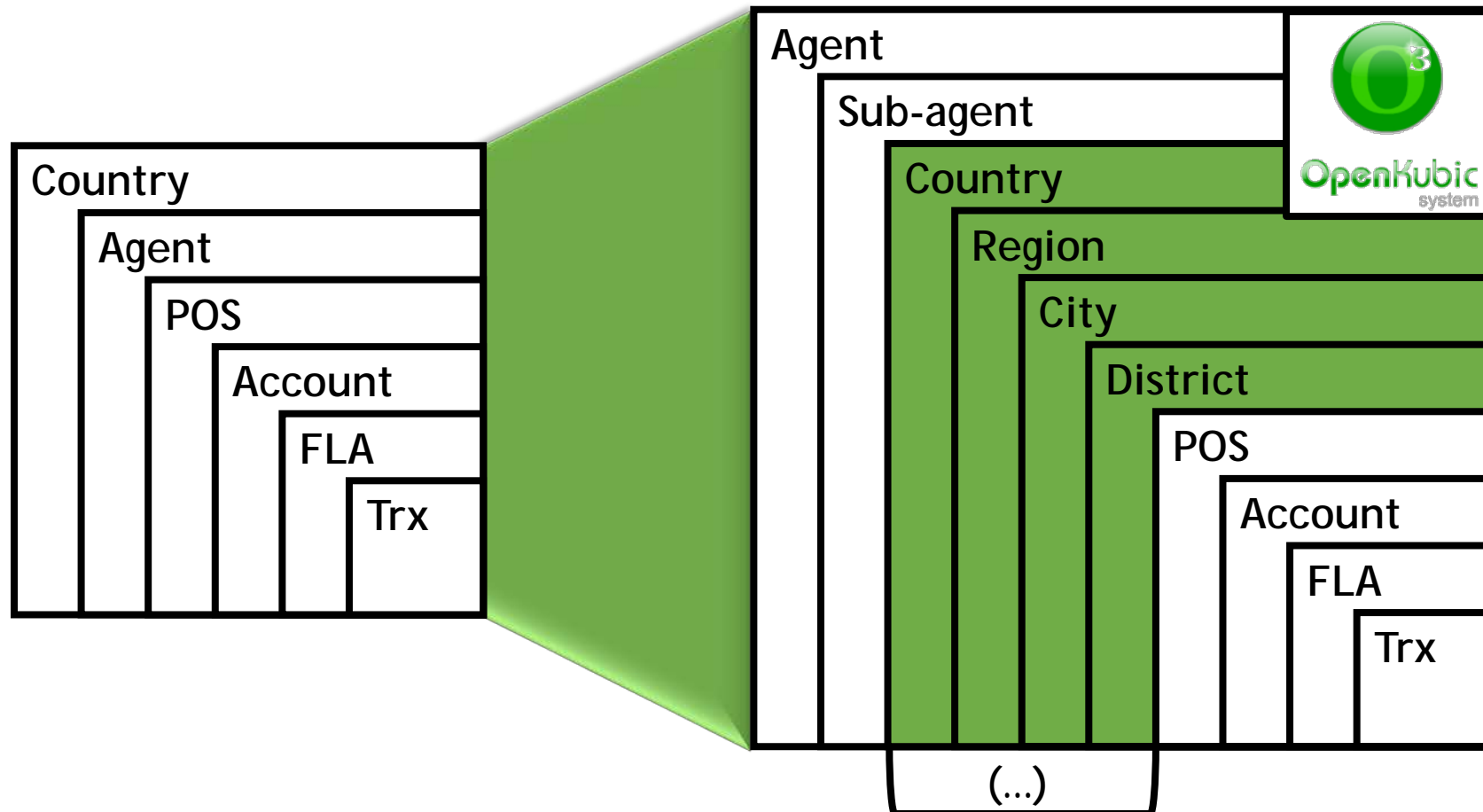
Transactional information flow with Open Kubic (Western Union's case)



*Owning the information  
is the gate to your WU  
operations' optimization.*

# The information is instantly reshaped to match your daily business reality

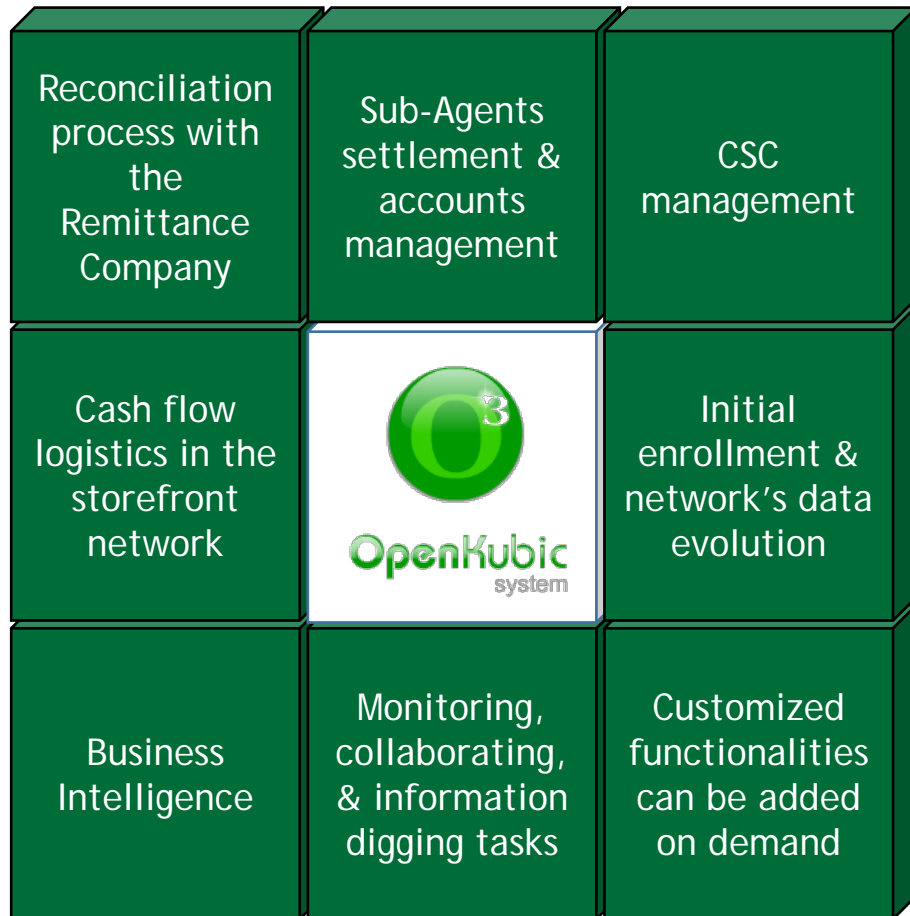
The transaction information is reshaped according to your own business structure & needs. The database adjust to your network evolution, at all times, with unlimited geographic scalability.



*unlimited geographic scalability*

# Centralize and harmonize your operations

With Open Kubic everything is concentrated, functionality and information.  
All your operation management is done with an unique application and data repository.

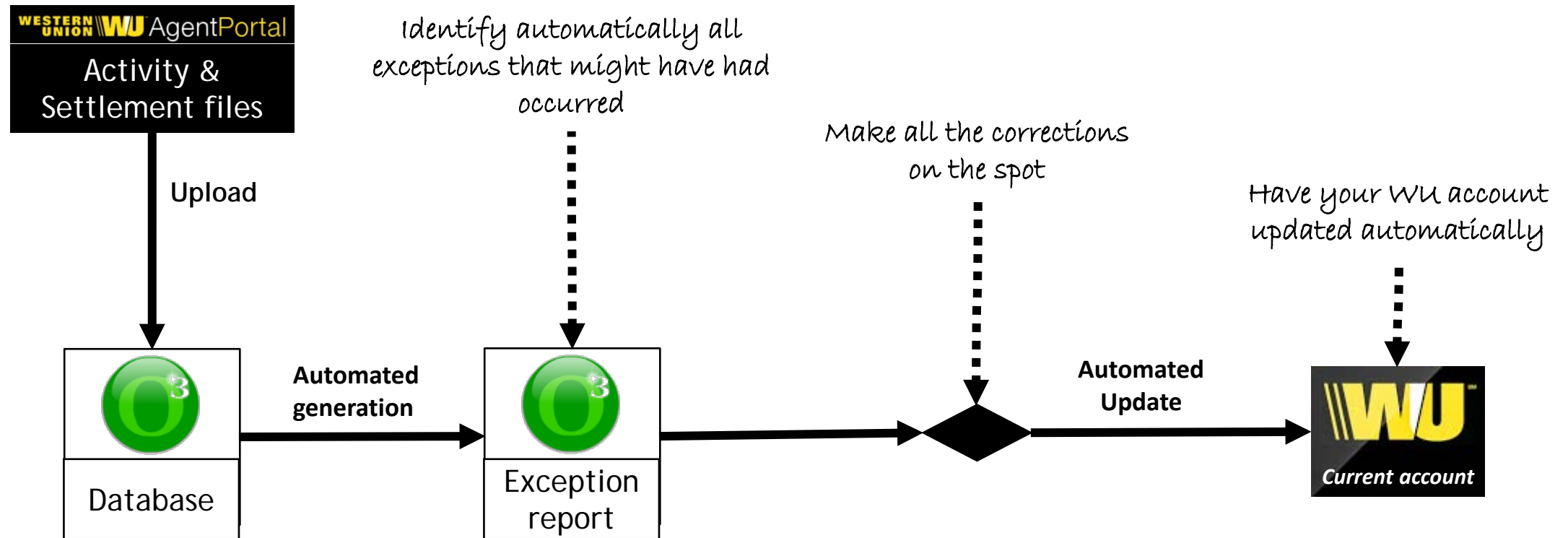


7 different WU processes are positively impacted by Open Kubic's implementation

# Automate your settlement process

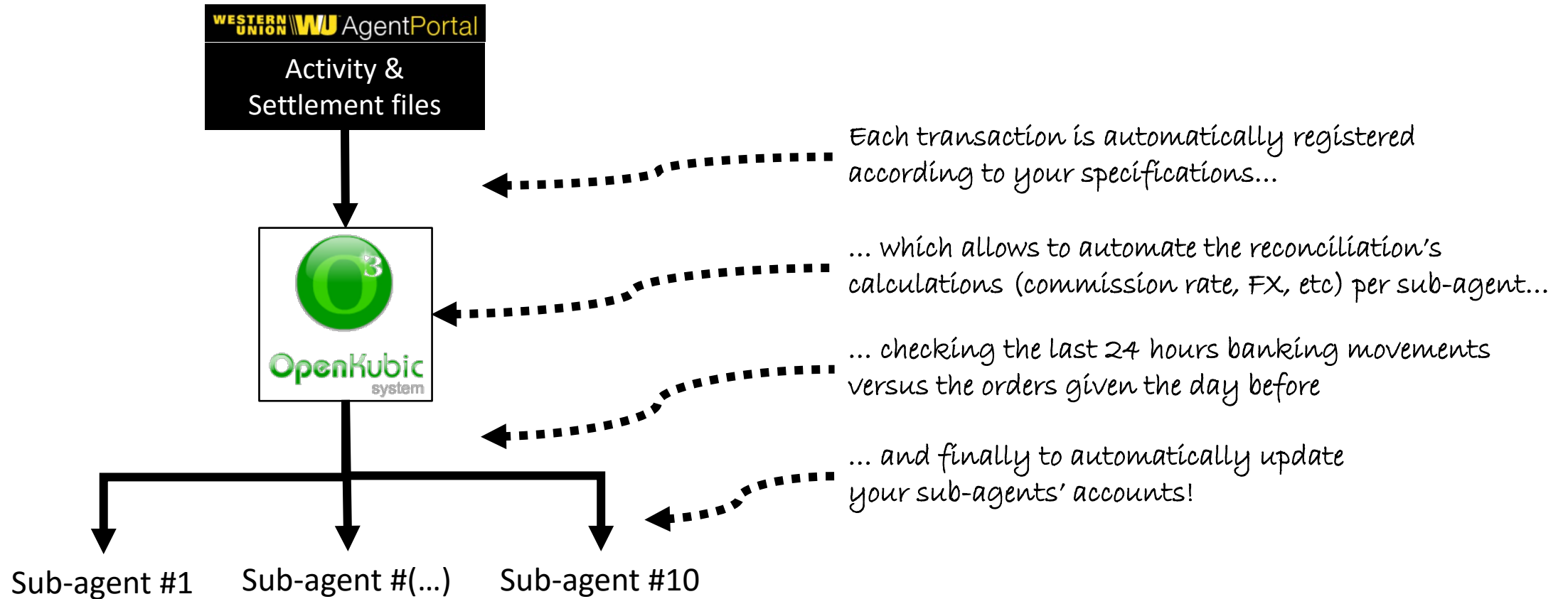
## Western Union Case

Reconcile the transactions performed from each your POS against the Activity and Settlement files sent by WU daily, to feed automatically your WU current account.



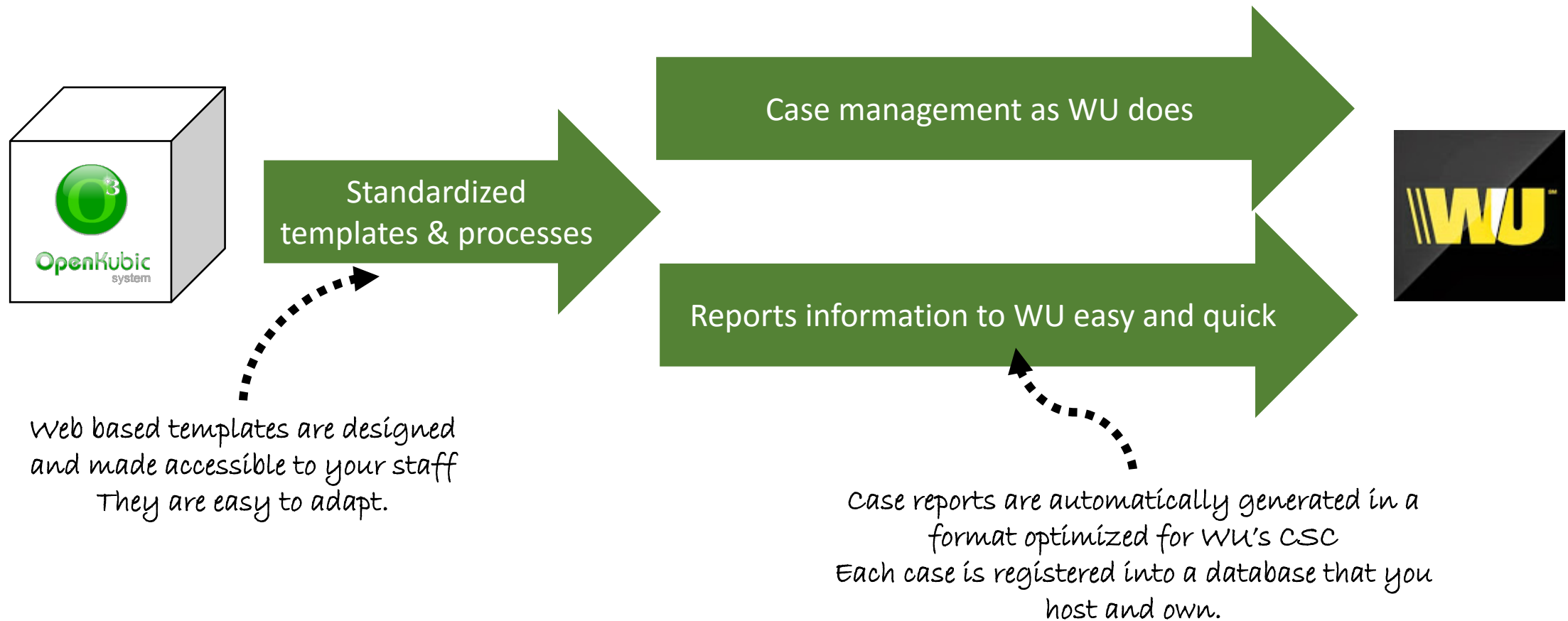


Your daily reconciliation process time is dramatically reduced

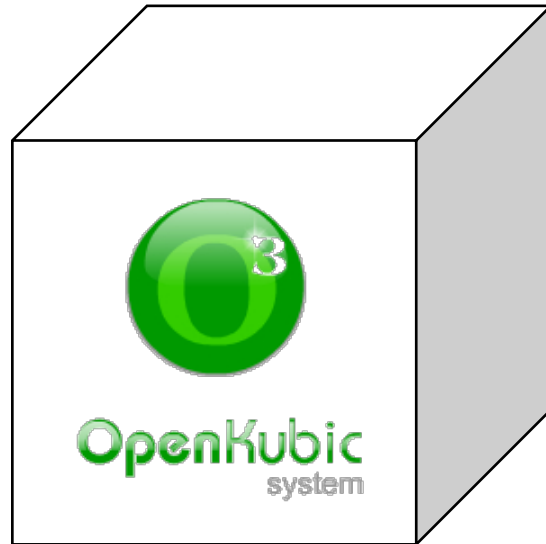


# Improve your CSC management

Keep yourself aligned with the WU's guidelines CSC's (Customer Services Center)



With Open Kubic, it takes 5 minutes to make all calculations and list the cash management tasks, whatever the complexity is.



Open Kubic is:

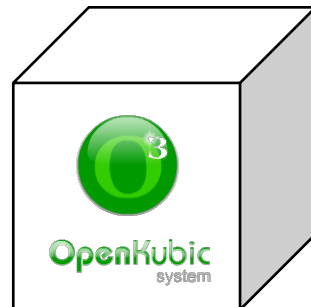
- Reducing the exposure to risk by 24 hours.
- Allowing you to monitor cash movements live
- Significant time saving with the automatic calculation, with your customized rules, and the listing of the required cash movement operations.

# Identify and leverage new business opportunities

With Open Kubic reporting capabilities, unveil new business opportunities.

Which fraction of our business  
is coming from who?

Who is the FLA/POS  
of the month?



How are our main  
corridors evolving?

# Key Benefits of Open Kubic

1. Automate your reconciliation process
2. Simplify your Initial Enrollment & Network's data evolution management
3. Improve your CSC Management
4. Shorten your Sub-Agents Settlement Accounts Management processes
5. Monitor real time the cash flow logistics in the storefront network
6. Identify and leverage new business opportunities.
7. Improve the control and collaboration with one single interactive and web based platform

Thank you for your time & interest!