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# **NonStop Technical Boot Camp 2023 TBC23-TB65 A Firsthand Look at Payments in FSI**

**Martin Lomax, FSI Payments Sales Specialist, EMEA**  
September 2023

# Forward-looking statements

This is a rolling (up to three year) Roadmap and is subject to change without notice

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# Agenda

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**Introduction**

**Trends in the Payments Industry**

**The Impact on Traditional Retail Banks**

**How HPE can help**

**Q & A**



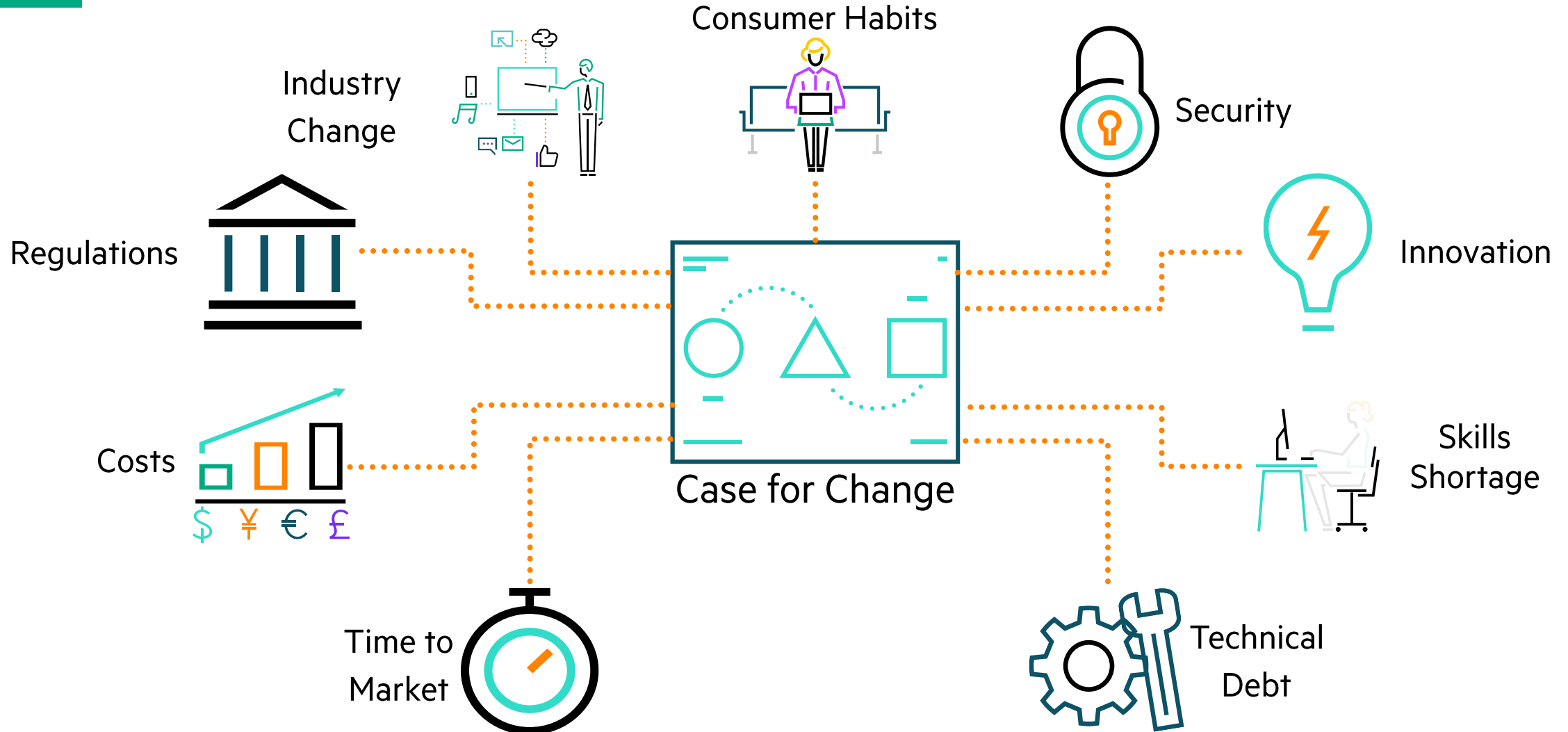
# Trends in the Payments Industry

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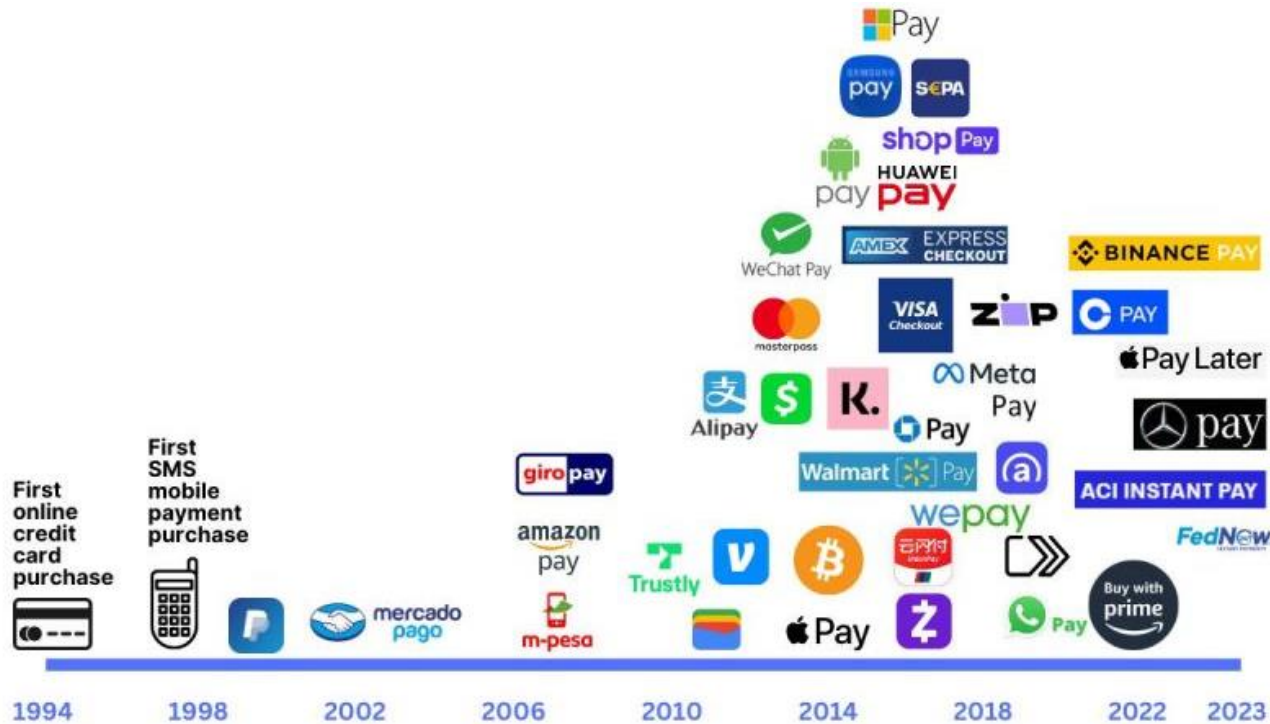


# The Changing Payments Landscape

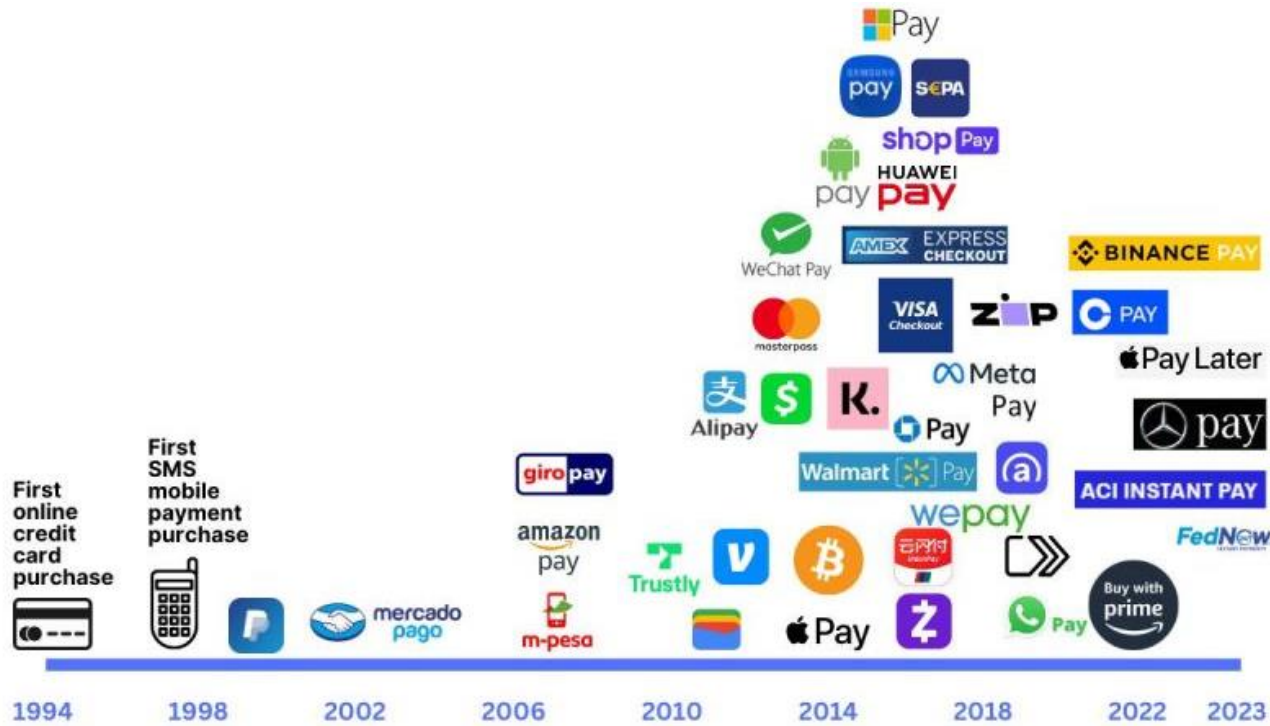
## Industry Drivers



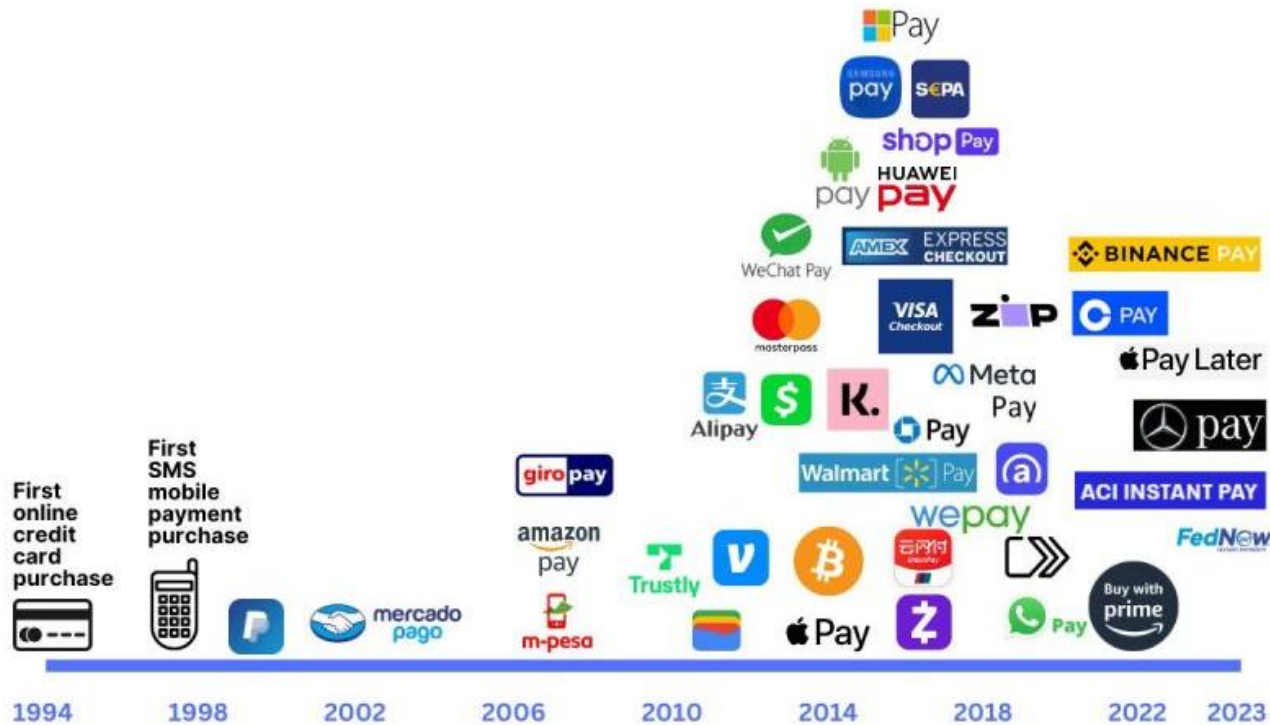
# Evolution of the Digital Payments Landscape



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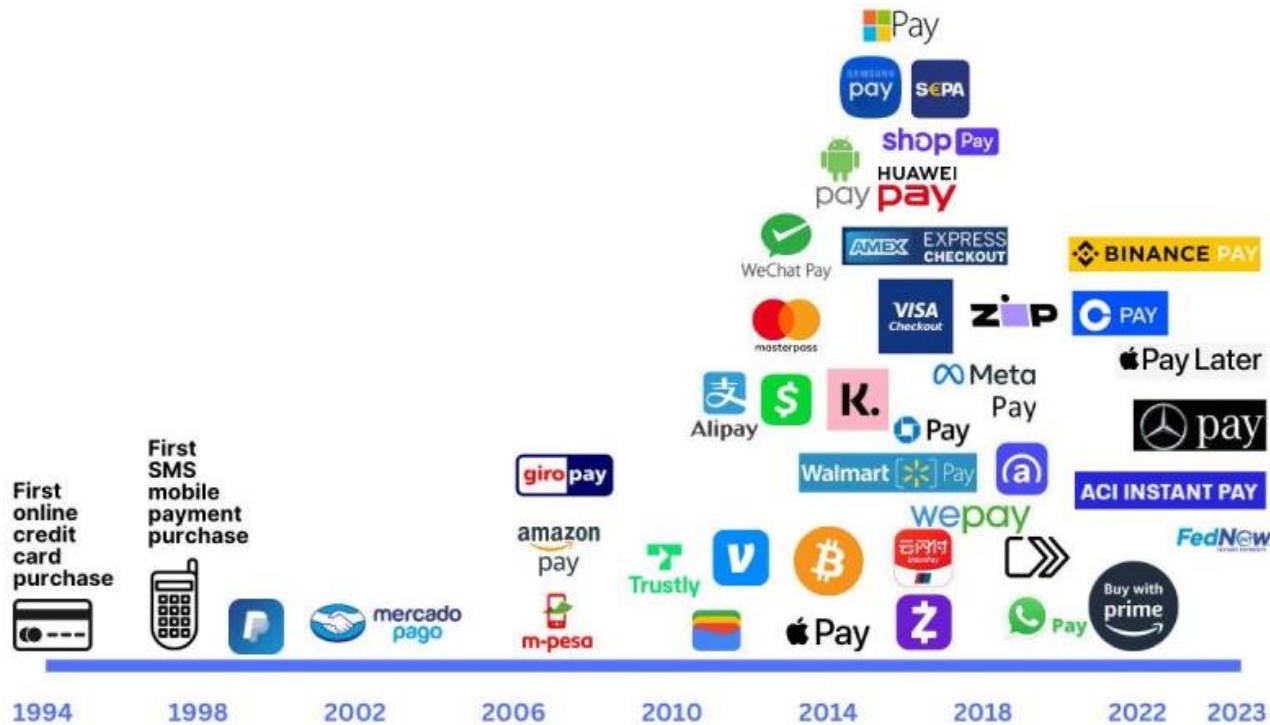


# PayPal™

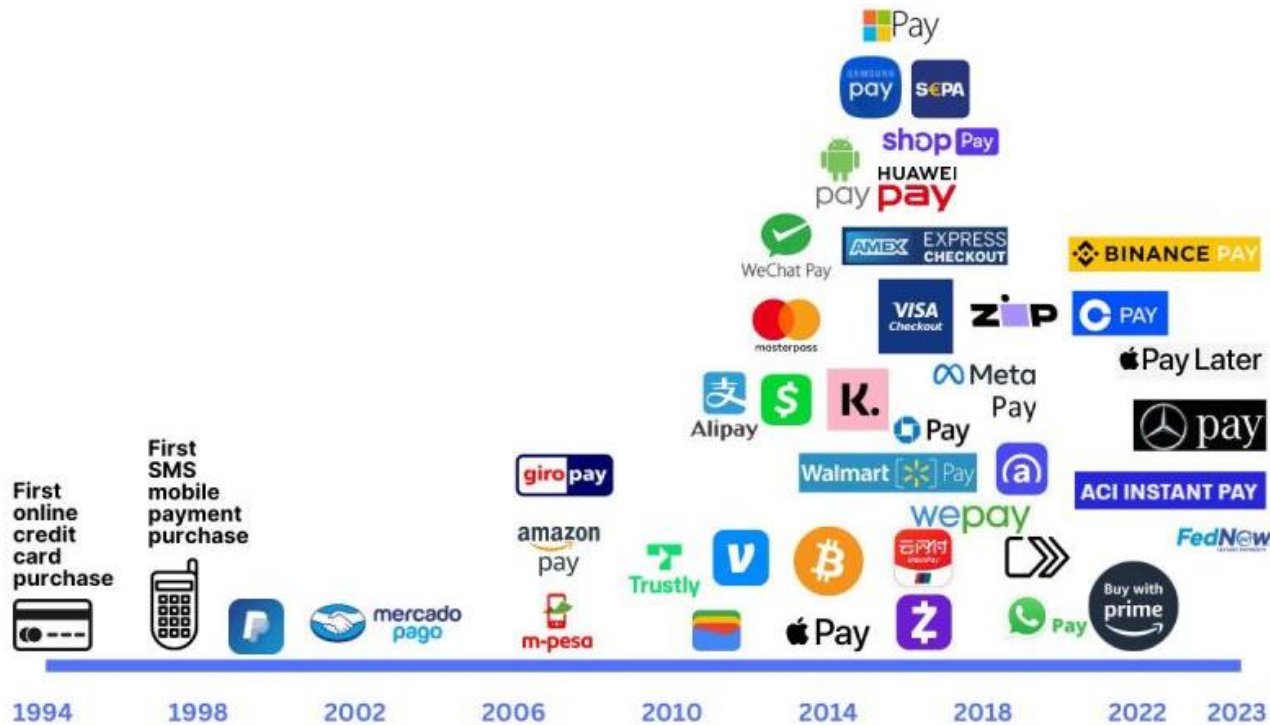




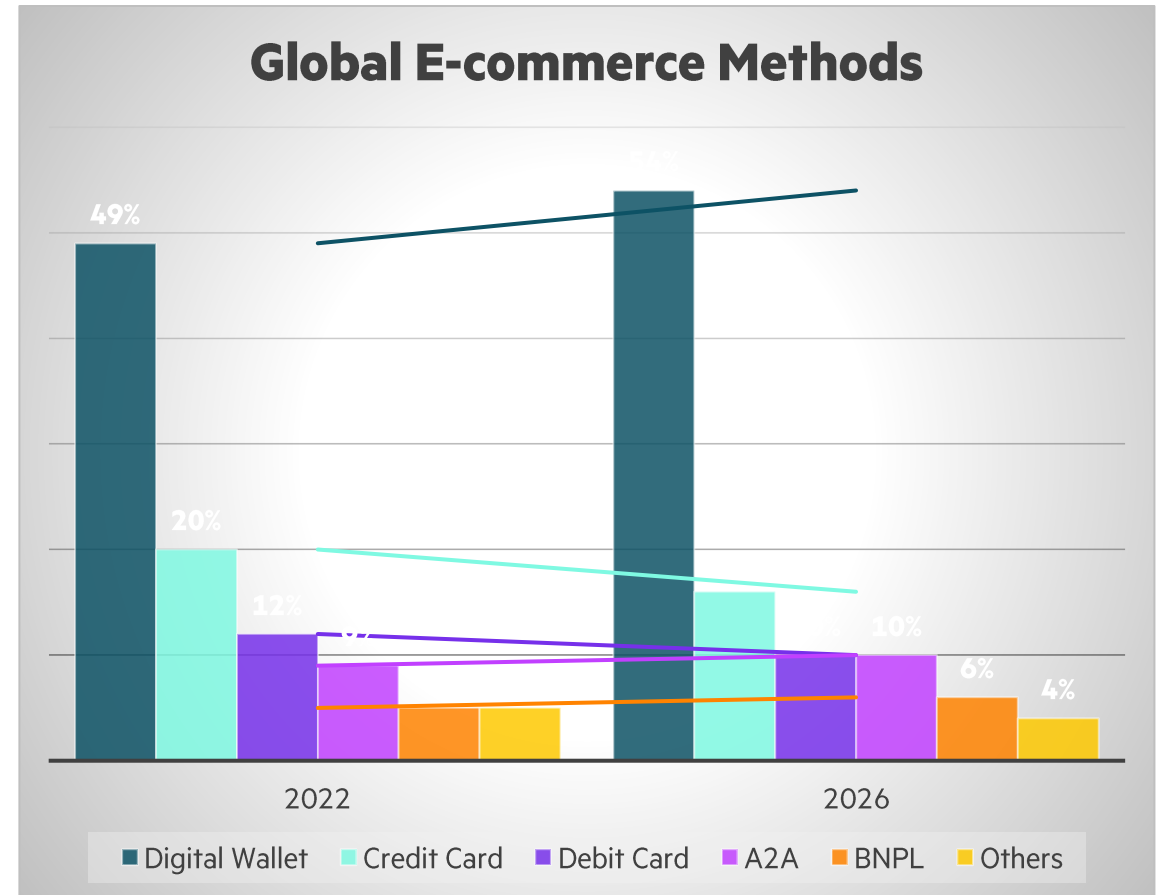
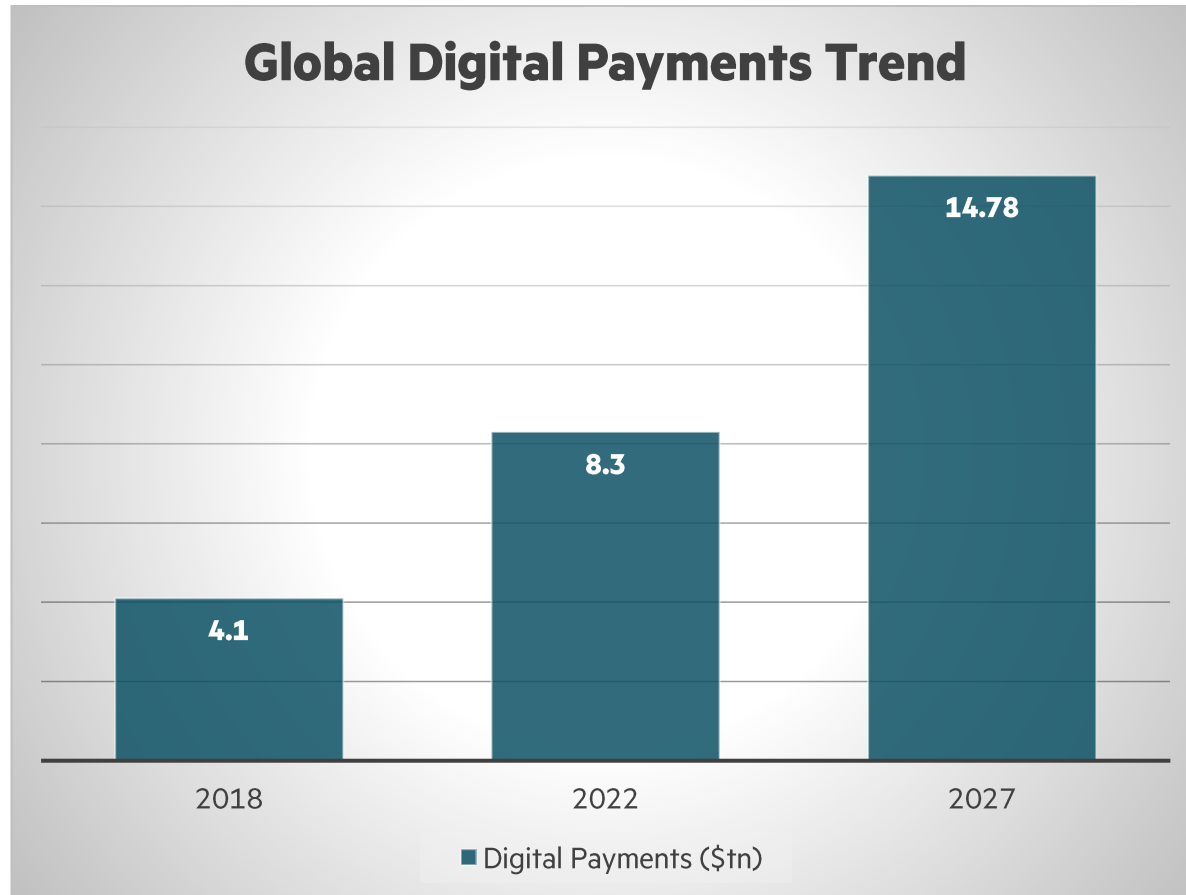
# Evolution of the Digital Payments Landscape



# Evolution of the Digital Payments Landscape



# The Rise of Digital Payments



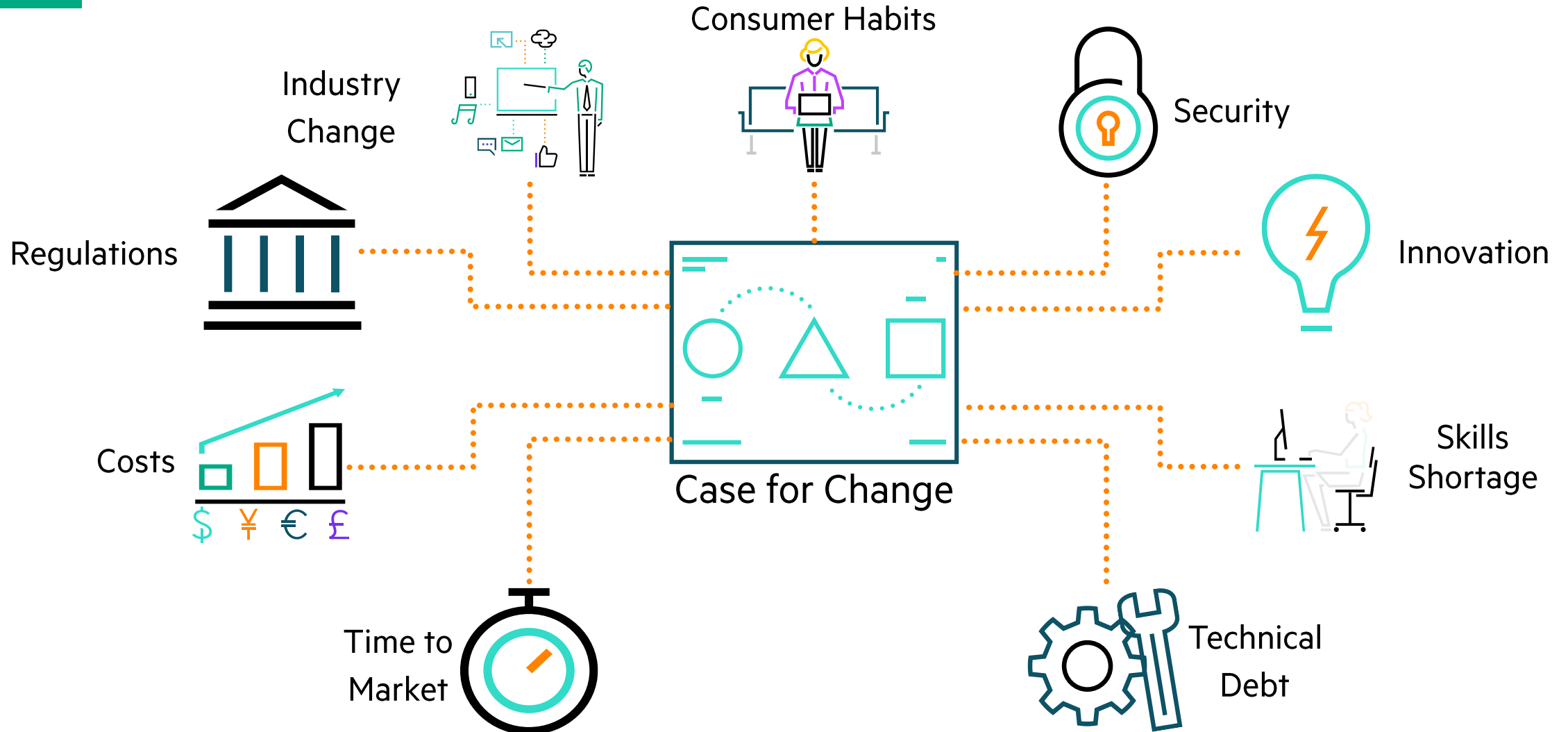
# Impact on Traditional Retail Banks

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# Why Change?

## Industry Drivers

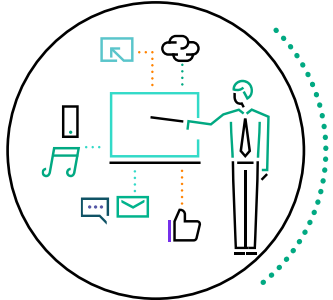


# How HPE can Help

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# HPE GreenLake for Payments



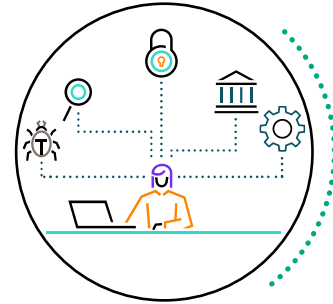
A **single supplier integrated solution**. Operated and managed by HPE experts with ownership of the full technology stack.



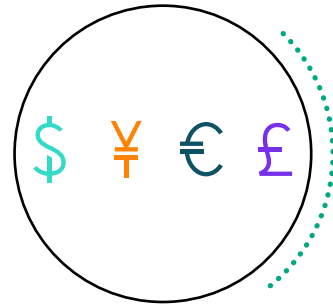
Delivers Lusia Payments' **industry leading Tango payments platform**. A modern platform deployed with over 60 FI's globally. Customised to exact requirements.



Hybrid cloud technology deployed on-premise and/or hosted. Gives your business agility, by combining **the flexibility of cloud consumption with the benefits of on-premises IT**.



Managed and operated using processes, procedures and tools required to **meet and exceed industry and governmental regulations and security standards** including PCI and DORA.

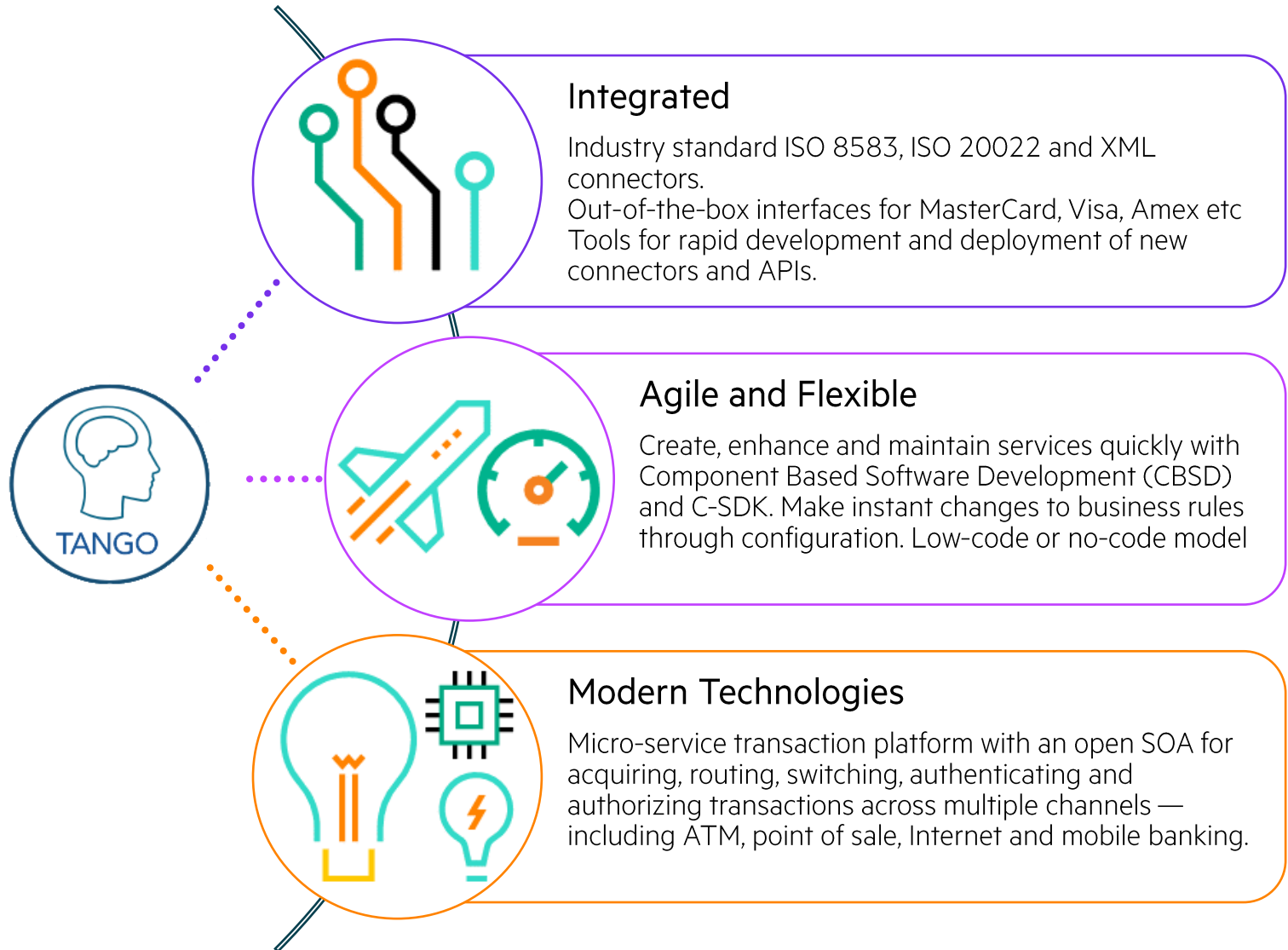


**Consumption based commercial model**. Reduce operational expenses and free staff to focus on core business activities.



# Lusis Payments Tango Payments Platform

# Lusis Payments





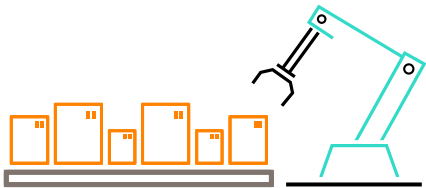
# The world is hybrid

## What about Payments?

70%

Multi-gen IT | Data sovereignty | Security & Compliance |  
Data costs and control | Latency, real-time decision making

Edge locations



Private data center



Colocation facilities



30%

Speed | Agility | Self-serve | Pay-per use

Public clouds



aws

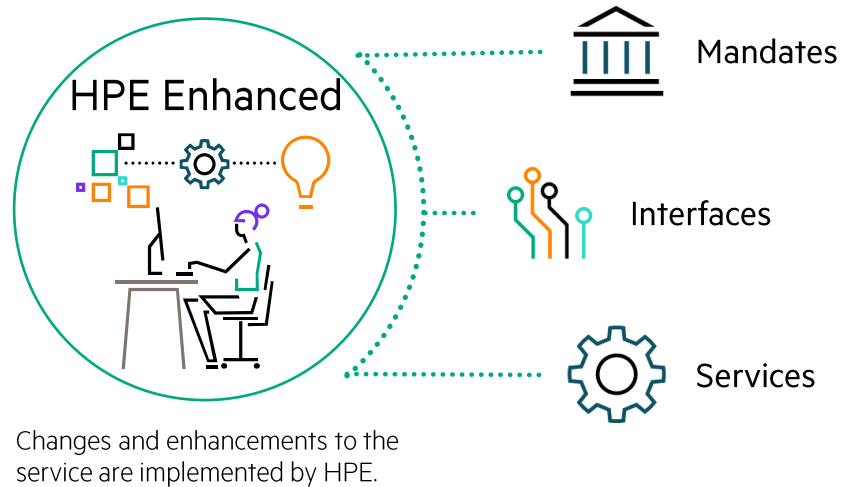
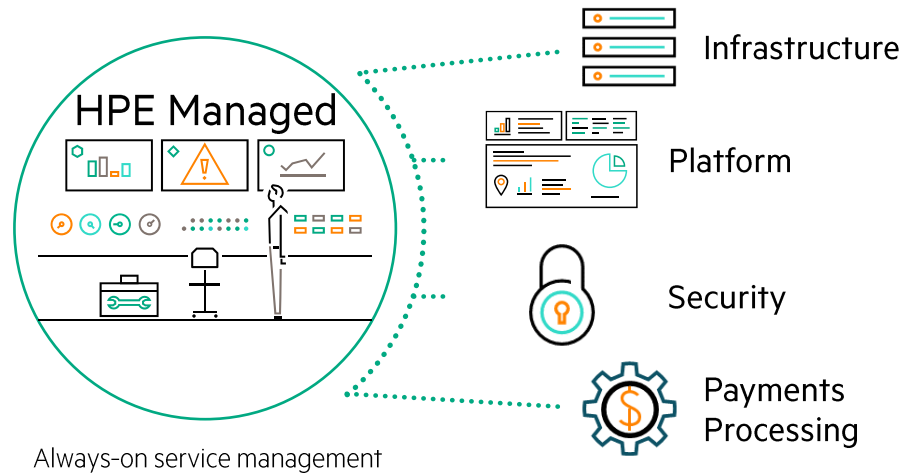
Microsoft Azure

Google Cloud

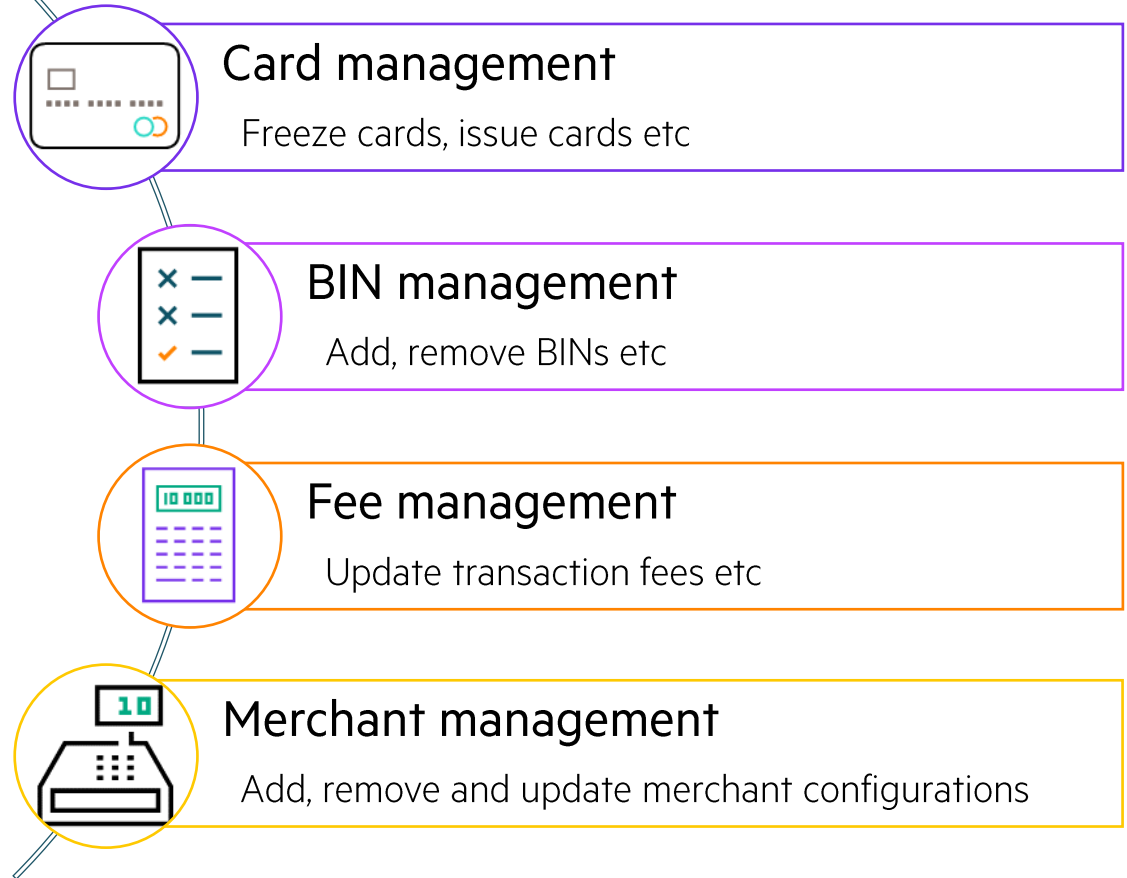
Alibaba Cloud

Source: Q2 Cloud Pulse Survey, July 2022, IDC

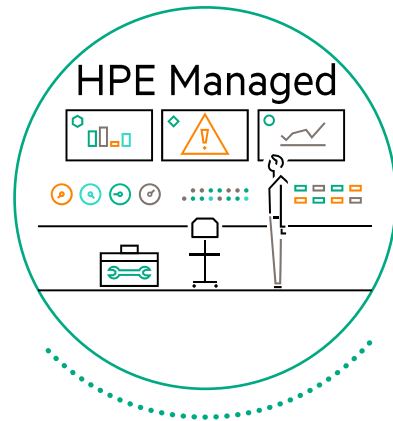
# HPE GreenLake for Payments Operations



## Customer Managed Day to day activities



# Service Management



- Fully-managed technology stack
- 24x7x365 Operations and Incident Resolution
- Proactive Maintenance
- Embedded, Security-first approach
- ISO-certified Business Continuity
  - Proven DR Methodology



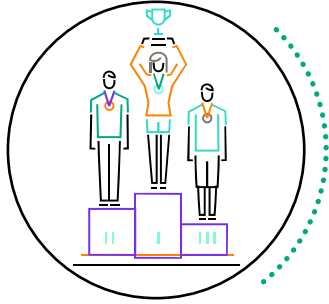
- Additional layer of Payments Engine services
- Fully-managed enhancements lifecycle
- All enhancements including:
  - New capability
  - BAU changes e.g. Mandates

Customer-centric Service Management and Reporting

High Availability (SLAs)

Governance and Compliance

# Why HPE GreenLake for Payments?



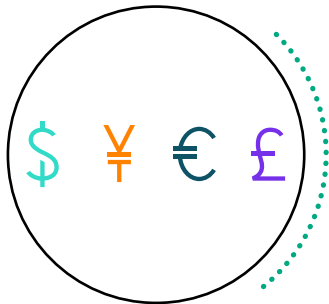
## Improved time to value

- ✓ Modern payments switch with an active roadmap and modern development tools to enable:
  - ✓ Faster migration from legacy systems
  - ✓ Faster implementation of new services



## Reduced Risk

- ✓ Secure, highly available and stable platform that's ready for the future
  - ✓ Proven HPE & Lusion technology trusted by the world's largest payments organisations
  - ✓ Deployed in the location of the bank's choosing
- ✓ Secure and abundant availability of skilled professionals to operate, maintain and enhance the system
- ✓ HPE covers migration project risk
  - ✓ Pay nothing until migration is complete



## Advantageous Commercial Model

- ✓ Pay nothing until migration is complete
- ✓ SaaS or PaaS model
  - ✓ Predictable quarterly consumption costs
  - ✓ Bank personnel can focus on core business tasks instead of IT system management activities
- ✓ Cloud like consumption model
- ✓ Flexible end of term options

# Questions

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# NonStop Partnership– It’s a Beautiful Thing!



# **Thank you for attending this talk**

## **TBC23-TB65 A Firsthand Look at Payments in FSI**

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