

# AFP<sup>®</sup> Annual Conference



— November 7-10, 2010 | San Antonio —

ORIGINAL  
ESSENTIAL  
UNBIASED  
INFORMATION



## The ACH Network: Opportunities for Corporate Users

Jan Estep  
President and CEO  
NACHA – The Electronic Payments Association

Yumi Clark  
Group Manager, Strategic Payments Initiatives  
Intuit

# What's New?

---

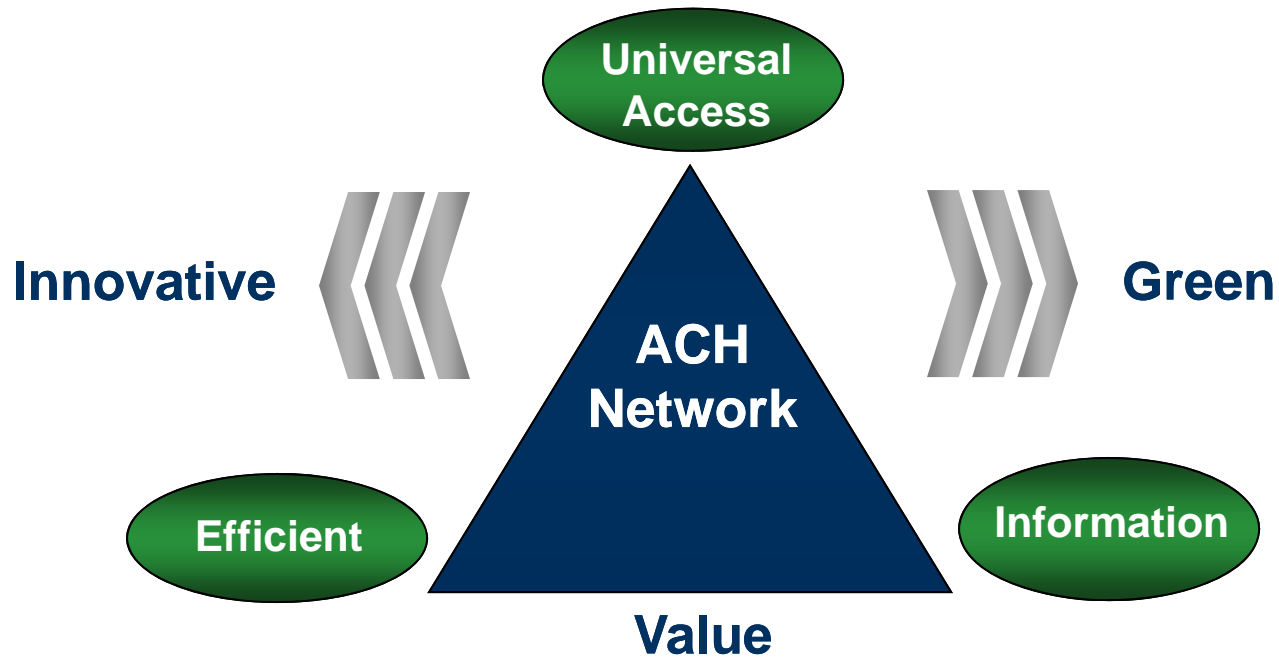


Can the past predict the future?

- No intermediary payment device
- Check conversion
- Direct deposit payroll
- 23 distinct SEC Codes with a multitude of unique uses
- Safe, secure, efficient
- Falling unauthorized debit returns

# How to Best Leverage the ACH Network?

*Enable participants to create valuable, innovative and green solutions by leveraging ACH core competencies*



# Where are we going?

---



---

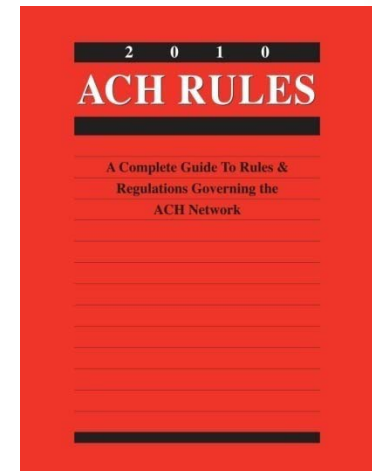
**AFP® Annual Conference**



# Support and Protect the Network

---

- *Rules* Simplification – effective 1/1/2011
  - User-friendly, re-organized by participant role
  - Rules Simplification resource page at [www.nacha.org](http://www.nacha.org)
  - New publication:
    - ***“Navigating the Simplified NACHA Operating Rules”***
- Enforce *NACHA Operating Rules* and identify trends
  - Promote sharing of information to help mitigate risk
  - Ensure all transactions are covered by the *Rules*
  - Monitor and adapt to new technology
  - “Don’t leave the keys at the doorstep”



# Fewer Fraud Attempts & Losses vs. Checks \*

- Of the victims of attempted ACH fraud, only 11% also suffered a financial loss
  - Didn't follow best practices:
    - No ACH positive pay / not timely return / online system not well protected
  - Smaller organizations were more likely to have suffered a financial loss from ACH fraud (18%), compared to 9% of organizations with annual revenues > \$1B
- Nearly 80% of organizations have fewer than 10 ACH fraud attempts per year

Payment Method	% subject to actual or attempted fraud	% with increased incidents	Payment method most responsible for losses
Checks	90%	89%	64%
ACH Debits	25%	11%	5%
Consumer Cards	20%	13%	20%
Corporate Cards	17%	8%	8%
ACH Credits	7%	3%	1%
Wire Transfers	3%	2%	2%

\* Source: AFP 2010 Payments Fraud and Control Study

# Use Electronic Payments and Tools

---

- “The survey results suggest that perhaps the single best way for organizations to protect themselves against payments fraud is to move away as quickly as possible from the use of checks for payment.”
- “While ACH and card fraud is not insignificant, the data...makes it abundantly clear that issuing checks represents the greatest vulnerability to payments fraud for organizations.”
- “Organizations large and small should be pushing hard and working with their banks, vendors and other suppliers, to eliminate this vulnerability by moving transactions to ACH and card payments.”

---

\* Source: AFP 2010 Payments Fraud and Control Study

# Approach to Fraud and Risk Mitigation

“Organizations continue to increase their use of controls that protect against ACH fraud.” (AFP 2010 Fraud Study) \*



1. Debit blocks (75%) \*
2. Debit filters (58%) \*
3. ACH Positive Pay (21%) \*
4. UPIC for credits (5%) \*
5. Separate accounts, separate PCs
6. Dual controls
7. Trusteer: Rapport

1. Daily account monitoring and alerts
2. Laru: ACH Vision
3. Fiserv: ACHeck for FraudLink On-Us, and Fraud Risk Manager
4. Operators – reporting of many types

1. Communicate rapidly
2. Rely upon specific contractual obligations
3. Reinforce proper utilization of available tools
4. Laru: ACH Clarity

Note: Prevention, Detection, Resolution Model – Trademark of Javelin Strategy & Research

# Looking to the Future

---

- **Capitalize on Payments + Information**

- Address Pain Points
- Capitalize Upon What We Have
  - Invest in the Future



# Have You “Gone Global?”

---



# Support of Our Global Economy

---

More than 97% of 266,457 U.S. exporters are small-to-medium businesses. \*

- IAT – International ACH Transaction –  
*...the information is available with the payment*
  - Compliant with regulations –
    - Everybody plays by the same rules
  - Interoperable with major global payment systems
  - Cost-effective solution to initiate international payments



\* Source: U.S. Chamber of Commerce

---

# “Don’t Leave Money on the Table”

---

- Global ACH: Cross-border payments through multiple in-country, non-urgent electronic payments systems
- Works best when:
  - Payment due dates are known in advance
  - Payments are recurring
  - Payments are cost-sensitive
- Benefits:
  - Reduce cost per transaction
  - Reduce business time preparing payment runs
  - No lost foreign drafts

---

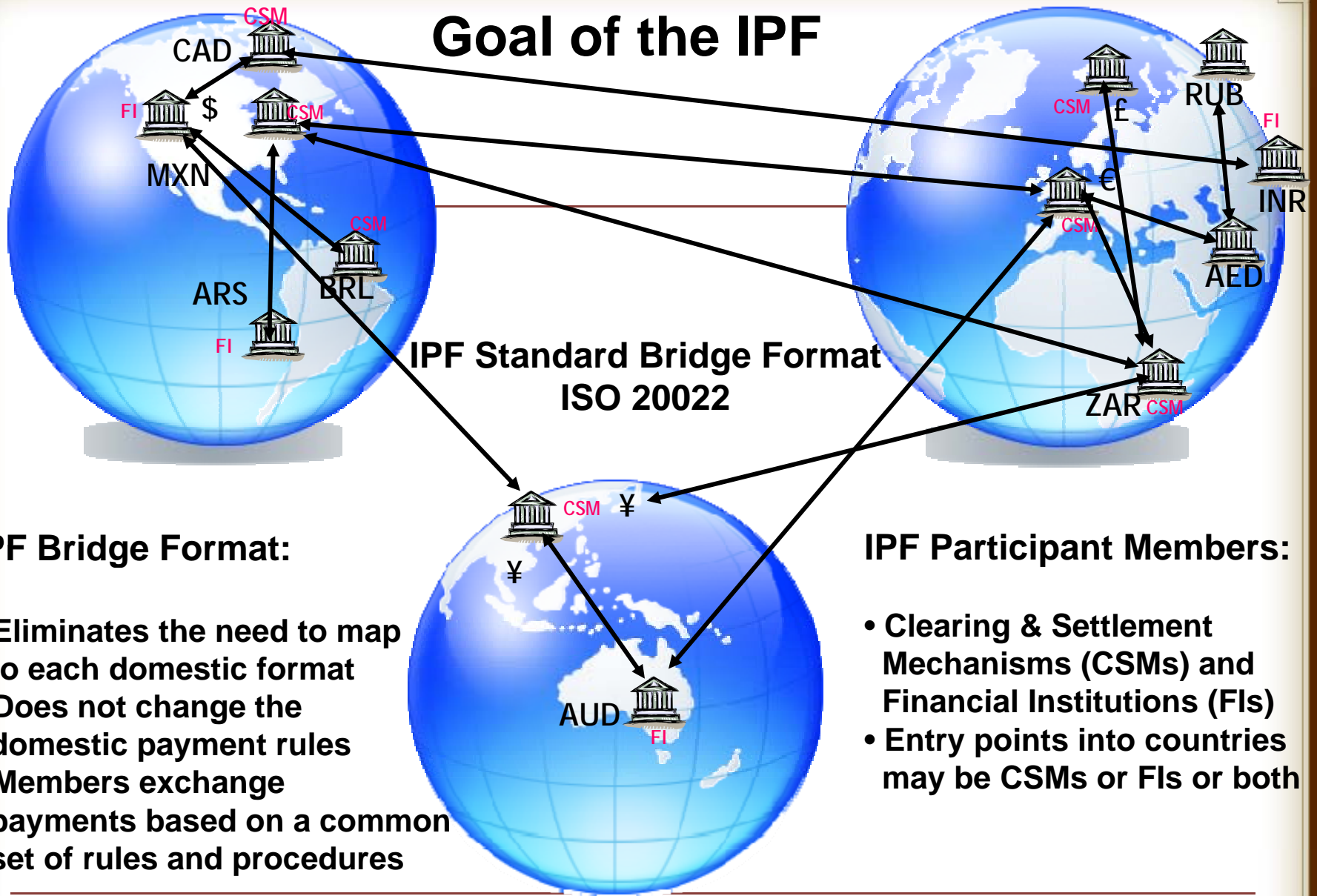
Source: “Global Payments: Money on the Table”  
Judd Holroyde, Wells Fargo, GTNEWS, 7/09

# FedGlobal ACH Payments

---

- New services utilizing NACHA cross-border format (IAT):
    - Geographies:
      - Send and receive credit payments to and from Canada and Mexico
      - Send debits to Canada
      - Send and receive commercial credit payments to and from Panama
      - 11 additional Latin American countries
    - New Applications:
      - Send funds to an unbanked receiver
        - Retrieved at a bank or trusted third-party provider service
      - IAT includes all data necessary for regulatory compliance
    - Leverage International Payments Framework
      - 22 European destinations
-

# Goal of the IPF



## IPF Bridge Format:

- Eliminates the need to map to each domestic format
- Does not change the domestic payment rules
- Members exchange payments based on a common set of rules and procedures

## IPF Participant Members:

- Clearing & Settlement Mechanisms (CSMs) and Financial Institutions (FIs)
- Entry points into countries may be CSMs or FIs or both

# U.S. – International Committee

---

- Subset of NACHA’s “Global Payments Forum” with goals to:
  - **Educate** FIs and their customers on all aspects of international payments
  - **Enable** financial institutions to leverage International ACH Transactions
  - **Influence** the development of international ACH payments in the U.S.
- Open to all industry stakeholders



**U.S. International  
Committee**  
A NACHA International Payments Program

For more information:

- Priscilla Holland [pholland@nacha.org](mailto:pholland@nacha.org)

# Concerned with Healthcare?

---

- Healthcare spending represents 17% of U.S. GDP
  - Congressional Budget Office expects the government to achieve \$11.6B in operational savings over the next 10 years \*
- Legislation calls for administrative transactions to drive simplification – both standards and operating rules to drive down administrative cost
  - Health Information Technology for Economic and Clinical Health Act (HITECH)
  - Patient Protection and Affordable Care Act (PPACA)
    - Health plans must certify compliance, or pay penalties
    - EFT is now considered a HIPAA transaction, and FIs must comply with HIPAA
  - 25 to 40 cents of every dollar spent on healthcare is consumed by administrative costs

Sources:

1) CBO Letter to Speaker Pelosi, from CBO Director Douglas Elmendorf, March 20, 2010

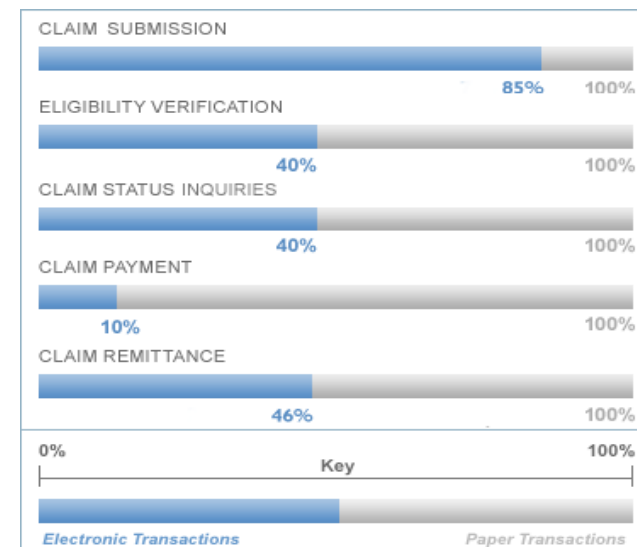
2) Sec. 1104, (b) (2) (C) of The Patient Protection and Affordable Care Act, modifying Section 1173 of the Social Security Act (42 U.S.C. 1320d-2)

---

# What is Needed to Move Forward?

- EFT standards and operating rules – reduce complexity and drive efficiency
- What is needed?
  - Payments plus information
  - HIPAA compliance
  - Education
- ACH Network:
  - Ubiquitous
  - Automatic reconciliation possible
  - Secure Network
- “Healthcare Resources” page now on NACHA website:  
[www.nacha.org](http://www.nacha.org)

*Current utilization of electronic transactions by type \**



\* Source: US Healthcare Efficiency index: <http://www.ushealthcareindex.com>

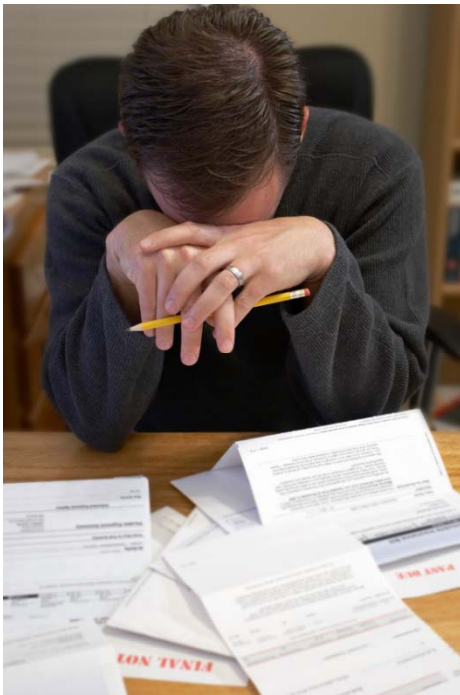
# EBIDS and PayOnly



- EBIDS (Electronic Billing and Information Delivery Service)
  - An Opt-In offering
  - Uses the ACH for payment *information* transactions (eBill enrollments, eBill maintenance, eBill presentment)
    - Existing infrastructure/standardized transactions
  - Allows billers to deliver electronic bills to their customers' online banking accounts via the ACH and to receive authorized credit payments through the safe and secure ACH to minimize risk
  - Billers pay consumer banks for presenting consumer eBills
- PayOnly
  - Designed for billers that do not distribute eBills electronically, but can receive electronic ACH payments from customer online banking accounts

# EBIDS: eBilling for Everyone

---



- “Green” – takes the paper out for all
- Consumers
  - Privacy / timing of payment
- Billers – reduces billing cost
  - Reduces exception processing
  - Data necessary for reconciliation is provided
- FIs – bring all parties together
  - Secure connection to consumers via online banking
  - Provide valued service for billers

Electronic Billing Information Delivery Service: [www.nachaebids.org](http://www.nachaebids.org)

# PayOnly: ACH Bill Payment “Phone Book”

---

- Begin by using the PayOnly business directory:
  - Provides retail banks with instructions on how to send ACH credit payments to participating billers
  - Offers wholesale banks a low cost payment receipt option for their treasury and payment concentration services customers
  - Presents billers with an opportunity to receive low risk, ACH payments credit from the growing volume of customers that pay their bills through online banking services

# How to Participate in EBIDS

---

- The EBIDS system is available to all financial institutions – billers can enroll via their FIs. To participate, FIs can:
    - Enroll Billers for PayOnly as first step to eBill presentment
    - Contact The Clearing House for implementation requirements and project planning (Dave Fortney, [dave.fortney@theclearinghouse.org](mailto:dave.fortney@theclearinghouse.org))
    - Contact Web Banking and Bill Presentment/Payment providers for CFI (consumer FI) support
    - Contact NACHA for any additional information on EBIDS, eBilling, and the CEBP Council (Rob Unger, [runger@nacha.org](mailto:runger@nacha.org))
-

# Looking to the Future

---

- Capitalize on Payments + Information
- **Address Pain Points**
- Capitalize Upon What We Have
  - Invest in the Future



# Mobile: Balancing Risk & Innovation

---

- New Mobile ACH Payments Rule adopted:
  - Effective January 1, 2011
  - Applies all provisions of WEB to mobile debit entries
    - Expands WEB entries to include debit entries authorized and/or initiated via Wireless Networks
    - Revises definition of Unsecured Electronic Network to include wireless networks – additional clarifications
- Mobile Workgroup discussions:
  - Rules-based solution for P2P/A2A
  - Phase 2 Mobile Payments Rules
- For more Mobile Workgroup (Internet Council) information:
  - Susan Pandy, [spandy@nacha.org](mailto:spandy@nacha.org)



# Is ACH Check Conversion Easy?

---

- Request for Comment issued: *Enhancements to ACH Applications*
    - Lower barriers to the use of existing ACH applications
      - ARC, BOC, POP, TEL, XCK
    - Better aligns Rules with existing regulations
    - Enhances risk management for the industry
      - Safer alternative to remotely created checks
  - ECC Hot Topics:
    - Industry verticals that produce significant check volume
    - Best practices for check conversion
    - Prevent and decrease converted check fraud
    - Analyze Fed Study for check electronification implications
  - For more Electronic Check Council information:
    - Nancy Grant, [ngrant@nacha.org](mailto:ngrant@nacha.org)
-

## Check Conversion Study \* Explores Convergence

---

- Billers, merchants want to convert business checks \*\*
  - Could gain efficiency and cut costs by not having to have different processes/procedures
- Business/corporate checkwriters not averse to conversion, but...
  - Want treasury management and risk mitigation services available on both checks and ACH items
- Have banks “converged” check and ACH in back-office systems?
  - 23% fully linked
  - 55% partially linked
  - 22% not linked at all
- If not, why not? What does “converge” really mean in this context?

---

\* Findings from ECC Business Check Conversion Task Force survey on business check conversion, Spring 2010

\*\* Business checks with Auxiliary On-us field (in MICR line)

# Breadth of Next Steps

---

- Dialogue with FIs and corporations about their needs and concerns around systems linkage
  - Determine if workarounds can be developed
- Gain feedback on setting an extended timeframe for implementation (sunset date), giving FIs time to make the necessary links
- Put down the pen....
  - Data with the payment
  - Business Directory
  - State Tax Change Portal
  - Write fewer checks



# The Intuit Case Study

---

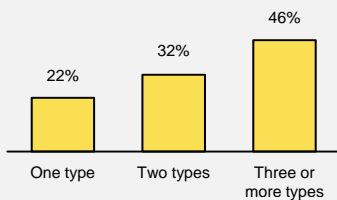
Solving for the Small Business Ecosystem

# ACH Solves for Both the Payer and Invoicer

	Payers	Invoicers (billers)
<b>Cash flow</b>	<p><b>Greater control on timing of cash outflow</b></p> <ul style="list-style-type: none"><li>• Unlike checks, can choose date when account will be debited</li><li>• Can choose to optimize float</li></ul>	<p><b>Get paid faster. See total cash available</b></p> <ul style="list-style-type: none"><li>• Shift to faster funding methods: check to ACH. Have (paid) option to expedite payment processing</li><li>• One place to see real-time details of all payments received/pending e.g. see if have cash to pay rent</li></ul>
<b>Time</b>	<p><b>Less time on making payments</b></p> <ul style="list-style-type: none"><li>• Automate reconciliation with accounting records</li><li>• Fast. One place to pay many invoicers</li></ul>	<p><b>Less time on accepting payments</b></p> <ul style="list-style-type: none"><li>• Minimize data entry into accounting software</li><li>• Less time processing checks, e.g. trips to bank</li><li>• Fast to see and audit all processing fees</li></ul>
<b>Cost</b>	<p><b>Cost savings in many areas</b></p> <ul style="list-style-type: none"><li>• Able to pay at last minute to avoid late fees</li><li>• Possible discounts for paying via ACH</li><li>• Cost to send checks, e.g. \$0.44 for stamp, \$0.03 for envelope, \$0.11 for check, \$0.55+ for labor</li></ul>	<p><b>Lower payment processing expenses</b></p> <ul style="list-style-type: none"><li>• Have fewer losses related to fraud and bounced checks</li><li>• Reduce costs by maintaining one single account, with more competitive pricing</li></ul>

# Small Business Invoicers Have Significant Pains Related to Payments

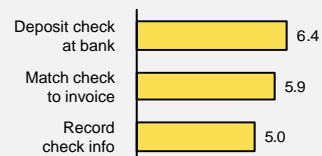
No. of Payment Types Accepted (% of SBs)<sup>1</sup>



## Poor ability to view and manage cash flows

- Hard to have real-time view of all cash flows because accept/pay with many payment types, with different settlement times and reporting systems
- Checks take longer time to enter cash flow (e.g. time to mail checks, deposit at bank)

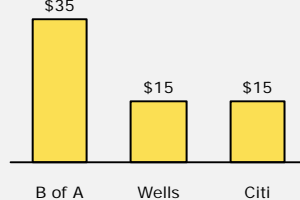
Hours / Month on Processing Payments<sup>2</sup>



## Long time spent on manual data entry and handling checks

- 15 hours per month matching payments to invoices and updating records with payment info<sup>2</sup>
- 10 additional hours per month for checks (e.g. depositing at bank, making copies of checks)<sup>2</sup>

NSF Fees (\$ per Check)<sup>4</sup>



## High payment processing costs

- Losses related to checks with non-sufficient funds (NSF), e.g. realize check has NSF after deliver good
- Pay over \$20 monthly fee and 2% transaction fee to accept card payments<sup>3</sup>

1) Celent, Disruption in the Payments World (2008) Interchange for \$100 non-supermarket transaction; 2) Check Processing & Intuit Check Solutions Roadmap Prioritization Study (2010); 3) PayPal and QBM Sites (2011); 4) Bank websites

# Solving for the Small Business

---

## Customer Problem

It takes time to receive payments manually and manage cashflow accurately

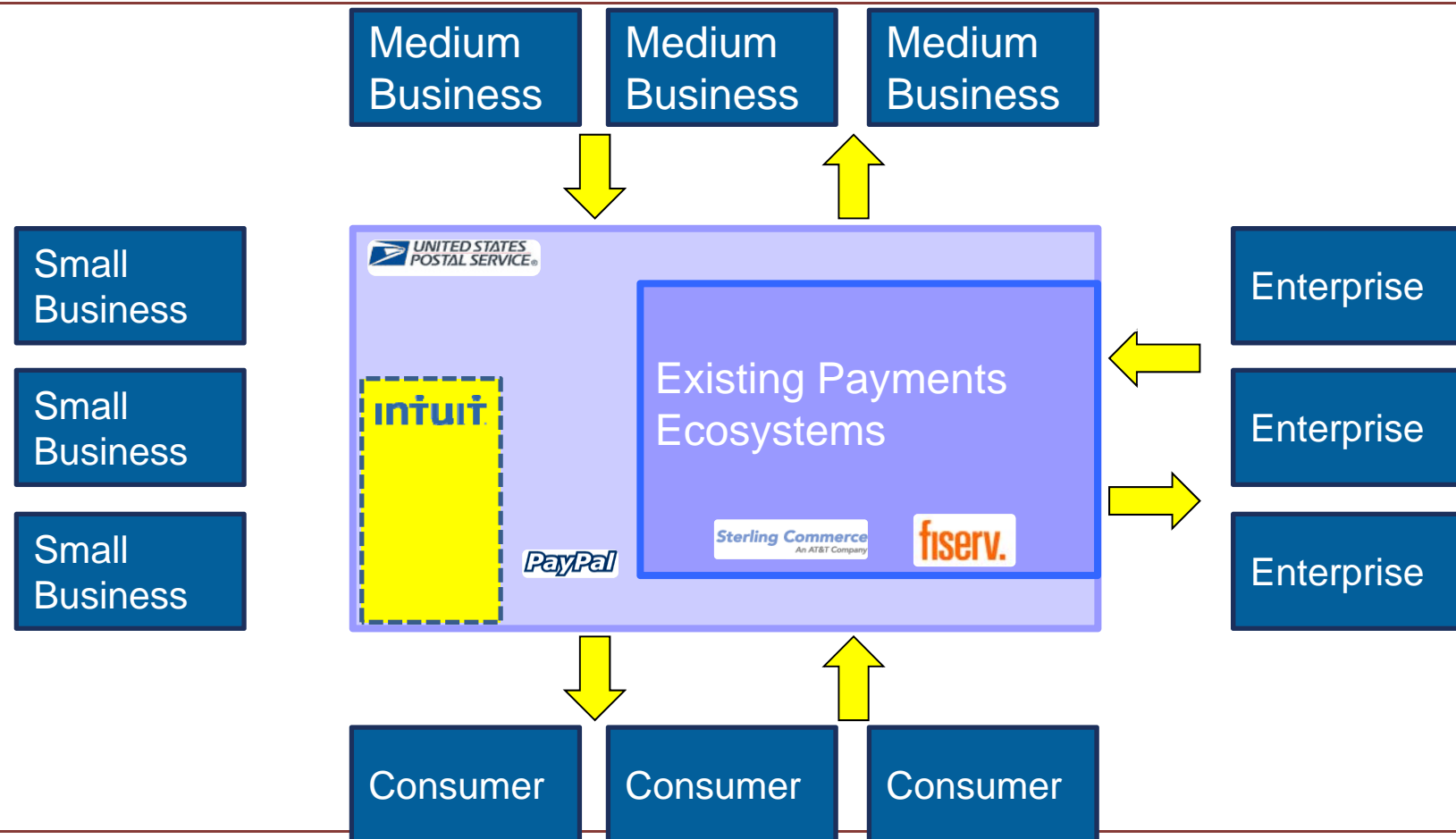
## Solution

Intuit PaymentNetwork is an online payment service that lets customers pay you directly from their bank account through ACH payment

## Customer Benefits

Intuit PaymentNetwork makes it easy to get paid fast

# Payment Ecosystem Opportunity



# Intuit PaymentNetwork Overview

**Current Product Overview:** ACH viral transaction network that accelerates eCheck revenues and replaces paper check and debit payments.

**Customer Target:** Primary target is B2B: Manufacturing, consulting and professional goods and services.

**Hypothesis:** Intuit can create a large, small business payments network ecosystem by capturing and monetizing the commerce and payment flows among Intuit users, their suppliers and customers.

The screenshot displays the Intuit PaymentNetwork website interface. At the top, there is a navigation bar with the Intuit logo, a search bar, and links for 'Sign In', 'Help', and 'Support'. Below the navigation bar, the main heading reads 'Send and receive payments for less'. A sub-heading states: 'Intuit PaymentNetwork is a new and affordable way to send and receive payments over the Internet. Designed for individuals and small businesses - it takes only minutes to get started. From Intuit, the makers of QuickBooks, Quicken and TurboTax; a brand 3.7 million small businesses trust.'

Two account options are presented:

- Small Business Account:** A low-cost payment alternative to credit cards. Features include: Enjoy low costs - only 50¢ per payment RECEIVED; No monthly charges, equipment or set-up cost; Receive payments from anyone with an e-mail address; Skip the bank - funds credited directly into your U.S. bank; All the benefits of a Personal Account. A 'Sign Up' button and a 'Learn more' link are provided.
- Personal Account:** Safely send payments online for FREE. Features include: Intuit works hard to protect your financial information. We do not share your bank account information with Receivers; Hassle-free online sign-up; Go-Green - no more sending paper checks. A 'Sign Up' button and a 'Learn more' link are provided.

A diagram titled 'How it works...' illustrates the payment flow:

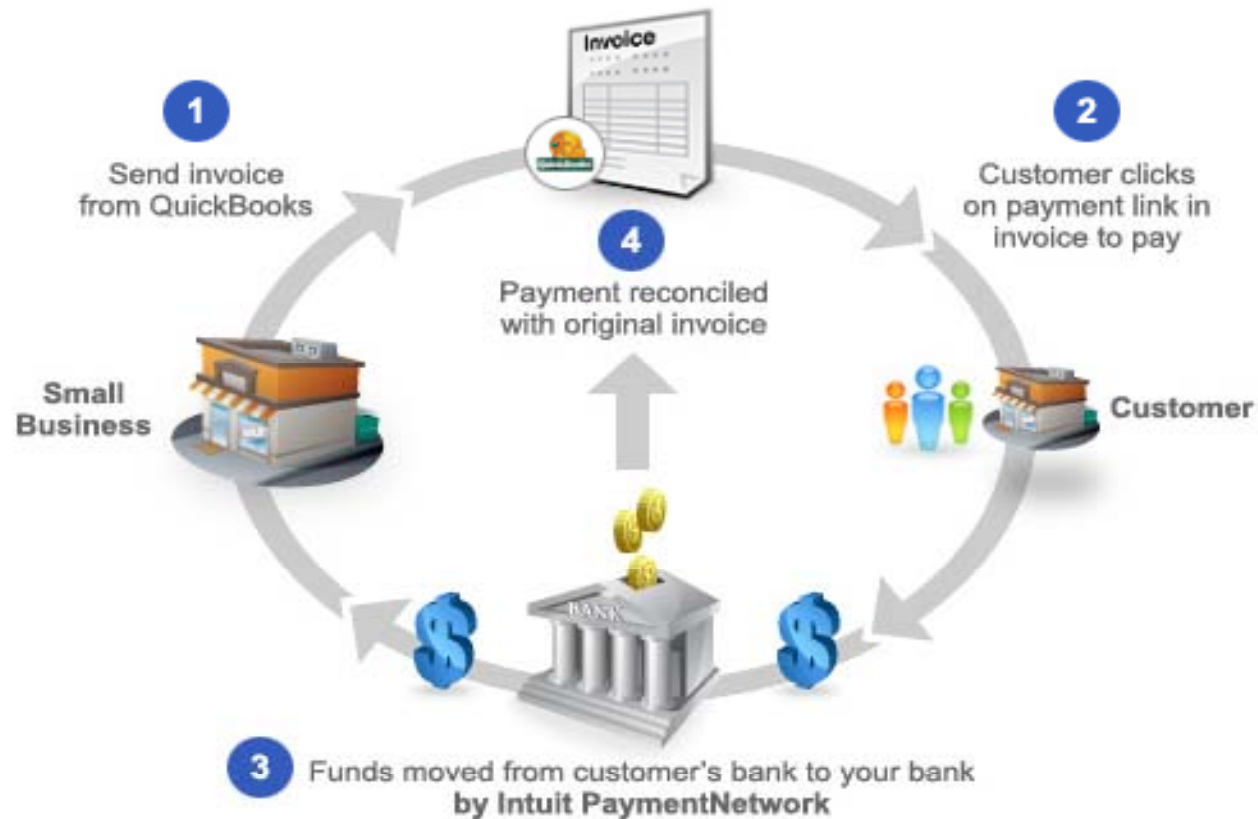
1. Sender sends payment to Intuit PaymentNetwork.
2. Receiver notifies Intuit PaymentNetwork.
3. Money is transferred from the Sender's bank to the Receiver's bank.

Below the diagram, there are sections for 'What the press is saying' and 'What's new at PaymentNetwork?'. The press section includes quotes from 'DIGITAL' (favorable cost to merchants) and 'BYTES' (lets small businesses process payments for 9¢ cents). The 'What's new' section lists: 'Use multiple bank accounts. Add as many as 3 separate bank accounts and assign them to transaction types or individual payments.' and 'Faster funding time! Most payments now funded within 2-3 days.'

At the bottom, there is a footer with links for 'Home', 'About PaymentNetwork', ' Fees', ' User Agreement', ' Privacy', and ' Contact', along with the copyright notice: 'Copyright 2009 Intuit Inc. All rights reserved.'

# How It Works: Intuit PaymentNetwork

## How online invoice payments work



1

# Intuit PaymentNetwork Opportunity

Customer: \_job

Template  Intuit Service Invoice

Date: 08/10/2010 Invoice #: 2

Bill To

P.O. No. Terms

Item	Quantity	Description	Rate	Amount

Customer Message

Total

To be printed  To be e-mailed  Allow online payment [Learn more](#)

Payments Applied 0.00  
Balance Due 0.00

Memo

2

# Intuit Payment Network Opportunity

**Rock Castle Construction**  
455 Fairway Drive  
Healdsburg, CA 94802

## Invoice

Date	Invoice #
8/10/2010	1487

Bill To
Alhambra Spring Water

P.O. No.	Terms	Project
25	Net 30	

Quantity	Description	Rate	Amount
3.5	Refrigeration unit	200.00	700.00
6.5	Water Storage	200.00	1,300.00
12	Drawing preparation	75.00	900.00

Pay online at:  
<https://ipn.intuit.com/6xgtkb5>

3

# Intuit PaymentNetwork Opportunity

## Rock Castle Construction

Online invoice payment powered by Intuit PaymentNetwork



### Pay This Invoice Online

**New to Intuit PaymentNetwork?** Pay this invoice with instant confirmation for you and your vendor:

- **No more juggling** – Manage your cash flow and control when funds leave your bank account.
- **Better than paper check** – No more lost checks in the mail.
- **It's Free!**

[Sign Up](#) to pay this invoice online


**Already signed up to pay invoices online with Intuit PaymentNetwork?**


[Sign in to pay this invoice online](#)

4

# Intuit PaymentNetwork Opportunity

[Sign Out](#) | [Feedback](#) | [Help](#) | [Support](#) | [Blog](#)




 **Intuit PaymentNetwork**

This is a secure page.   
Click to verify.

---

**Pay Invoice**   **1** Sign Up   **2** Add a Bank Account   **3** Pay the Invoice

Now you're ready to pay your invoice.

<b>Invoice Number</b> 1487	<b>E-mail notification to</b> Rock Castle Construction (rockcastleconstruction@gmail.com)
<b>Invoice Amount</b> \$2,900.00	<b>Subject</b> Alhambra Spring Water has sent you a payment
<b>Amount Previously Paid</b> \$0.00	<b>Message</b> <div style="border: 1px solid #ccc; height: 100px; width: 100%;"></div>
<b>Amount to Pay</b> \$ 2,900.00	<input type="checkbox"/> Add Attachment
<b>From Your Account</b> Wells Fargo - XXXXXXXX15 (Primary) 	
<b>Send money on</b> 09/08/2010  	

By clicking the "Pay Invoice" button, you authorize PaymentNetwork to withdraw **\$2900.00** from your **Wells Fargo** account on **September 8, 2010**.

5

# Intuit PaymentNetwork Opportunity

**Customer Payment**

Received From:  Customer Balance: **2,900.00**

Amount:  Date:

Pmt. Method:  Reference #:

Memo:  [Where does this payment go?](#)

Card No.:  Exp. Date:  /

Process payment when saving

<input checked="" type="checkbox"/>	Date	Number	Orig. Amt.	Amt. Due	Payment
<input checked="" type="checkbox"/>	08/10/2010	1487	2,900.00	2,900.00	2,900.00
Totals			2,900.00	2,900.00	2,900.00

This customer has credits available. To apply credits click [Discount & Credits...](#)

Available Credits: **2,900.00**

Amount Due	<b>2,900.00</b>
Applied	<b>2,900.00</b>
Discount and Credits Applied	<b>0.00</b>

# Customer Video

---

Ruth Perryman

# Looking to the Future

---

- Capitalize on Payments + Information

- Address Pain Points



- **Capitalize Upon What We Have**
    - Invest in the Future
-

# Secure Vault Payments *Commercialized*

---

- Facilitates private, secure online consumer payments utilizing existing infrastructure supported by FI online banking
  - Eliminate checks and don't share account numbers
- Businesses benefit from authorized ACH credit payments
- NACHA serves as governing body – creating, maintaining and enforcing operating rules
- eWise serves as exclusive Switch operator and technology provider. Contact Dean Seifert at [dseifert@ewise.com](mailto:dseifert@ewise.com) for implementation.

Visit [securevaultpayments.org](http://securevaultpayments.org) for more information

# PayItGreen – The Tools for Change

---

- Tiered Membership Levels
  - Businesses of all sizes can join
  - Opportunity for FIs large & small



Visit [www.payitgreen.org/business](http://www.payitgreen.org/business)

- The Tools
  - **Research** – PayItGreen Payments 2010 Study conducted by Javelin, featured on the Today Show. Full study and findings available to members only.
  - Environmental **Calculators** – recently updated to include the offset of energy consumption associated with electronic payments/statements/bills
  - Turnkey **marketing campaigns** – Interactive email campaign is helping members drive up enrollment rates for eBills and Direct Payment
  - Consumer **video** – Award Winning *Power of You* video
- PayItGreen Marketing Programs Work
  - Supplement your outreach efforts to drive consumer adoption of Direct Deposit, Online Bill Payment, eBills, and eStatements

# NACHA Councils Creating Value

---

- Invest in the future – collaborate to balance risk and innovation
  - Council for Electronic Billing and Payments
  - Electronic Check Council
  - Global Payments Forum
  - Internet Council
  - Affiliates



*To join a NACHA Council – see online takeaway: [aandrews@nacha.org](mailto:aandrews@nacha.org)*

---

# NACHA – State Tax Change Portal

- Consistent communications to financial institutions, processors, and businesses from state tax authorities regarding changes affecting ACH payment or routing requirements
- Notices distributed through a listserv function
- Enroll online to receive email notifications
- No fees

[www.nachataxportal.org](http://www.nachataxportal.org)



Does your bank or business provide services to help businesses pay state and local taxes electronically? If so, you know that there is a wide range of ACH credit payment initiation services that must conform to taxing authority routing/format requirements. The problem is that tax authorities sometimes enact changes (e.g., add a new tax type) to these requirements, and then only notify affected businesses about the changes. The lack of direct communication to banks and payment processors about these changes adds risk, costs, and inefficiencies to the process.

#### NACHA State Tax Portal Defined

##### This initiative was developed to:

- Improve the timeliness and quality of communications between states and service providers regarding format/data changes that affect ACH payments for business taxes
- Provide more lead-time for banks and service providers to implement changes
- Reduce risk and cost associated with misdirected payments and returns

##### Portal Features Include:

- Resources for banks, payment processors, businesses and state tax authorities
- State tax change notices to be posted and distributed through a listserv function
- Online enrollment to receive email notifications that affect ACH payments for state taxes

#### Our Sponsors:



J.P.Morgan



For more info, contact Rob Ungar, Senior Director, NACHA, 709 664 2042, [runger@nacha.org](mailto:runger@nacha.org)

Sign up to receive email notification when the NACHA State Tax Change Portal becomes available.

Name: \_\_\_\_\_  
Title/Company: \_\_\_\_\_  
Email: \_\_\_\_\_

Complete and hand to a NACHA representative or email your info to:  
Rob Ungar  
[runger@nacha.org](mailto:runger@nacha.org)  
Subject Line: NACHA Tax Portal

# Business Payments Directory

---

- A “Virtuous eco-system:”
  - Critical link between online banking solutions, accounting service providers, and bank service providers
  - Efficiently direct ACH transactions without storing the actual bank account number
- Goal:
  - Improve ePayment adoption across U.S. businesses
  - Develop an open source for both Payers and Billers to access remittance and payment instructions in a secure database
- Biller lookup – needed to find trading partners:
  - Lookup by Name, Tax ID and Remittance Address
  - Biller promotion: print biller payment identifier (BPI) on invoices, websites and other documents

# Today's Economy, Today's Imperative

---

- Capitalize upon core competencies of the ACH Network and of NACHA
  - The industry cannot afford duplication
  - Leverage the asset that has been built
  - Capitalize upon a solid foundation



NACHA brings together payments systems stakeholders to encourage the efficient utilization of the ACH Network and develop new ways to use the Network to benefit its diverse set of participants.

## NACHA Resource Guide For Corporates

Innovate. Collaborate. Educate.



NACHA offers a variety of programs and resources to meet the diverse needs of corporates. From Council memberships and conferences to publications and networking opportunities, we give you the information and insights you need to address emerging opportunities in today's payments industry.



### NACHA PUBLICATIONS

- *The NACHA Operating Rules*
- *ACH 101*
- *LAT Corporate Originators*
- *Understanding Internet Initiated ACH Debit Entries*
- *Risk Management for Internet, Telephone and Electronic Check ACH Payments*
- *ACH Compliance Manual: How to Comply with ACH Related Rules and Regulations*
- *Remote Deposit Capture Agreement & Risk Assessment*
- *Implementation Guide for Back Office Conversion, Point-of-Purchase, Telephone-Initiated Payments and Accounts Receivable Entry Programs*
- *ACH Corporate User Guide*
- *Billers' Guide to Using ACH Applications & Walk-In Bill Payment Guidelines*

**PayItGreen®** — Discover valuable resources to help your business — and your customers — turn off the paper and switch to electronic bills, payments, and statements. We have the tools for change. For more information, visit [www.payitgreen.org/](http://www.payitgreen.org/).

**Electronicpayments.org** — Learn why ACH is important, how to educate employees and customers about the benefits of ACH-based electronic payments, and find free marketing and promotional tools to help in these efforts. To learn more, visit [www.electronicpayment.org](http://www.electronicpayment.org).

**Electronic Payroll Coalition** — Join a coalition of industry participants working to enable all-electronic payroll across the nation. For more information, contact Ian Macoy at [imacoy@nacha.org](mailto:imacoy@nacha.org).

**Mobile ACH Payments Work Group** — Collaborate with other industry thought leaders about how to support mobile credits and mobile person-to-person payments in the ACH Network and evaluate the role of the ACH Network in near-field communications and contactless payments. See <http://tic.nacha.org/>.

**B2B Directory** — Participate in the development of a B2B directory focused on facilitating B2B ACH payments, particularly among small businesses. See <http://cebp.nacha.org/>.

To participate in these and other NACHA programs, visit [www.nacha.org](http://www.nacha.org) or contact Anne Andrews at [aandrews@nacha.org](mailto:aandrews@nacha.org) or 703-561-3950.

Order publications online at <http://pubs.nacha.org/> or by calling 800-487-9180.

NACHA Councils provide early identification of industry trends, opportunities for networking and information sharing, access to technology expertise, educational resources, and direct dialogue with NACHA. Join today to enrich your payments system knowledge and gain access to industry thought leaders.



**The Affiliate Program** provides an information-rich membership enabling organizations to stay connected with NACHA and the issues and developments that are shaping the ACH Network. Members gain inside access to the latest developments in the payments industry. Affiliate Program members have input on *NACHA Operating Rules* development, receive NACHA discounts, and garner increased visibility within the payments industry. To learn more or to join, visit <http://aff.nacha.org/>.

**The Council for Electronic Billing and Payment (CEBP)** promotes the adoption and usage of electronic consumer, business and government billing and payment programs and services across any delivery channel. The CEBP provides an open forum for education, resource development, solution innovation, research and the exchange of information about the electronic billing and the electronic payment industries. Hot Topics: EBIDS, B2B Payments Directory, XML formatted remittance information in the ACH. To learn more or to join, visit <http://cebp.nacha.org/>.

**The Electronic Check Council (ECC)** brings together ACH and check professionals to provide a better understanding of all forms of check electronification including image deposits, image exchange, substitute checks and ACH check conversion and truncation. The ECC provides a comprehensive understanding of all check electronification options resulting in enhanced solutions for the payments industry. Hot Topics: ACH / Check Convergence, Check Conversion Enhancements. To learn more or join, visit <http://ecc.nacha.org/>.

**Global Payments Forum** provides a venue for organizations to build and maintain relationships with international financial institutions and service providers. The twice yearly meetings provide international payments intelligence and enable participants to stay abreast of trends and opportunities in global financial transactions. Hot Topics: International Payments Framework Association, IAT and Cross Border Payments. To learn more or join, visit <http://gpf.nacha.org/>.

**The Internet Council** advances electronic commerce over open networks and facilitates digital business transactions in a straight-through and secure manner. Its diverse membership focus on WEB and TEL ACH applications, mobile ACH, authentication, data security, risk management, alternative payments, and emerging technologies in the payment industry. Hot Topics: Mobile Payments, P2P Payments, ACH Data Security, Recurring TEL Payments. To learn more or to join, visit <http://tic.nacha.org/>

13450 Sunrise Valley Drive, Suite 100, Herndon, VA 20171  
Phone: 703-561-1100 | Fax: 703-713-1641 | [www.nacha.org](http://www.nacha.org)

