



PayNet

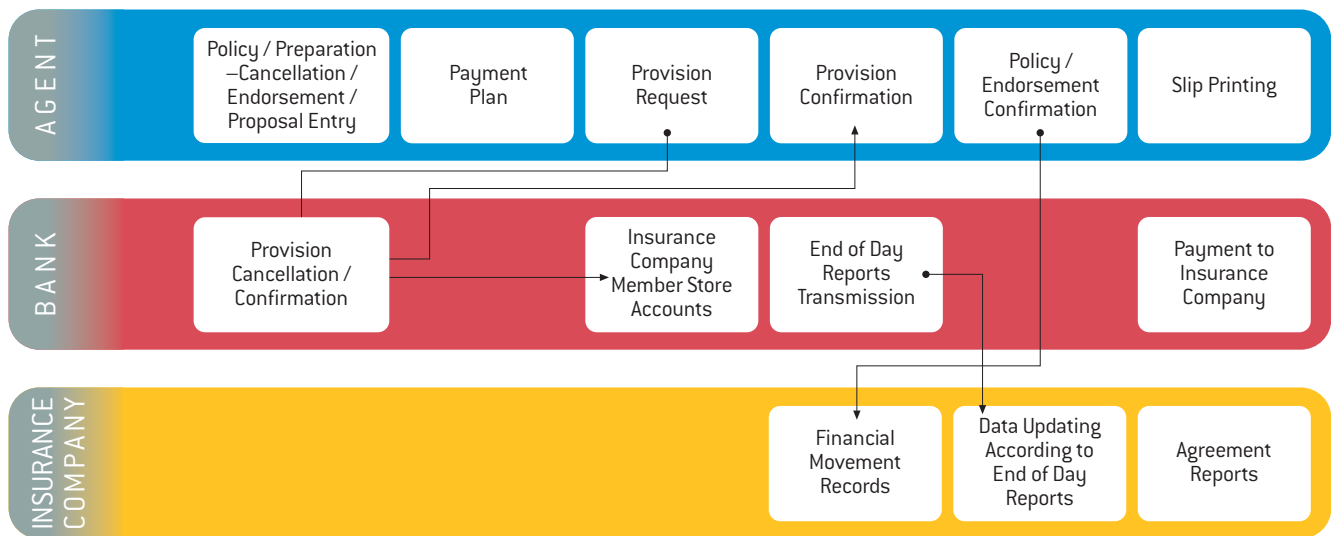


SFS FINANCIAL SYSTEM SOLUTIONS



For Insurance Companies  
Complete Solution for Collection  
Problems

# THE MOST ADVANCED TECHNOLOGY IN INSURANCE PRODUCTS COLLECTION



# PayNet



For Insurance Companies  
Complete Solution for Collection  
Problems

INCREASE SALES WITH CREDIT AND INSTALMENT CARDS,  
REDUCE OPERATION AND RISKS

## Complete Solution for Your Collection Problem – SFS PayNet

### Insurance Company Problems

Credit card span of use especially the ratio of sales operations using bank instalment cards within total sales is on continual increase. As apposed to credit cards, there isn't a regular standard covering all banks with bank instalment cards, which has been developed as an operation specific to Turkey. Each bank works with an instalment guidelines mentality, developed specifically to itself. As a result of this, the use of instalment cards in sales channels is only possible by having the POS machine of the bank in question. Due to the high expense involved, it is not possible to give more than one POS machine to each sales channel, which therefore limits the span of use of the cards.

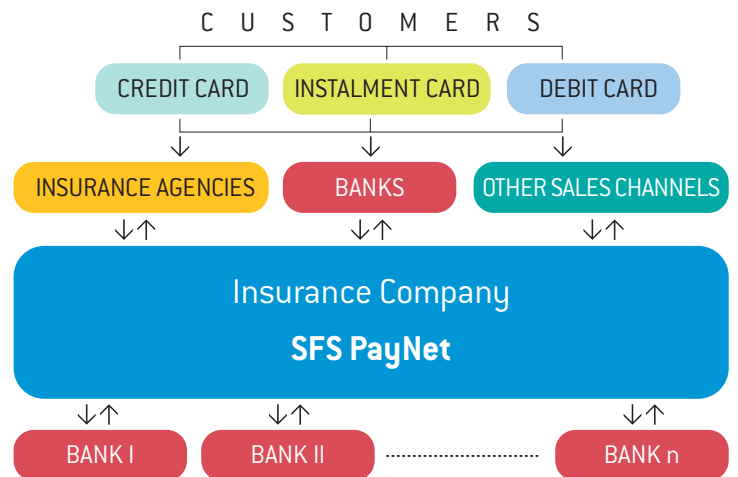
In order to reduce the expense of POS machines, it is necessary to use the WebPOS system as provided individually by the banks, which are completely different from one another and extremely difficult to use. Whether by POS or by WebPOS, the relationship between the collection records that are set up and the policy, must be done manually for both systems, bank agreements are quite long and generally conducted with indefinite processes. Because these must be done separately on the POS and the production system, cancellation, refund and correct execution of the processes is extremely difficult.

The general approach by companies against this problem is to use the mail order system. However, in mail order systems, it is not possible to fully understand the expiration periods of the credit cards. Many credit card transactions can not be completed due to errors such as invalid cards, incorrect card number and incorrect expired dates. In these situations, credit card details are asked from the customer once again and many policies have to be cancelled. On top of this, these processes are expensive and time consuming. With sales by instalment, the collection risk remains with the company, resulting in the fact that it is possible during this whole process to be a policy holder without having made any payments at all.

INSURANCE COMPANIES PROBLEM

### SFS PayNet Solution

SFS PayNet allows all sales channels (agencies, banks, stores, automobile galleries, etc), to make sales using all bank credit cards and instalment cards, to make sales cancellations and refunds, accounting integrations and bank agreement operations. One of its outstanding advantage is the possibility of sales of all insurance products, including traffic, using instalment cards, various bank cards and agreements, all on the same system.



# Decide Today and Let All Your Channels Make Sales with Instalment Cards Tomorrow

## The Functions Provided By the System

- Operate with all bank credit cards and instalment cards
- Differentiate product and instalment numbers per member stores
- Use SFS PayNet for desired product and channels
- Instalment postponement offers
- Option of instalment based sales for all mandatory cash sale products
- Option of only deposit collections from non-member banks
- Sales cancellation procedures
- Refund and part refund procedures
- Option to make all cancellation and refunds according to different regulations per bank
- Online policy integration
- Online basic accounts and accounts integration
- Online provision option after policy sale
- Option to change credit card following policy sale
- Bank conformity actions per operation (Instalment date and amount, block date and amounts, service and award point commissions)
- Slip design and printing
- Option to use with telephone sales and quick renewal

## Advantages Provided Insurance Companies

- Provides competitive advantage and increases sales through payment plans presented to customers
- Increases speed and quality of collections, decreases collection operation expense
- Collections put through to the company account, through sales conducted from all sales channels
- Financial records are not needed to be prepared manually
- Collections from agencies or all oother sales channels are no longer needed to be tracked
- Use with all sales channels, organise all payment offers to which the channels are joined up to
- Increases communication with bank channels
- Provides easy development of new channels
- Separated WebPOS/POS system for each bank is no longer required
- Carry out credit card sales without the need for POS machines and costs
- Prevents mistakes derived manually from sales through WebPOS's

## Advantages Provided to Agents

- Increases sales through the payment plans offered to customers
- Transfers burden of customer collection operation, decreases costs
- Collections increase from sub agencies, burden of operation decreases
- Collection risk is eliminated
- Allows more time to spent with customer and to sales



For Insurance Companies

## Complete Solution for Collection Problems

# COMPETITIVE ADVANTAGE FOR INSURANCE COMPANIES AND THEIR AGENTS

SFS PayNet system is a system working with many banks. By being a product that is in use, it can be placed in operation in a very short amount of time and provide all channels with the opportunity to carry out sales with credit cards and instalment cards.

## Usage

- If preferred, integrated with SFS Sales Systems
- If preferred, integrated with your own systems
- If preferred, integrated with your channels and internet channel systems
- Can be used by all agency and sub agencies

You may integrate the SFS PayNet, already integrated with various bank cards, with your own systems and your channel internet sites as well as using it in conjunction together with the SFS Sales Systems.

## SFS PayNet Instalment Card System

You may use the system for collection with instalment cards. Cancellation and refund operations are also included in the module.

## SFS PayNet Credit Card System

You may use the system to obtain credit card deposit payment provisions .

## SFS PayNet Accounting Integration Service

You may provide the integration of all bank and agency related financial transactions following payment to your basic accounts or accounting department. All bank related financial transactions are prepared automatically from reward points payments to commissions.

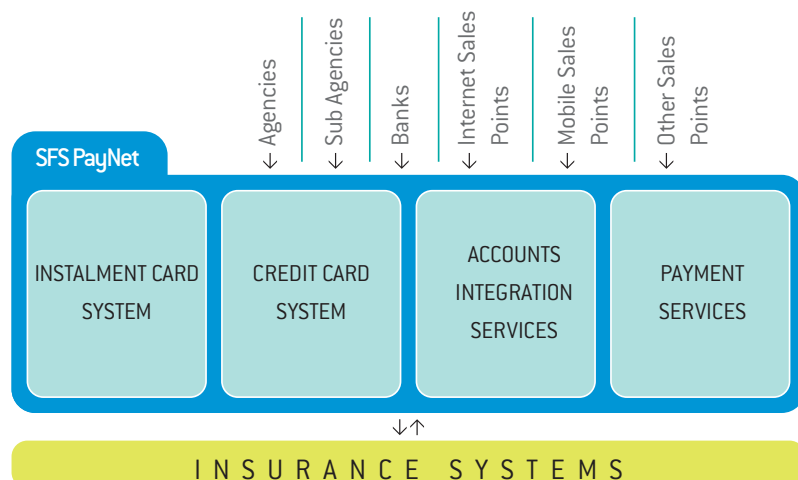
## SFS PayNet Payment Services

You may allow various exterior channels to use their own interfaces to enter your system and benefit from the SFS PayNet System. Companies such as Bankers, brokers and internet sales points who work with their own systems can benefit from the advantages presented by using the SFS PayNet solutions.

## Prevalent Use

Instead of using the system in a small section of your agencies without integrating the POS systems of banks to your system, you may use SFS PayNet throughout your agency as well as your sub agencies. You may carry out offers covering the whole business yourself or through the synergy of the banks.

## POSSIBILITY OF USE IN MODULES



## SFS

SFS (Strategic Functional Systems) develops Corporate Management Solutions that enable companies increase their competitiveness and profitability while decreasing costs in today's fast changing business environment.

With a highly specialized team of experts and offices in Istanbul, Ankara and Cologne, SFS has been presenting advanced technology business solutions by specializing them to its customers needs, since 1992.

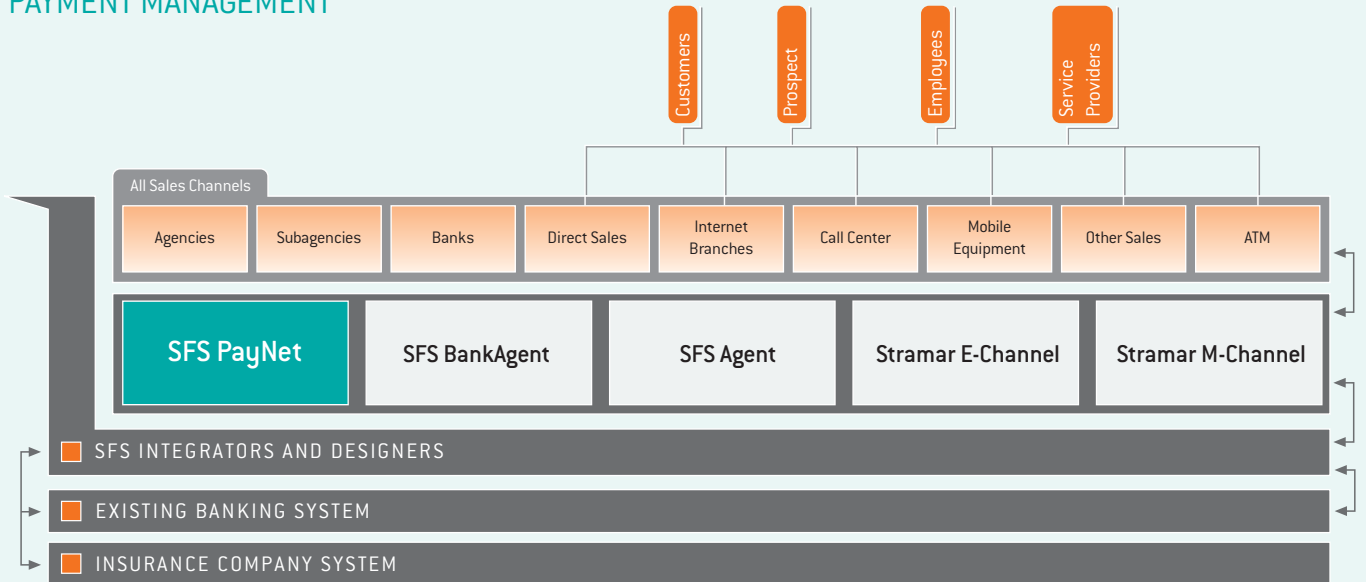
As being one of the leading technology providers in Corporate Solutions and Information Technologies, SFS serves several multinational and national companies and organizations which are pioneers in their own industries.

## Why SFS?

- Domain experience and expertise in bank insurance since 1992
- Innovative business models and technology solutions, which are being studied as lectures in German universities
- Constantly concentrating on service between banks and insurance companies through iNet
- Expertise in large, 1000 plus user projects
- Expertise in integrated business systems
- Integrated CRM architecture focused on insurance sector
- Success stories and long term working experience with multinational companies
- Advanced technological infrastructure

## SFS FINANCIAL SYSTEM SOLUTIONS

### □ PAYMENT MANAGEMENT



### SFS

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