FACe
Payment Facilitator Enablement Technology
FACe 101
Understanding The Basics of NMI’s FACe Platform

FACe Definition
Payment Facilitator Dilemma
Ideal FACe Users
FACe Benefits
What is FACe?

FACe
[Feys] n.

1. NMI’s revolutionary facilitator enablement platform
2. Turnkey, fully brandable platform engineered specifically for payment facilitators
3. Comprehensive technology that solves common dilemmas payment facilitators face

Definitions.com

FACe Platform
Payment facilitator technology
Key to payment facilitator success

Building your own technology
Lack of adequate technology
Failure to launch
What is the Common Payment Facilitator Dilemma?

Payment facilitation requires sophisticated technology--FACe is the first and best of its kind.

The Common Payment Facilitator Dilemma

Payment facilitators have an opportunity to offer merchants a simpler alternative to the traditional merchant account, but are often unable to get their business off the ground due to a lack of technology. This often results in a failure to launch, which is not only unfortunate for the payment facilitator, but also has repercussions for their sponsor bank. Any predictions of future revenue from sub-merchants (for both payment facilitator and sponsor bank) are rendered useless without the proper technology that will support the payment facilitator’s business.

FACe is Paving the Way for Payment Facilitators

FACe solves the common payment facilitator dilemma by providing a ready-to-deploy platform that supports a wide range of payment facilitation needs. Payment facilitators can rely on FACe’s technology to speed their time to market and allow them to focus on offering their customers the best in sub-merchant services, and sponsor banks can rest assured that the payment facilitators they register will be enabled to board sub-merchants with ease.

This is Sam, he wants to register as a payment facilitator.
Great Question, Sam.

NMI’s FACe platform is built for existing payment facilitators, as well as companies that want to register as payment facilitators. The best candidates for FACe have a good understanding of risk management; specifically, ISOs and VARs.

Who Can Use FACe?

Whether you’re an ISO or a VAR, risk management knowledge is the key.

ISOs

ISOs who manage risk and want to provide merchant services in a fast, simple and elegant manner.

VARs

VARs who want to offer merchant services in a fast, simple and elegant manner as part of their solution to their customers and are also willing to manage risk.
What are the Benefits of FACe?
FACe provides technology that aids in running every aspect of your business.

Run Your Entire Business with FACe
Payment facilitators can leverage our FACe technology to run their business simply and efficiently.

Reduced Overhead
Overhead is reduced when payment facilitators aren’t required to make a considerable financial outlay to develop and maintain complex technology.

Decreased Go-to-Market Time
Go-to-market time is reduced by leveraging a ready-to-deploy platform that includes all the features and value-added services payment facilitators might need to onboard and service their merchants.

We Manage the Platform Compliance
NMI manages many aspects of industry compliance and certifications. Using FACe significantly reduces the risks associated with maintaining your own payment platform.
How Does FACe Work?

Traditional ISO Merchant Account vs. Payment Facilitator Sub-Merchant Account

Merchant Account Boarding Comparison

Traditional Merchant Account Process

FACe Sub-Merchant Account Process
The Merchant Account Boarding Comparison

- **ACME Merchant Services, Inc.**
  - Merchant Account Routes
  - **via traditional merchant account process**
    - 3 days, 20 hours without traffic
    - 4 days
    - 3,994 miles
    - This route commonly experiences delays
  - **via FACe sub-merchant account process**
    - 3 seconds without traffic
    - 4 seconds
    - 3,994 miles
via traditional merchant account process 4 days
3 days, 20 hours without traffic 3,994 miles
This route commonly experiences delays

Traditional ISO
ISO Headquarters, USA

- Merchant fills out applications (100+ q’s) along with other Know Your Customer (KYC) info
  1 day (1,000 mi)
- ISO’s underwriting team manually reviews merchant account package
  2 days (2,000 mi)
- Once approved, ISO logs into backend and manually enters info to board & obtain merchant ID credentials
  12 hours (500 mi)
- ISO logs into payment gateway and manually boards the merchant’s profile including the processor and MID credentials
  6 hours (250 mi)
- Acquirer bank charges merchant for credit card processing fees
  3 hours (125 mi)
- Payment gateway charges merchant for gateway fees
  2.75 hours (119 mi)

Merchant Up & Running (good luck reconciling!)
Merchant Account Central, USA
Payment Facilitator Sub-Merchant Account Route with FACe

via FACe sub-merchant account process
4 seconds
3 seconds without traffic
3,994 miles

Payment Facilitator
FACe Headquarters, USA

- Payment facilitator logs into payment gateway and creates both the merchant account and gateway account in a single step
  3 seconds (3,250 mi)

- If approved, payment facilitator keys in 7-8 additional fields to complete sub-merchant creation
  .75 seconds (500 mi)

- Payment facilitator sets fees, and the payment gateway charges the sub-merchant for both credit card processing fees and gateway fees
  .25 seconds (244 mi)

Merchant Up & Running
Merchant Account Central, USA
What Can FACe Do?

Understanding All The Capabilities Of Our FACe Platform

FACe Features
FACe Features

Understanding all the capabilities of our FACe platform

**Seamless onboarding**
Allows a payment facilitator to create both a merchant account and gateway account in a single step in real-time

**Real-time sub-merchant creation & management**
The gateway collects a few simple data points and uses them to provision, in real time, a sub-merchant account under the payment facilitator’s “master merchant” ID

**KYC service & reporting**
Know Your Customer requirements are different for a payment facilitator than a traditional merchant service provider, and FACe provides all the tools necessary to manage these KYC requirements, including comprehensive reporting
FACe Features

Understanding all the capabilities of our FACe platform

Sub-merchant accounting & billing

Using these services, payment facilitators can set rates as they see fit for each sub-merchant, and FACe tracks the credit card processing and gateway fees for every merchant.

Sub-merchant statements

Payment facilitators can send consolidated statements—which include merchant account and gateway fees—to all their sub-merchants directly from the FACe platform.

Reconciliation reporting

FACe’s “gross settlement” statements make reconciliation painless for sub-merchants.
FACe Features

Understanding all the capabilities of our FACe platform

Automated chargeback importation & notification

Payment facilitators and sub-merchants are kept in the loop on any chargeback activity

Consolidated gateway & FACe reporting

For payment facilitators who also service merchants with traditional accounts, FACe reporting is fully backwards compatible with any traditional merchants boarded on the gateway
When Can I Start Using FACe?

Understanding the Payment Facilitator Process & How FACe Fits In
Get Up and Running as a Payment Facilitator with FACe

**Go Register**
Partner registers to become a payment facilitator with a sponsor bank.

**Get Approved**
Sponsor bank underwrites and approves partner as a payment facilitator.

**Choose Technology**
Partner selects FACe as their ready-to-deploy payment facilitator technology platform.

**Make It Official**
Sponsor bank issues the partner their official payment facilitator credentials.

**Open for Business**
NMI provisions the partner’s credentials into their self-branded FACe gateway platform and officially launches their payment facilitator business.

**All Aboard**
The newly registered payment facilitator can now begin boarding merchants on their very own payment facilitator and payment gateway platform.

**Smooth Sailing**
They can run their payment facilitator business with FACe—from billing and reporting to chargeback management.
Contact Us

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