PayCard: A Payroll Debit Card Program.
Agenda

1. Introduction
2. Meeting objectives
3. PayCard program overview
4. Other discussion topics
5. Next steps
PayCard: A Payroll Debit Card Program

Give your employees what they want

► A PayCard program not only simplifies the way you distribute payroll benefits, it also revolutionizes the way your employees receive and access their pay
  • By depositing payroll and company-initiated payments to an employee’s PayCard, you can eliminate the added cost and hassles associated with paper checks
  • Best of all, you will extend the convenience of direct deposit and provide a meaningful benefit to all of your employees

► Elan Financial Services manages the entire program behind the scenes
  • Partner with one of the nation’s largest prepaid card issuers and a top-tier EFT processor
  • Program includes enrollment options, card production and management, transaction processing, fraud monitoring and robust reporting tools
  • Marketing communication and support tools you need to foster and sustain growth of these vital products
  • Elan Financial Services is responsible for losses from lost cards, fraud or theft
PayCard: A Payroll Debit Card Program

PayCard program from Elan Financial Services

- Payroll cards are smart, cost-effective and a safe alternative to carrying cash
  - MasterCard® or Visa®-branded debit cards
  - Funds are loaded to the card; no checking or saving account required
  - All funds are held by Elan Financial Services and are FDIC insured
  - Cardholders can make purchases anywhere MasterCard or Visa debit cards are accepted or access cash at ATMs worldwide
**PayCard: A Payroll Debit Card Program**

**Stored value card is a card for everyone**

- Stored value cards are easy to get, with minimal requirements
  - No credit check
  - No credit scoring
  - Almost everyone qualifies
  - Minimal information needed
    - Name
    - Address
    - Telephone Number
    - Date of birth
    - U.S. issued Social Security number
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Use your card to pay bills with Billeo at no charge

- Billeo is a free online bill manager that allows you to make payments with your prepaid debit card
  - Pay thousands of billers online
  - Free, fast, easy and secure
  - Set up one-time or recurring payments
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Visa ReadyLink® gives you convenience in the palm of your hand

- Visa ReadyLink® allows cardholders to add cash to their cards at thousands of merchant locations accepting ReadyLink®
  - It’s fast and easy to load a Visa PayCard* with additional funds at places conveniently close to where cardholders live, work or shop
  - Cardholders can quickly add funds to their cards at numerous locations around the country
    - Find the nearest participating location at www.visa.com/readylink
  - Funds are available immediately
  - No PayCard fee for ReadyLink® transactions; however, the participating merchant may charge a fee

*Available only for Visa branded programs.
PayCard: A Payroll Debit Card Program

MasterCard® rePower™ gives you convenience in the palm of your hand

- MasterCard® rePower™ is a point of sale service that allows cardholders to conveniently add money to their MasterCard-branded PayCard
  - It is fast and easy for consumers to fund their prepaid debit card at locations close to where they live, work and shop. MasterCard® rePower™ merchants include: Walgreens, CVS, Kmart, Walmart and Radio Shack
  - Cardholders can quickly add money at numerous point-of-sale locations nation-wide.
    - Find the nearest participating location at: www.mastercard.us/cardholder-services/repower-locator.html
    - Funds are available immediately
  - Cardholders use the Greendot MoneyPak to add money to their PayCard
    - Funds can be transferred from the MoneyPak card to a PayCard by calling 800-473-3636 or by visiting www.moneypak.com
    - There is a $4.95 cost to purchase MoneyPak
## PayCard: A Payroll Debit Card Program

### Features and Benefits: Value for your organization

<table>
<thead>
<tr>
<th>Feature</th>
<th>Benefit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Provide 100% of employees with the benefit of paperless direct deposit</td>
<td>Increase direct deposit participation and extend convenience of direct deposit to all employees</td>
</tr>
<tr>
<td>Save time and the costs associated with issuing checks</td>
<td>Improve efficiency and reduces payroll costs: average $2 - $4 processing cost per paper check</td>
</tr>
<tr>
<td>Simple and easy to integrate with existing payroll vendor processes</td>
<td>Seamless transition to implement and begin using standard direct deposit</td>
</tr>
<tr>
<td>Provide employees with: payroll, per diems, commissions, bonuses and reimbursements</td>
<td>Not limited to payroll - PayCard allows employers to provide their staff with numerous payment types</td>
</tr>
</tbody>
</table>
PayCard: A Payroll Debit Card Program

Features and Benefits: Value for your employees

<table>
<thead>
<tr>
<th>Feature</th>
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</thead>
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<tr>
<td>Access to millions of merchants and ATMs worldwide</td>
<td>Enjoy convenience and acceptance of MasterCard or Visa and fully participate in today’s economy</td>
</tr>
<tr>
<td>Funds are available immediately on payday for instant access</td>
<td>No special trips to pick up paychecks or waiting in long lines to cash paychecks</td>
</tr>
<tr>
<td>Online bill pay, alerts and mobile phone balance inquiry</td>
<td>Real-time notifications regarding account activity</td>
</tr>
<tr>
<td>PayCard offers numerous safety features, such as: convenient POS and cash access; expedient replacement of lost/stolen cards, zero cardholder liability fraud protection, FDIC insurance for up to $250,000</td>
<td>Minimizes risk and increases cardholder security</td>
</tr>
<tr>
<td>24/7 cardholder support (live agent, VRU, online)</td>
<td>Excellent customer service</td>
</tr>
<tr>
<td>Spend only what funds are loaded on the card and track spending</td>
<td>Improved budgeting and financial management without finance charges or overdraft fees</td>
</tr>
<tr>
<td>Eliminate fees from check cashing agencies, which are 3%-7%</td>
<td>Reduce the hassle and expense of extra fees</td>
</tr>
</tbody>
</table>
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PayCard Enrollment and Funding

Card Enrollment: Employer will enroll employee using the PayCard administrative Web tool. Each card is assigned a 17-digit account number and a routing transit number (R/T same for all accounts) at the time of issuance.

- **Required enrollment info**: Name, address, SSN, date of birth and phone number*

Card Delivery and Activation: Cards are mailed directly to cardholder via US Postal Service and are activated with a toll-free phone number. Activation information is on the front of the card. The PIN number is generated during activation (self select).

Card Funding:

- **Employer** – ACH direct deposit (employer uses their existing system)
- **Other ACH** – Any source using ACH direct deposit (i.e. tax refund)

* Cardholder information will be verified
**PayCard: A Payroll Debit Card Program**

MoneyPass Network offers surcharge free access to ATMs

- 21,695 Surcharge-Free ATMs across the United States
- ATM location listings – www.moneypass.com
PayCard: A Payroll Debit Card Program

PayCard support is 24 – 7: Unlimited access to cardholder resources

▶ Web-based account access: www.mypaycardconnect.com
  • View and print statements
  • Balance inquiries
  • Transaction information/history
  • PIN changes
  • Access program information

▶ VRU
  • Card Activation
  • Balance inquiries
  • Transaction information/history
  • PIN changes

▶ Text Messaging
  • Multiple Alert Options
  • Real-time balance inquiries

▶ Live Operator
  • Report card lost or stolen (we will provide a replacement)
  • Request a PIN reminder
  • Dispute a transaction
  • Change of address
  • Balance/transaction and payment inquiries
  • Card not working properly
  • Trouble activating card
PayCard: A Payroll Debit Card Program

PayCard Client Resources

- **Email:** paycardclientservices@elanfs.com
- **Phone:** 877-666-1344
- **Hours of Operation:** 7:00 am to 7:00 pm Central

**Services provided:**
- General questions regarding their administration functions
- Password resets
- ACH rejects
- Escalation: Relationship Management team
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**Employer Pricing**

- $500 one time set-up fee for the standard program
- No payroll card fee for regularly funded cards
- Request quote for custom cards
PayCard: A Payroll Debit Card Program

Cardholder fee schedule

<table>
<thead>
<tr>
<th>Service</th>
<th>Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Purchases</td>
<td>No charge</td>
</tr>
<tr>
<td>• Cash back at POS</td>
<td></td>
</tr>
<tr>
<td>• Internet statements, balance and transaction inquiries, customer service</td>
<td></td>
</tr>
<tr>
<td>• Branch cash withdrawals (one per pay-load)</td>
<td></td>
</tr>
<tr>
<td>• Internet, ACH and VRU transfers</td>
<td></td>
</tr>
<tr>
<td>• Mobile text alerts</td>
<td></td>
</tr>
<tr>
<td><strong>Electronic transactions</strong></td>
<td></td>
</tr>
<tr>
<td>• ATM inquiries and declines</td>
<td>$0.50</td>
</tr>
<tr>
<td>• VRU balance inquiries</td>
<td></td>
</tr>
<tr>
<td><strong>Domestic ATM withdrawals</strong></td>
<td></td>
</tr>
<tr>
<td>• Purchases</td>
<td>$1.50</td>
</tr>
<tr>
<td>• One free ATM withdrawal per month at any MoneyPass location</td>
<td></td>
</tr>
<tr>
<td><strong>Optional transactions</strong></td>
<td></td>
</tr>
<tr>
<td>• International ATM withdrawals</td>
<td></td>
</tr>
<tr>
<td>• Additional branch cash withdrawals</td>
<td>$4.00</td>
</tr>
<tr>
<td>• Replacement cards</td>
<td></td>
</tr>
<tr>
<td>• Paper statements</td>
<td></td>
</tr>
<tr>
<td>• Check issuance</td>
<td></td>
</tr>
<tr>
<td>• Account dormancy per month</td>
<td></td>
</tr>
<tr>
<td>• Live Operator fee</td>
<td>$2.00</td>
</tr>
</tbody>
</table>

No load, annual or monthly cardholder fees!
PayCard: A Payroll Debit Card Program

Support and training provided

Marketing and educational material to ensure the success of your program

Program implementation team and training for your staff

Ongoing reviews of program performance and growth

24/7/365 Support with convenient access to account information online or by phone with the ability to check balances

Print or view statements and view a full transaction history at mypaycardconnect.com