

# Remote Cash Control

An Idea Whose Time Has Come  
to respond in Retailer Cash Logistics burden

CubeIQ Ltd, April 2012

Remote Cash Control is a rapidly growing service which allows merchants to deposit cash safely and securely without going to the bank but still have access to the very important and necessary data of their deposits

## How it all started...

- For long time since its inception in 1994, intelligent depository safes enjoyed relatively slow growth.
- After five years of availability, barely 6.000 safes had been installed. In spite of only two armored couriers joined the fray early on, growth remained anemic.
- It was the advent of bank provisional credit that introduced among a small handful of banks beginning in 2006, which ushered in much higher growth rates and gave rise to RCC as we now know it today.
- This “game changer” led to a step-change increase in the rate of industry adoption.

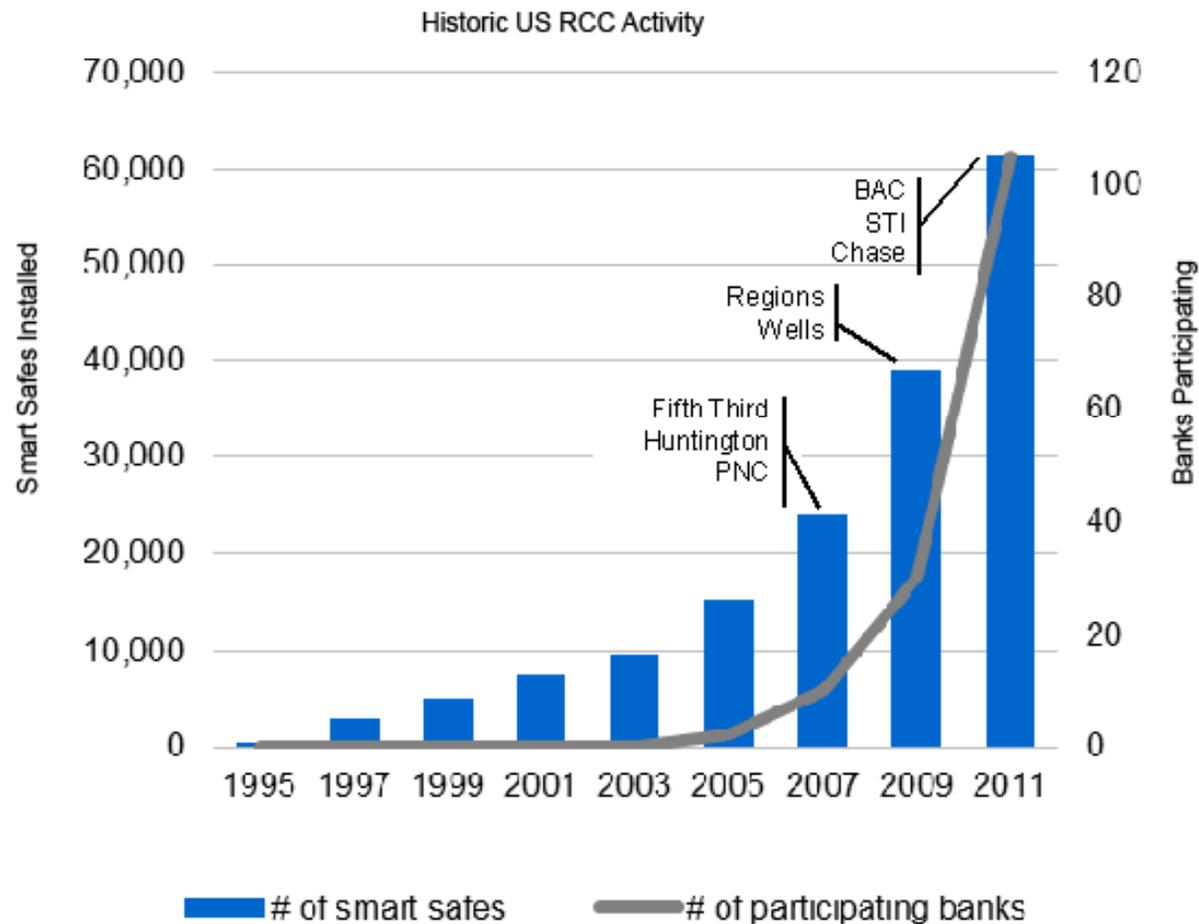
## Today we live the “RCC era” ...

In a new, updated report, titled “*Remote Cash Capture 2012 Market Update: Big Changes in a Growing Market*” the author, Celent consultants and analysts from US,

- Recognizes the quickly growing RCC service, and its benefits to retailers.
- Concedes the trend of a new era in merchant cash logistics, which will keep growing rapidly.
- Identifies the Operating Cost reduction through a win-win relationship between the Merchant and the Bank.
- Predicts that following the growth trend over the last 10 years, Remote Cash Control is expected to accelerate **from roughly 60,000 devices installed in 2011 to over 110,000 devices through 2015.**

# Growing Market Acceptance

## Provisional Credit Was RCC's First Game Changer

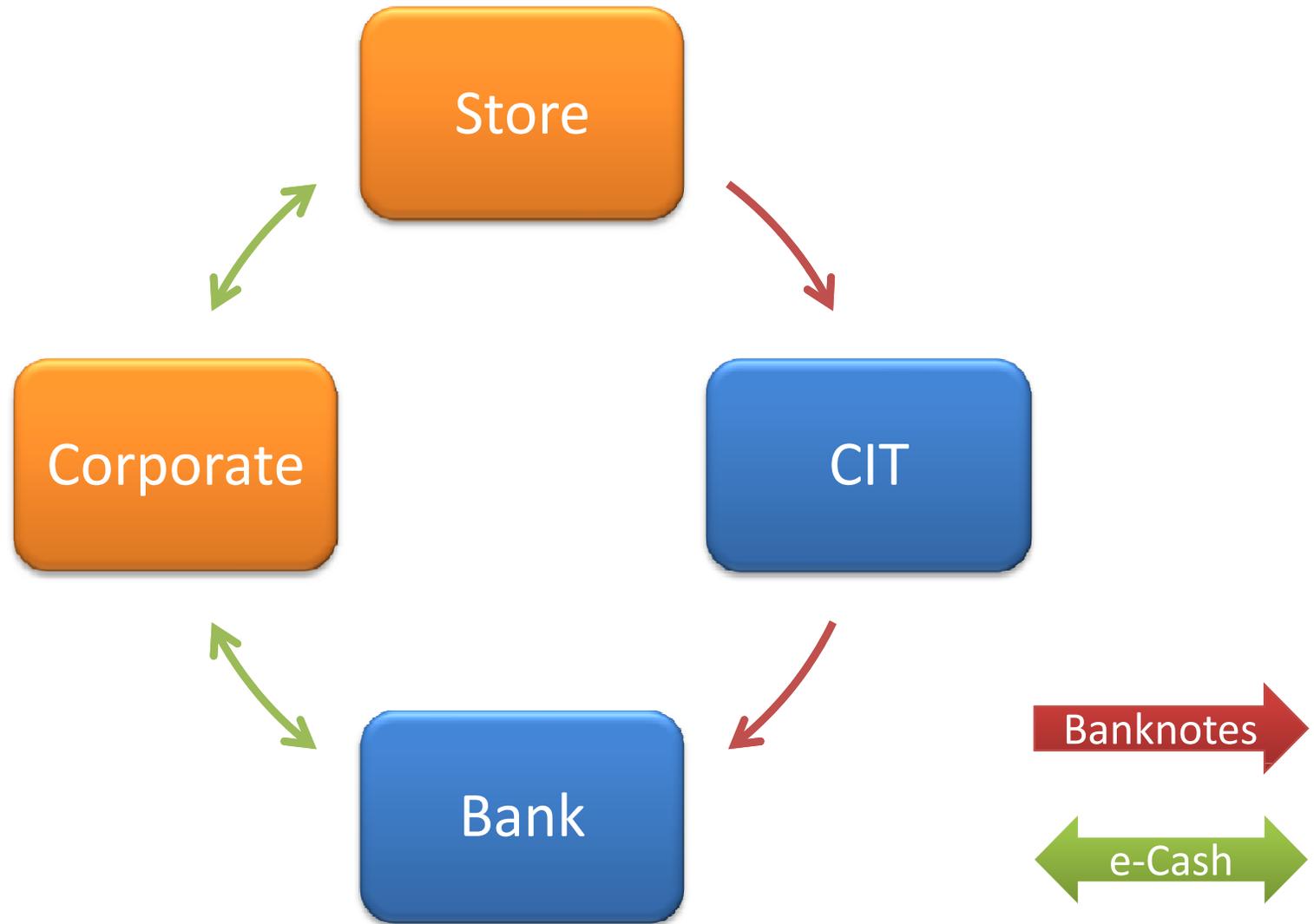


RCC is possible by deploying a smart safe at the merchant locations with armored pickup service.

These smart safes are secure and equipped with currency validating and optionally recycling capabilities.

Finally, the smart safes are integrated with live information reporting communication with the bank, for potential provisional credit.

## The path to the Bank account



Merchants are demanding more and better cash services from their banks:

- Faster **credit** for deposits
- Reduced armored courier **expenses**
- Rationalized **bank relationships**
- Web-accessible reporting and **reconciliation**

# No satisfactory solutions to-date...

- Today this demand is being met by few banks and armored couriers, providing homegrown solutions running on proprietary networks and platforms
- Retailers have limited ability to choose their banking relationship, their hardware or their armored courier service; they simply have to surrender and move to a gold compromise

# No satisfactory solutions to-date...

- Still today on a daily basis, merchants are obliged to:
- Handle selected cash manually, passing it from the cashiers to their supervisors
  - Spent valuable time on recounting cash, for validation purposes
  - Organize risky cash-transfers to the nearest Branch of the related Bank
  - Spent time, on a corporate level, in order to reconcile deposits over several accounts of the same or even several Financial Institutions

## **Increased automation** and straight-thru processing

- Reduce deposit preparation time per store
- With hardware devices, custody remains with the cashier
- Observed average cash-losses reduction exceeds 90%

## Floating-Cash Reduction

- Live communication link to the bank, enables provisional credit on balances as they are identified in the device
- Retailers improve liquidity, reduce short-term debt and improve investment strategies

## Transportation Expense

- Provisional credit allows less frequent physical transportation of cash
- This is reducing armored transportation expenses at a fraction of the original cost

## **Safety** in Cash Logistics

- With many retailers tasking employees to deliver deposits, provisional credit reduces the number of required trips and risk exposure
- Less touch points for collected cash, as it flows from the retailer to the bank, leads to significant reduction of “cash entropy”

## Maintain Cash Relationship

- Armored couriers are collecting the strategic cash, the bank is commoditized and disintermediated
- New fee income from selling hardware devices and the corresponding services
- Enhances business services product, offerings

## Single Banking Relationship

- With virtual vaults, a bank can manage the total relationship of a retailer regardless of their geographic footprint
- Facilitates deposit growth

## New market

- Small and medium size banks, can control market share that has historically been reserved for large Tier-1 commercial banks
- Penetrate aggressive retail market segments, with massive commercial outlets, such as Gasoline Stations, Retail Shops, Restaurants, Betting Agencies, even Casino's

## Loyalty and Reward

- Retailers are more likely to stay with the bank who gives them a complete service offering across their enterprise regardless of geographical footprint

## Cash Monitoring Center

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### Monitoring the Cash Network

The thematic map shows all the retail outlets with installed back-office cash handling machines. Each retail outlet is represented by a colored marker, reflecting its status. Both cash level and working status can be quickly identified by the color code. Refer below for an explanation of each icon used in the map.

### Customize map view

You may reduce the clutter on the map, or isolate and emphasize on a particular category, then use the below selectors to customize the entity groups displayed on the map.

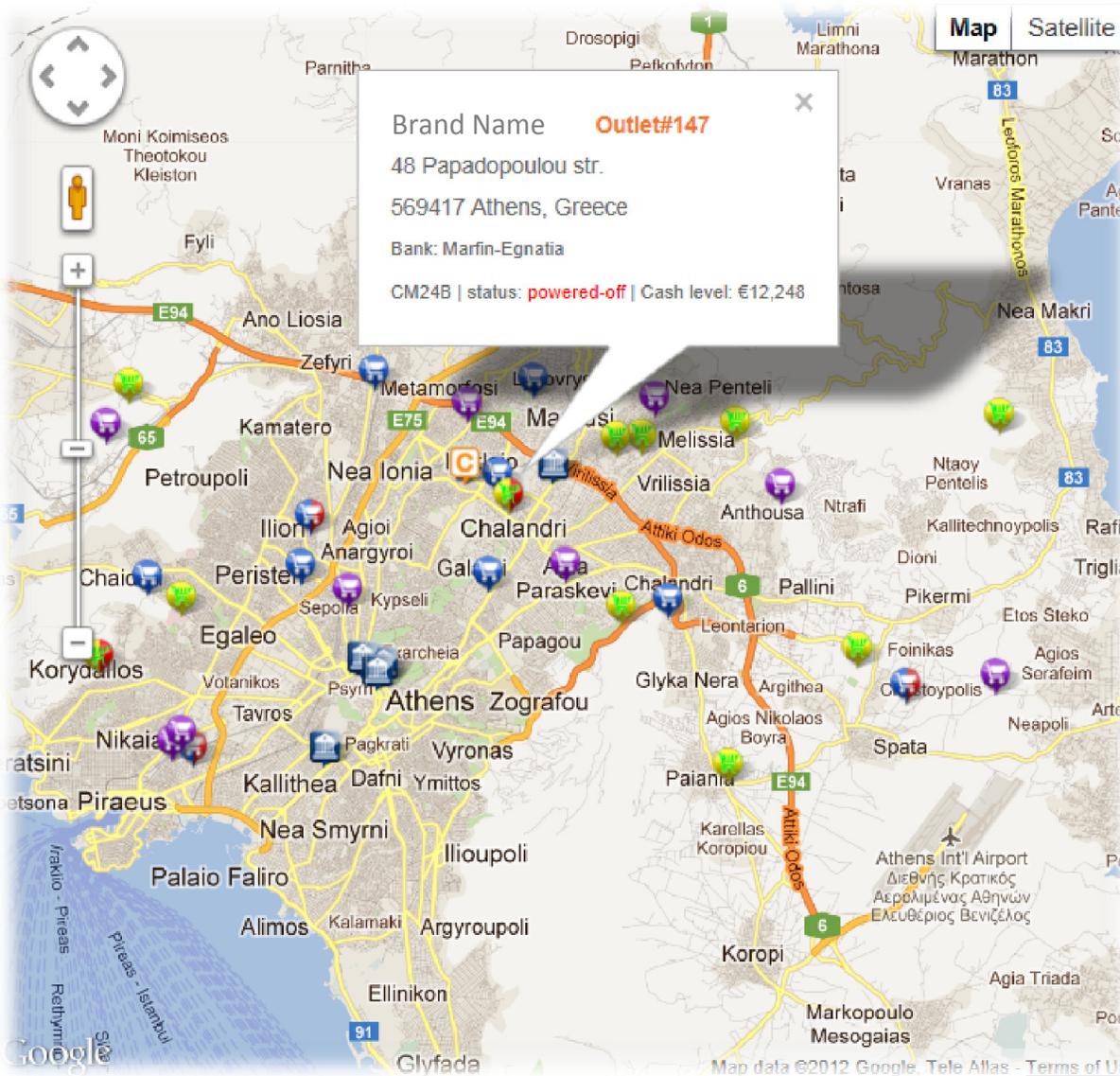
Banks	Retailers	Machine Status
Alpha Bank	Medis Merc	Cash inventory level:
Alpha Bank	Mega Market	<input checked="" type="checkbox"/> low <input checked="" type="checkbox"/> mid <input checked="" type="checkbox"/> high
Marousi Capital Bank	PLASIO	Machine working status:
Milena Bank	Public	<input checked="" type="checkbox"/> working <input type="checkbox"/> not working
National Bank of Greece	SPIC	
Piraeus Bank	STATISTIS	
<input type="checkbox"/> select all	<input type="checkbox"/> select all	<input type="button" value="Submit"/>

### Cash Network Entities

The cash network entities are depicted on the thematic map with markers:

Cash Monitoring Center	Retail w/low cash
Bank	Retail w/high cash
Retail w/normal cash	Cash m/c out of order

CubeIQ © 2011 R02.00



- Projecting all network entities in the map, as shown on the left.
- Mark colors, visualize the different status of each entity.
- By clicking on a mark, brief status report is presented



### Browse through the cash network entities

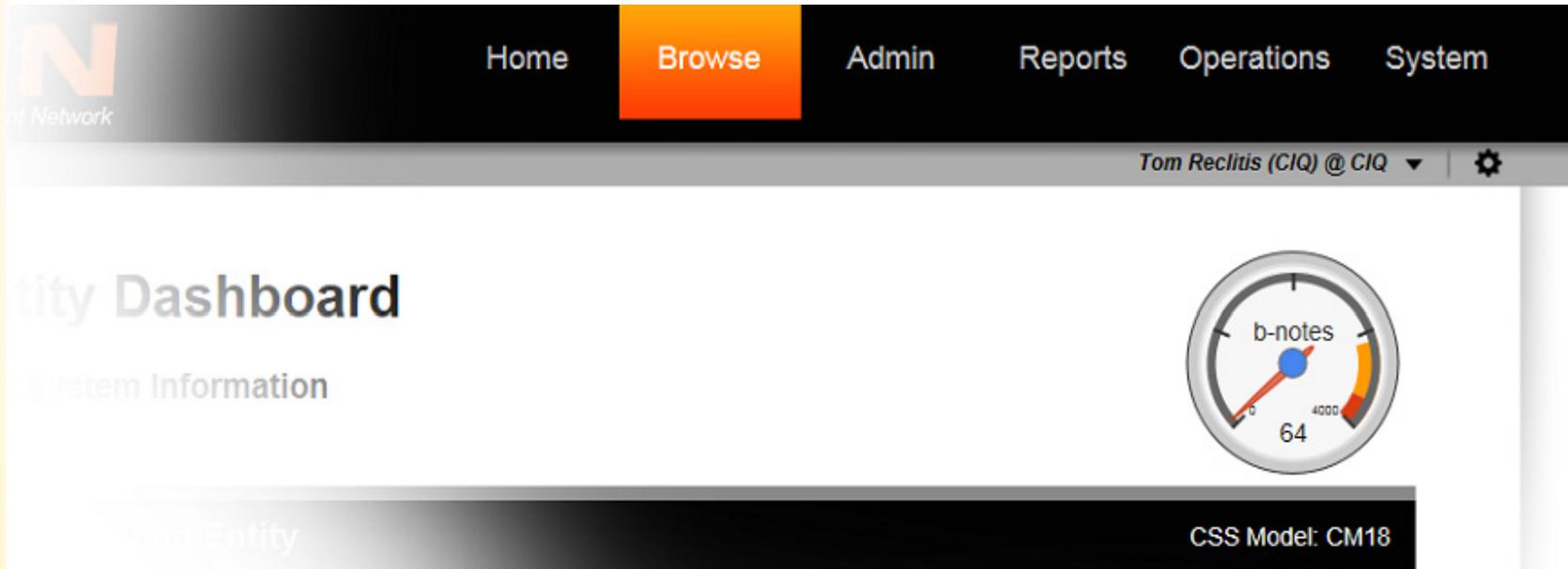
The expandable table below contains all network entities, such as Banks, Retail Companies and Retail Outlets.

Click on any row to expand in a cascade manner...

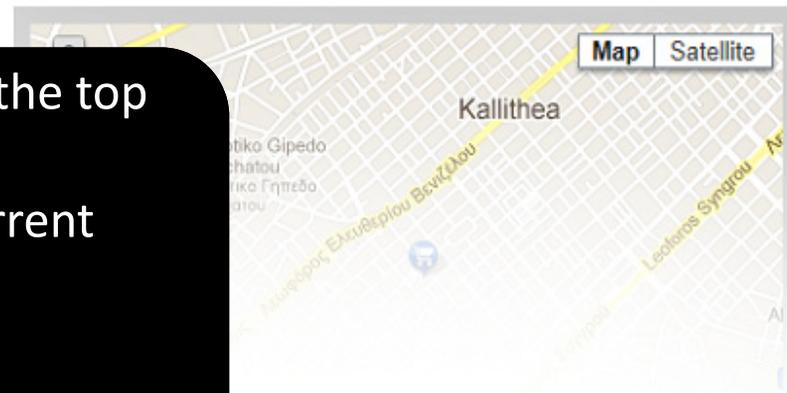
expand all  collapse all

EID	Network Entity Name & Address	SmrtSafe	Status	Cash
B1	Alpha Bank 40 Stadiou Str., 10252 Athens			
R11	Shell Fuel Stations			
L23	Outlet#327 782788 Athens	SID	OK	€13,187
B2	Attica Bank 23 Omirou Str., 10672 Athens			
B3	Marfin-Egnatia 24 Kifisias Ave., 15125 Maroussi			
R1	A-B Vassilopoulos Food Supermarkets			
L11	Outlet#147 569417 Athens	CM24B	powered-off	€12,248
L13	Outlet#303 209631 Athens	SID	OK	€9,533
L14	Outlet#149 654556 Athens	CM24B	OK	€25,412
L15	Outlet#133 722062 Athens	FID	maintainance	€26,356
L16	Outlet#22 551813 Athens	CM24B	OK	€7,029
L19	Outlet#374 796998 Athens	CM24B	OK	€33,977
L24	Outlet#260 491663 Athens	CM24B	OK	€25,620
L27	Outlet#215 263326 Athens	CM24B	OK	€1,859
R5	Jumpo Toys market			
B4	Millennium Bank 184 Syngrou Ave., 17671 Kallithea			
R5	NRG 86 Aioulou Str., 10559 Athens			
B6	Piraeus Bank 4 Amerikis Str., 10564 Athens			

- Projecting all network entities in a list, as shown on the left.
- Originally the list is presenting the top level entities; i.e. the Banks
- By clicking on a row, the inner entities are expanded
  - Clicking on a bank, all retail companies in collaboration, are expanding their rows in the table
  - Clicking on a retail company, all outlet rows are shown
- Primary status details are shown for each outlet
  - Smart safe model
  - Working status
  - Cash inventory



Real-time “Banknotes Meter” is presented on the top right corner of our Dashboard.  
 The large number on the middle shows the current number of banknotes in the CSS device.  
 The red limit, shows the device upper limit.  
 The yellow area is denotes the CIT-triggering area.





Let your cash flow thru the web  
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*will help you to  
let your cash flow...*

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