

AT CAMBRIDGE, WE HELP OUR PARTNERS EXPAND THEIR BUSINESS CHANNELS BY OFFERING WIDER PAYMENT CAPABILITIES TO TAP NEW REVENUE STREAMS THROUGH A SPECTRUM OF CLIENT AND BENEFICIARY ONBOARDING OPTIONS.



PAYMENT SOLUTIONS FOR PARTNERS

You can feel confident working with Cambridge, as we are backed by our parent company, FLEETCOR Technologies, Inc. (NYSE:FLT), a leading global business payments company based in Atlanta, Georgia, USA. FLEETCOR is a Fortune 1000 firm, an S&P 500 member and has \$2.6B in annual revenue with a market capitalization of \$24B USD.



TECHNOLOGY

We offer a spectrum of secure data integration options from your CRM and proprietary platforms to connect you to the most comprehensive global payments gateway in the market.

- Restful API driven suite of solutions designed to integrate seamlessly into your ecosystem to increase productivity, enhance User Experience (UX) and scale for future growth
- Built to rapidly deploy a variety of Go-To-Market strategies enabling faster monetization
- Integrate and connect with our entire suite of product solutions and best in segment delivery capabilities
- Agile pricing models to accommodate client sensitivities to margin and fees per corridor and payment modality



SERVICE MODEL

- Deep level of engagement to scale the partnership and revenues through ongoing management from the partner team including joint sales enablement and development of Go-to-Market strategies
- Dedicated team of subject matter experts aligned across our geographic operations providing 24/6 service continuity for globally-positioned clientele
- Initial project and ad-hoc technical support to demonstrate and advise on a wide spectrum of integration options as your business scales and evolves
- Support and service delivered with a deep understanding of our client's business needs and aligned within your own set of client Service Level Agreements (SLAs)
- Project Management support to manage expectations, while successfully bridging stakeholder communications to bring the project across the finish line
- Veteran leadership with expertise in professional service engagements that proactively respond to, and solve, even the most challenging integration and automation goals
- Sandbox environment for developers to create, test and prove workflow concepts via our API suite to quickly build and validate their client facing applications and model the user journey



PAYMENT SOLUTIONS FOR PARTNERS



PRODUCT CAPABILITIES

- Extend your global payments reach and confidently market to a more profitable pedigree of clients with the most comprehensive global payment coverage:
 - 145+ currencies to over 200+ countries
 - In-country payment delivery in 117 countries
 - Same day payment delivery in 10 currencies spanning over 25 countries
 - Deliver local direct deposit-type payments (IACH) in 34+ currencies to over 60 countries
- Stack and organize your entire global portfolio of clients and segregate reporting for account management and data analytics needs
- Automate data exchange, payment processing tasks and daily report reconciliation to streamline the full accounting cycle, saving valuable time that can be spent growing your business
- Access a full suite of tools offered on our platform or via API that enable timely and accurate payment delivery such as IBAN Validation, Bank Look-Up and Regulatory Rule wizards to reduce payment exceptions
- Automatic rate guarantees and forward drawdowns via file and API to insulate pricing against currency movement
- Vendor Portal for payees to self-manage banking information thereby reducing time, errors and giving staff back valuable time to perform core business functions
- Spectrum of white-label options for faster Go-To-Market powered by Cambridge



PROCESS WORKFLOW

- Holistic approach to workflows – native across all platforms and devices; allowing your customer to quickly accomplish their payments related objectives
- Seamless beneficiary build, bulk currency acquisition and payment execution through straight file or API
- Easily scale your current and future portfolio of clients with flexible onboarding options
- Avoid lost time and costs with multiple settlement steps, as we provide options for clients to directly settle for a more efficient processing environment



COMMERCIAL REVENUE OPPORTUNITY

- Introducing Broker/Referral, Value-Added Resellers (Affiliates), and OEM options for a partnership model that fits your needs
- Custom pricing by corridor and payment methods to match your client's volumes and sensitivities
- Monetize visibility of global spend flowing through platforms that are not currently being achieved

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