

## 5 Key Challenges

# WHEN BECOMING AN ACQUIRING BANK

BY NETWORK INTERNATIONAL

### THE UNFORSEEN COSTS & HIDDEN COMPLEXITY

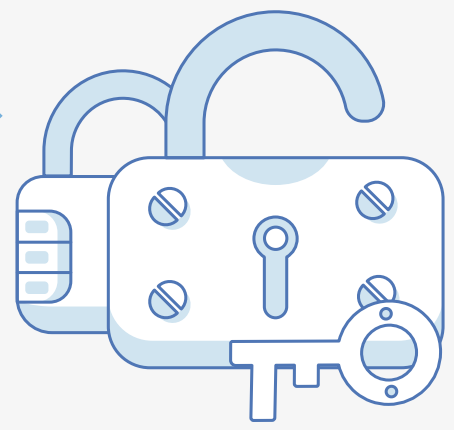
that can impact tight margins, and even introduce new complexities as banks face additional compliance requirements to become an acquirer.



## 01

### LICENCING

- Getting licenced by local financial regulators
- Getting card scheme licencing from networks like Visa & Mastercard, based on specific requirements



### CARD SCHEME REQUIREMENTS



- Financial stability & sufficient capital to support activities
  - Clean regulatory record (no major enforcement actions/ penalties)
  - Strong risk management & compliance programmes
  - Tech infrastructure to support processing, with PCI-DSS compliance
  - Card networks membership applications, agreeing to their rules & regulations
- This process can be time-consuming & costly**



## 02



### INFRASTRUCTURE & COMPLIANCE

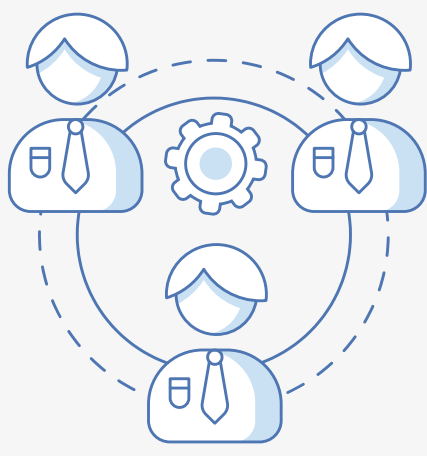
- Data centre servers
- Network & Software infrastructure
- Device & hardware upgrades
- Enterprise systems: CMS & VAS
- Ongoing compliance, certification & maintenance
- ISO, PCI and data centre compliance



## 03

### POLICIES & PROCEDURES

- Stringent policies covering risk, pricing, acquisition etc
- Stringent procedural processes (end-to-end)



## 04



### HUMAN CAPITAL

- Setting up an Acquiring Department
- Customer & merchant service management
- Field services & technical support to merchants
- Operational teams for reconciliation, KYC, onboarding, fraud monitoring, chargebacks etc
- Ongoing training & resource up-skilling



## 05

### INNOVATION

- Staying up to date with new technology, products and services
- Contract and manage vendors and partners
- Merchant operations for recon, financials, data, statements etc.



### OUTSOURCE THE HEAVY LIFTING

*Instead of DIY, turn to a partner that can provide everything from a front-end acceptance channel, to switching, processing and merchant management, all the way to operational support.*

<https://www.network.ae/en> | <https://www.itweb.co.za/office/networkinternational>