

Payment orchestration at scale

Rise
2024



Speaker

Nathan Salisbury

Managing Director Payment
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Payment orchestration at scale:

The disruptive
force in enterprise
payments.



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**Payment orchestration
is here to disrupt.**

**It will revolutionize the
payment acceptance
landscape and shift control
back to enterprise merchants,
relegating legacy PSP's to
commodity services.**

**Let's explore the past, present
and challenge the future state
of enterprise payment
services at a global scale.**

The early days...



Birth of e-commerce

payment processing
driven by web 2.0



Card schemes &

Acquirers start
supporting ecommerce
specific transactions



Gateways & alternative payment

methods emerge



High transaction costs

The early days...

PSP model expansion



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High transaction
costs



PSPs emerge with
strong APIs to drive
scale and simplicity



Major PSPs
become acquirers



Merchant's select **one**
or few providers for
global payment needs



Enterprise merchants
fine tune payments for
performance and cost



Online **processing**
costs decrease

The early days...



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The orchestration age



Increasingly **diverse**
global payment product
landscape



Increasing **regulatory and**
compliance requirements



Enterprise & scale-up
merchants seek full **control**
of payments stack



Merchant focus on
reducing **operational**
costs and faster **speed to**
market



Provider **agnostic payment**
orchestration platforms
emerge

Payments to grow your world

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Introducing Worldline Payment Orchestration





Why would an enterprise merchant use payment orchestration?

Use case 1

Independent and flexible checkout for speed and control



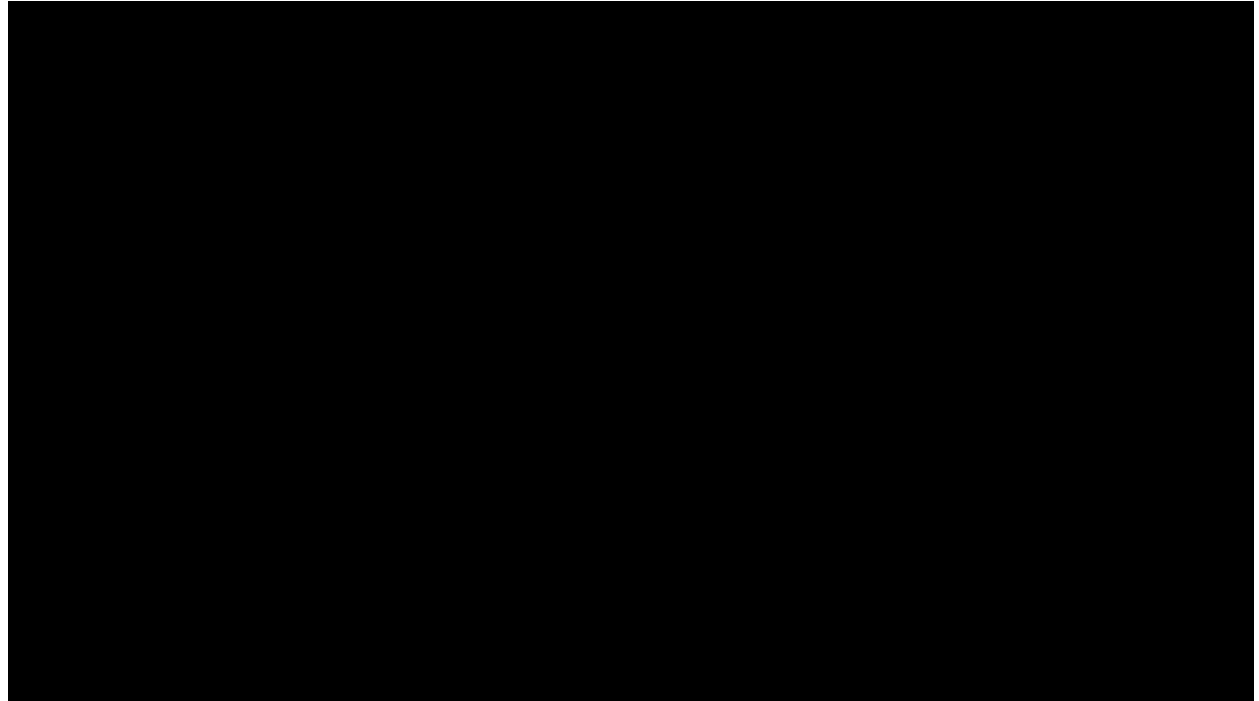
Universal provider agnostic checkout



Improved UX and conversion



Reduce technical and operational costs



Use case 2

Outsource provider integrations and ongoing technical management

300+ providers



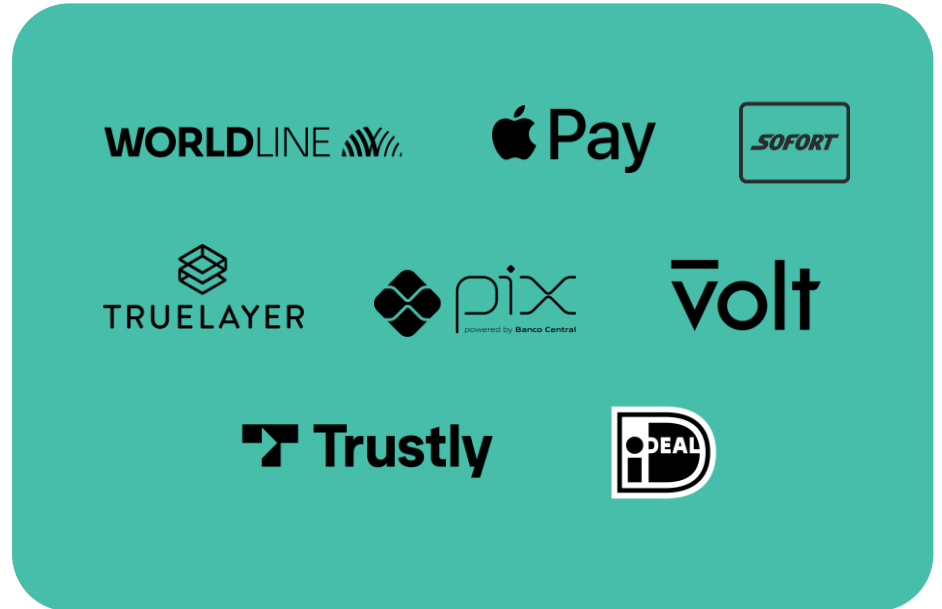
Speed-up geographic expansion into new markets



Best in class global provider integrations on-demand



Reduce costs for building and maintaining provider connections



Use case 3

Provider agnostic software for success-rate optimization



Powerful routing rules
for auth-rate optimisation



Boost payment success
rates for **revenue**
recovery



Self-service portal for
total control
of transaction flows

Worldline Payment Orchestration

Payment management software to:

300+

Payment providers
connected



Speed-up geographic
expansion into new markets

400M

transactions processed
in 2023

350+

Customers on board



Automate payment strategy
and transaction management

€16Bn

Annual transaction volume

99.99%

Uptime SLA
Full cloud infrastructure



Reduce operational costs and
capture lost revenues

30+

New provider integrations
on-demand per year

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Q&A