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# SUPERINTENDING PAYMENTS

## WORKSHOP SERIES

nsknox



PaymentWorks

March 11, 2026

*Live and Recorded for On-Demand Viewing*

# TODAY'S SPEAKERS



**NITHAI BARZAM**  
Chief Executive Officer,  
nsKnox



**BRIAN ANDERSON**  
Partner Sales Manager,  
PaymentWorks



**PAUL GALLOWAY**  
Senior Director,  
Strategic Treasurer



**CRAIG JEFFERY**  
Founder & Managing Partner,  
Strategic Treasurer

# TOPICS OF DISCUSSION

KEY AREAS OF FOCUS AND ANALYSIS

## SUPERINTENDING PAYMENTS

Foundations and survey  
results



## FINTECH PERSPECTIVES

Use cases



## FRAMEWORK ESSENTIALS

Operationally excelling as  
superintendent

## PROTECTING PAYMENTS

The criminal approach and  
how to effectively respond



## SPEED ROUND

Future of payments



## PANEL DISCUSSION

And final thoughts

# SUPERINTENDING PAYMENTS

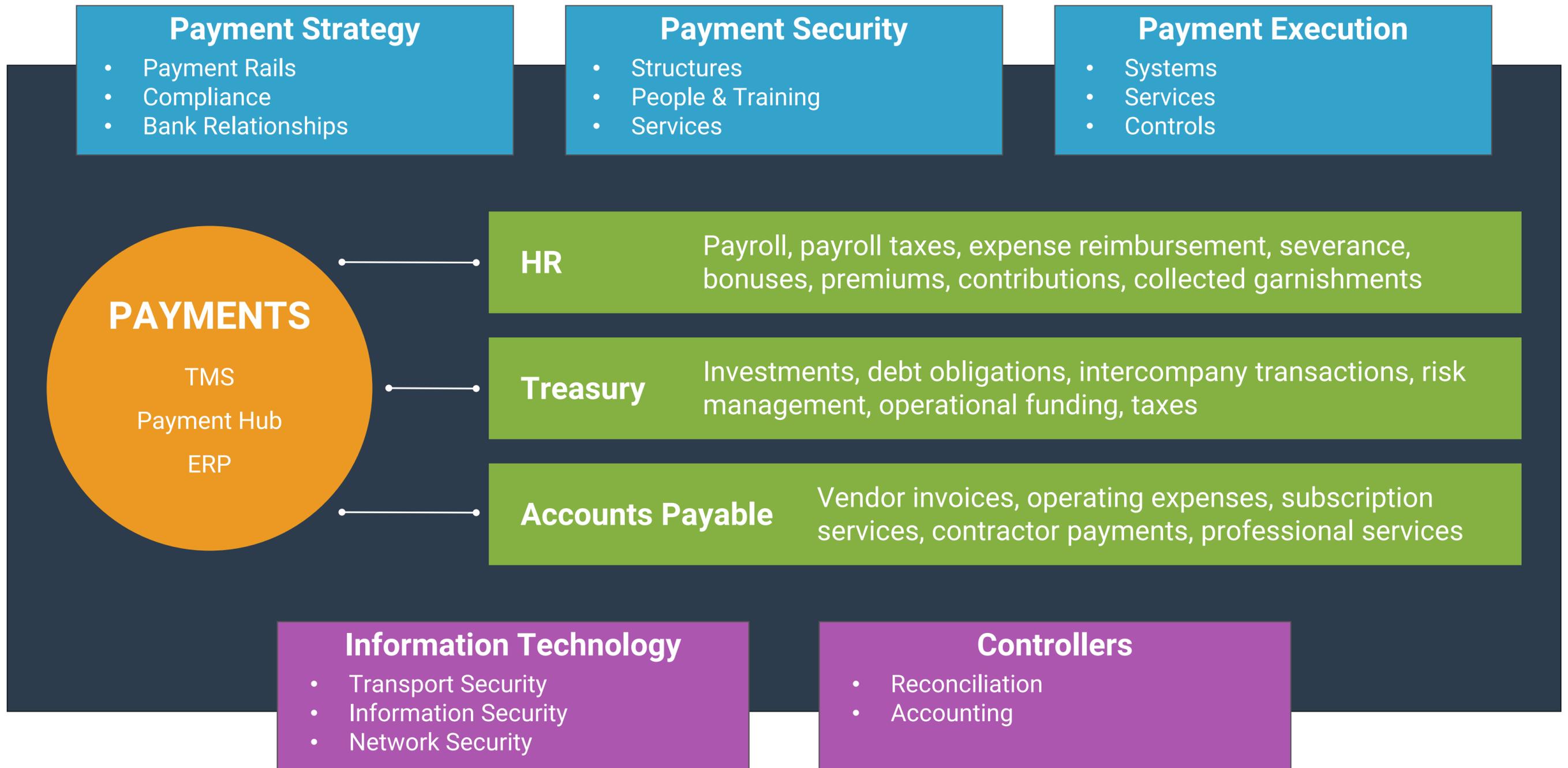
## EXAMINING TREASURY'S ROLE



### SUPERINTENDENT MINDSET

- Execution may be distributed, but accountability is centralized
- Strategy, risk, and control sit with treasury
- New rails introduce new risks and expectations
- Visibility must extend across systems, banks, and borders
- Governance must keep pace with speed

# SUPERINTENDENT OF PAYMENTS



# MODERN PAYMENTS LANDSCAPE

## WHAT HAS CHANGED

### SPEED AND FRAGMENTATION INCREASE THE NEED FOR INTENTIONAL SUPERVISION



#### Real-time payment rails

- RTP (The Clearing House)
- FedNow



Growing cross-border complexity and FX exposure



API-driven connectivity and embedded payments



Increasing fraud sophistication



Expanding regulatory and compliance pressure

# PAYMENT SECURITY

## ENSURING THE CONTROL ENVIRONMENT IS EFFECTIVE



### PAYMENT POLICY CLARITY

- Clearly define who can initiate, approve, release, and modify payments



### ACCOUNT RATIONALIZATION

- Reduce unnecessary bank accounts to limit exposure and complexity



### BANK TOOLS

- Leverage bank fraud prevention services aligned to payment types



### MULTI-FACTOR AUTHENTICATION

- Require MFA and layered access controls for all payment systems



### PAYMENT ANOMALY MONITORING

- Implement real-time alerts for unusual amounts, vendors, or timing

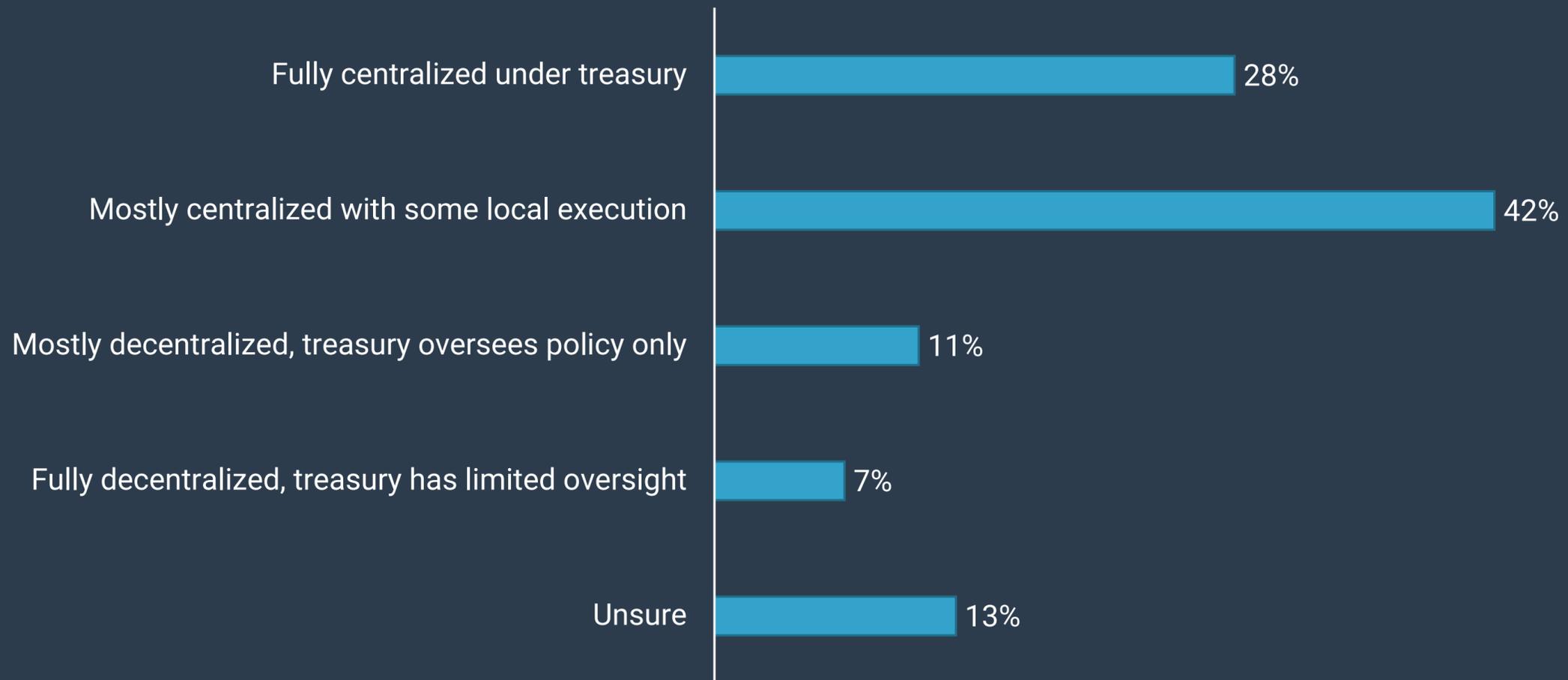


### TRAINING AND AWARENESS

- Conduct regular fraud and social engineering training for staff

# POLL QUESTION

## Poll 1 - How is payment execution currently structured in your organization?

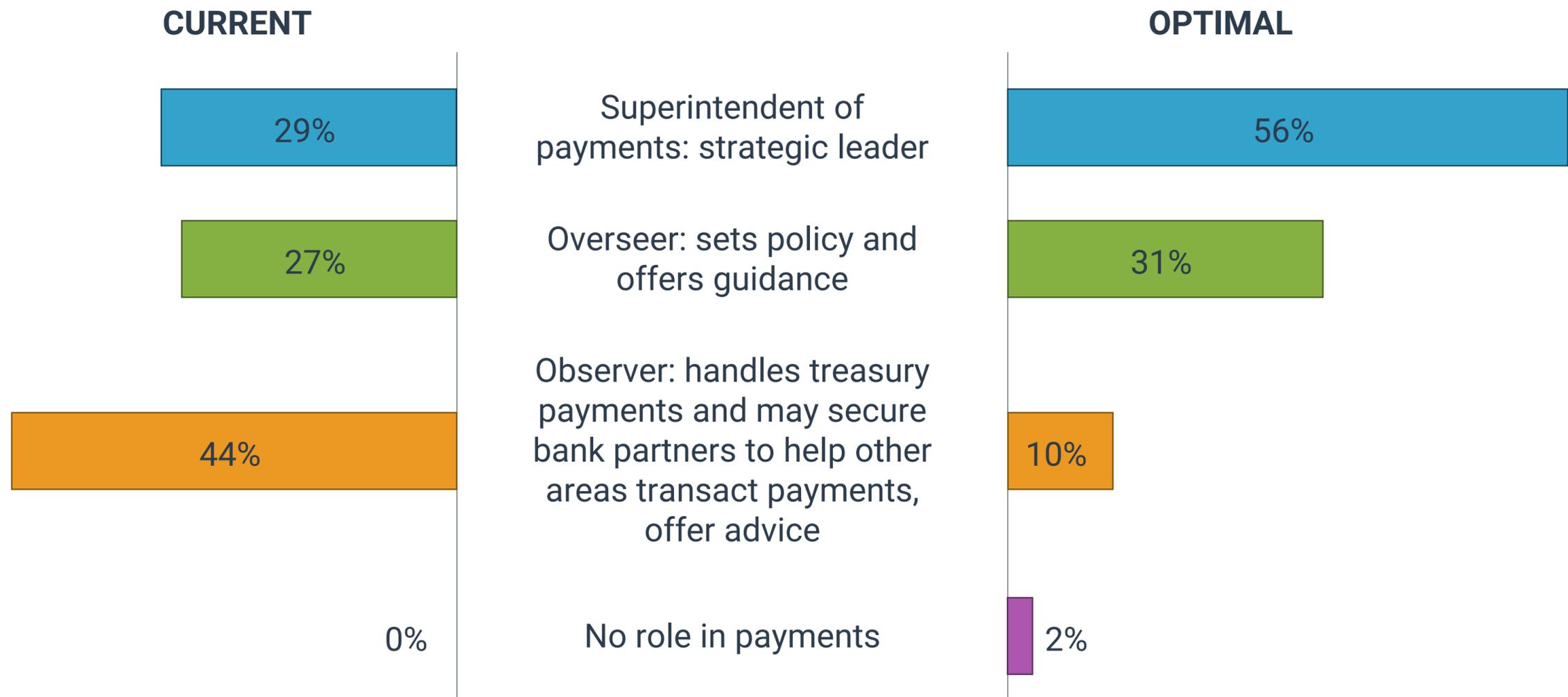


# TREASURY'S ROLE IN PAYMENTS

MAJORITY BELIEVE TREASURY SHOULD BE THE SUPERINTENDENT



How would you describe treasury's role in payments today, and what should it ideally be?

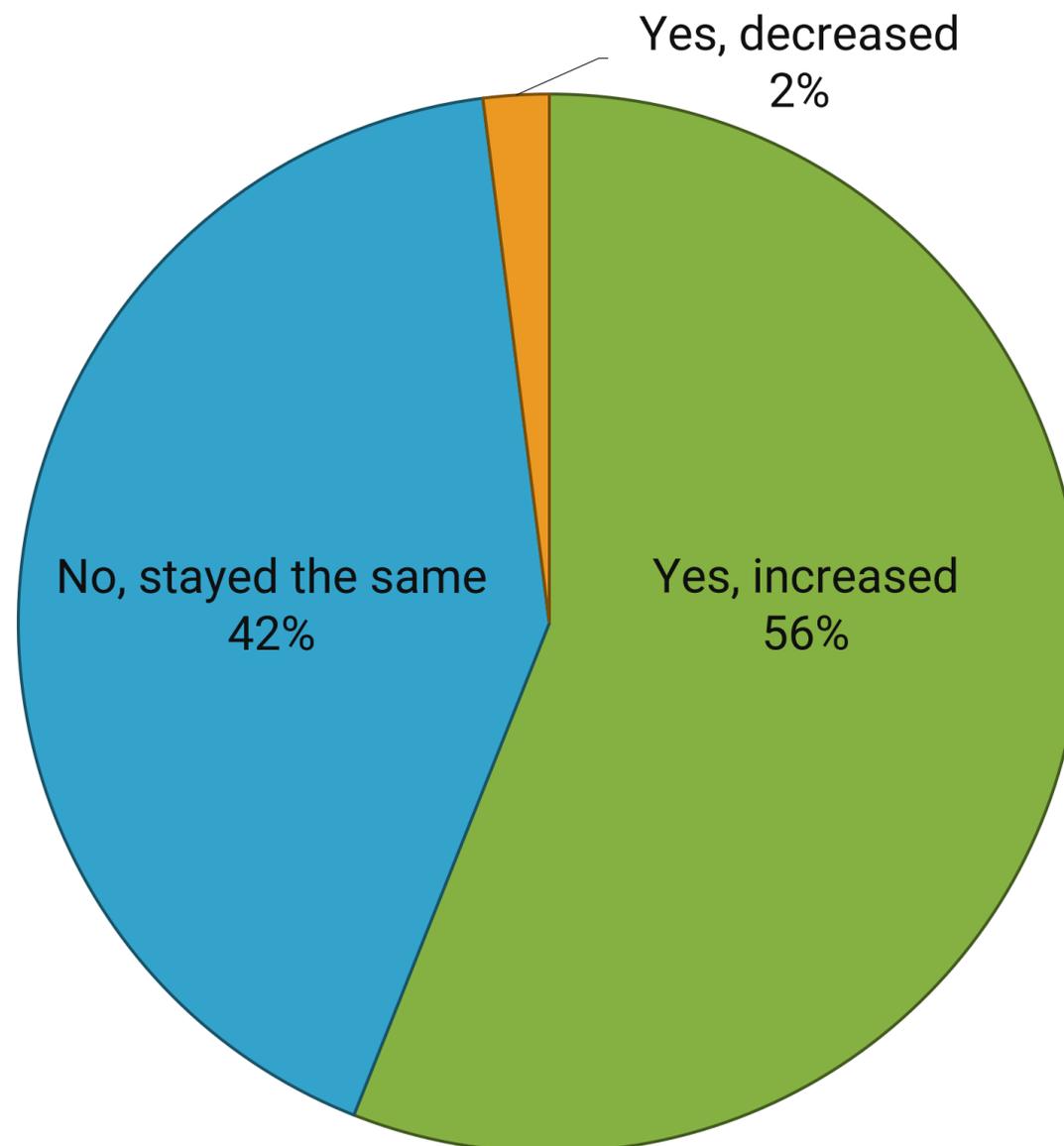


# TREASURY SCOPE EXPANDING

## PAYMENT STRATEGY RESPONSIBILITY HAS GROWN



Over the past two years, has treasury's responsibility for payment strategy changed?

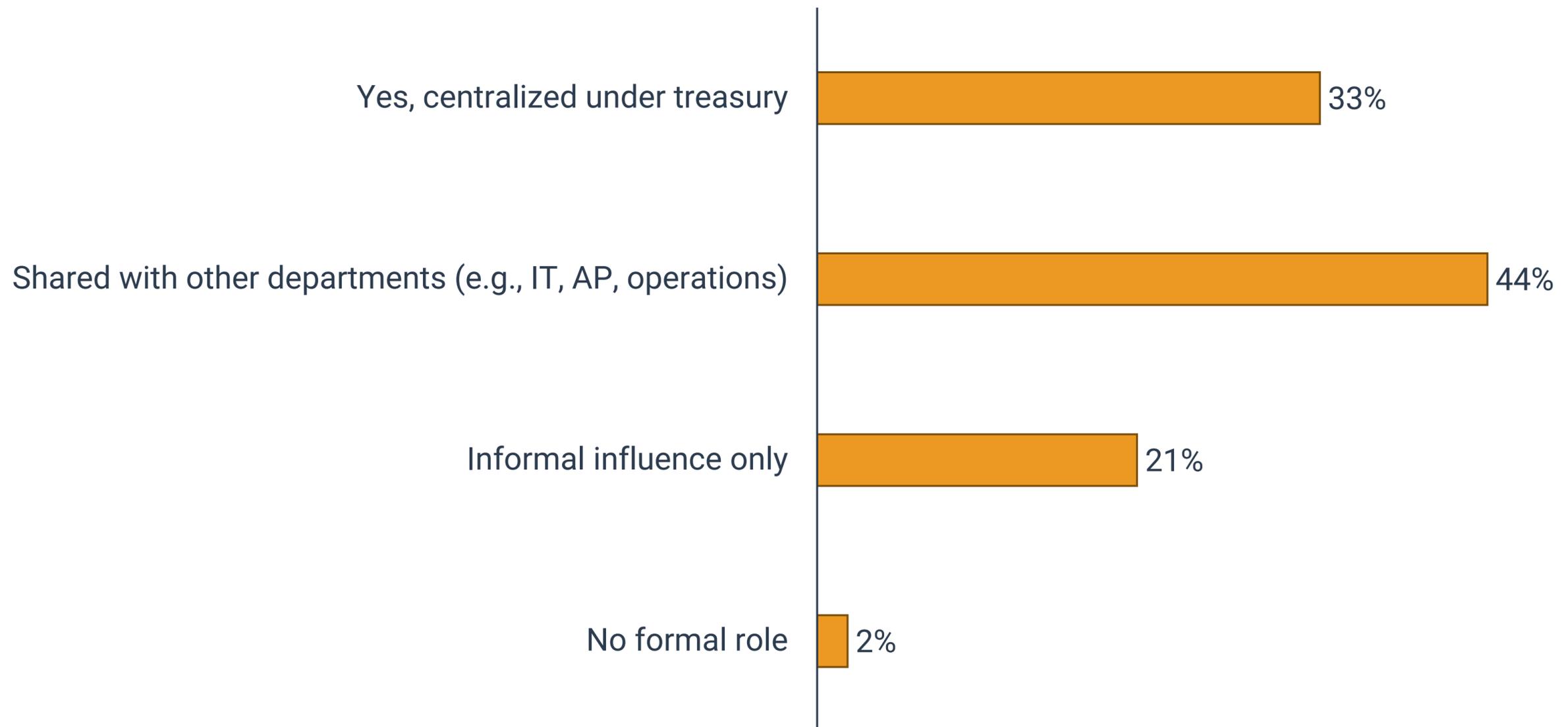


# SHARED AUTHORITY FOR STRATEGY

## PAYMENT STRATEGY OFTEN SHARED ACROSS TEAMS



Does treasury have formal authority over payment strategy across the organization?

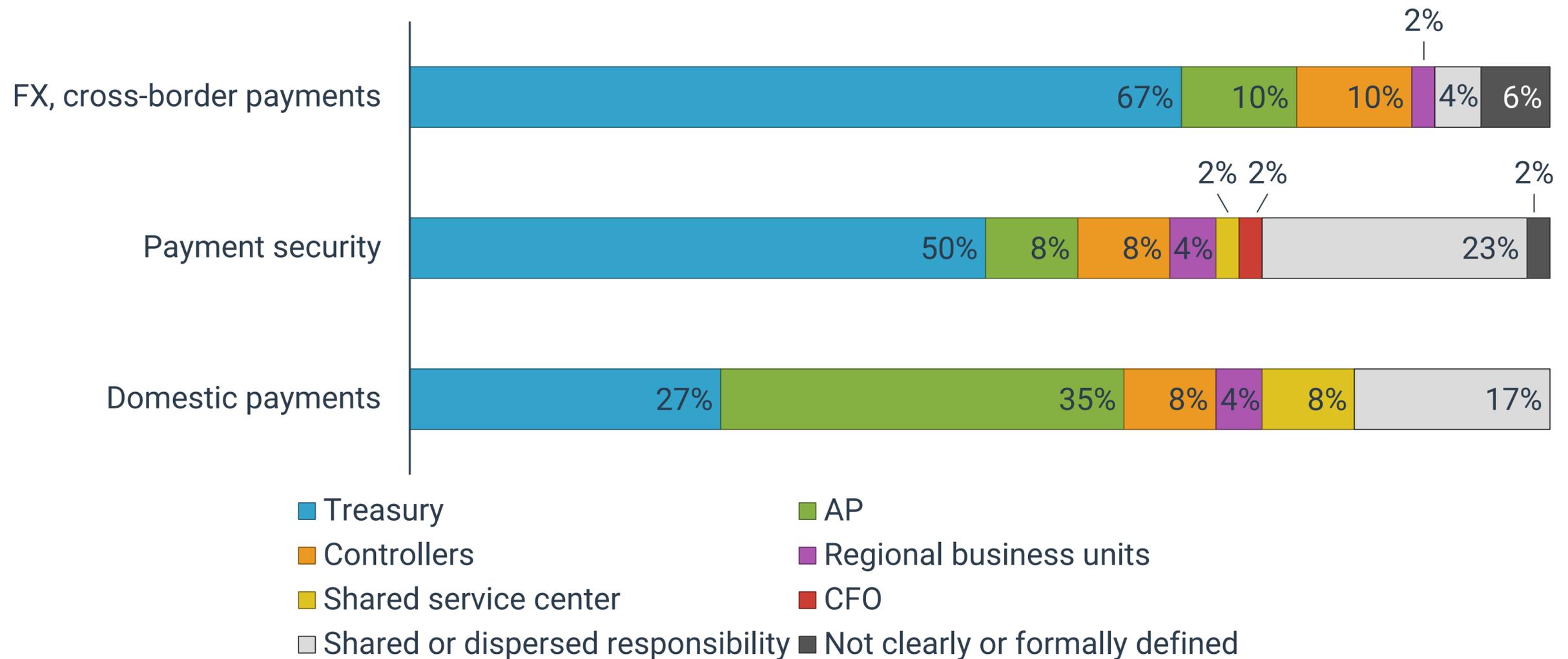


# WHO OWNS PAYMENTS?

## RESPONSIBILITY FOR PAYMENTS AND PAYMENT SECURITY



Who is primarily responsible for:



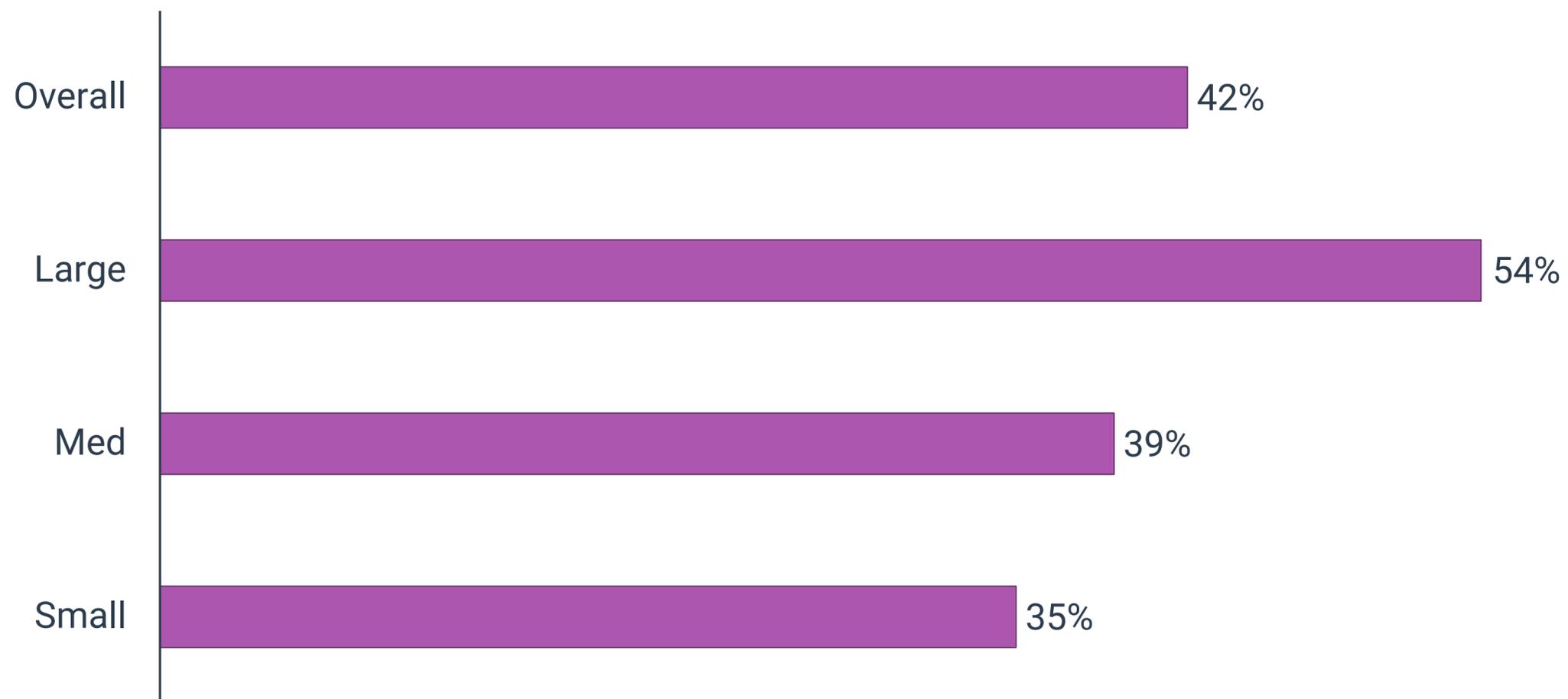
# NEW PAYMENT RAIL ADOPTION

## LARGER FIRMS ADDING MORE



Has your organization added new payment types or rails in the past three years?

YES

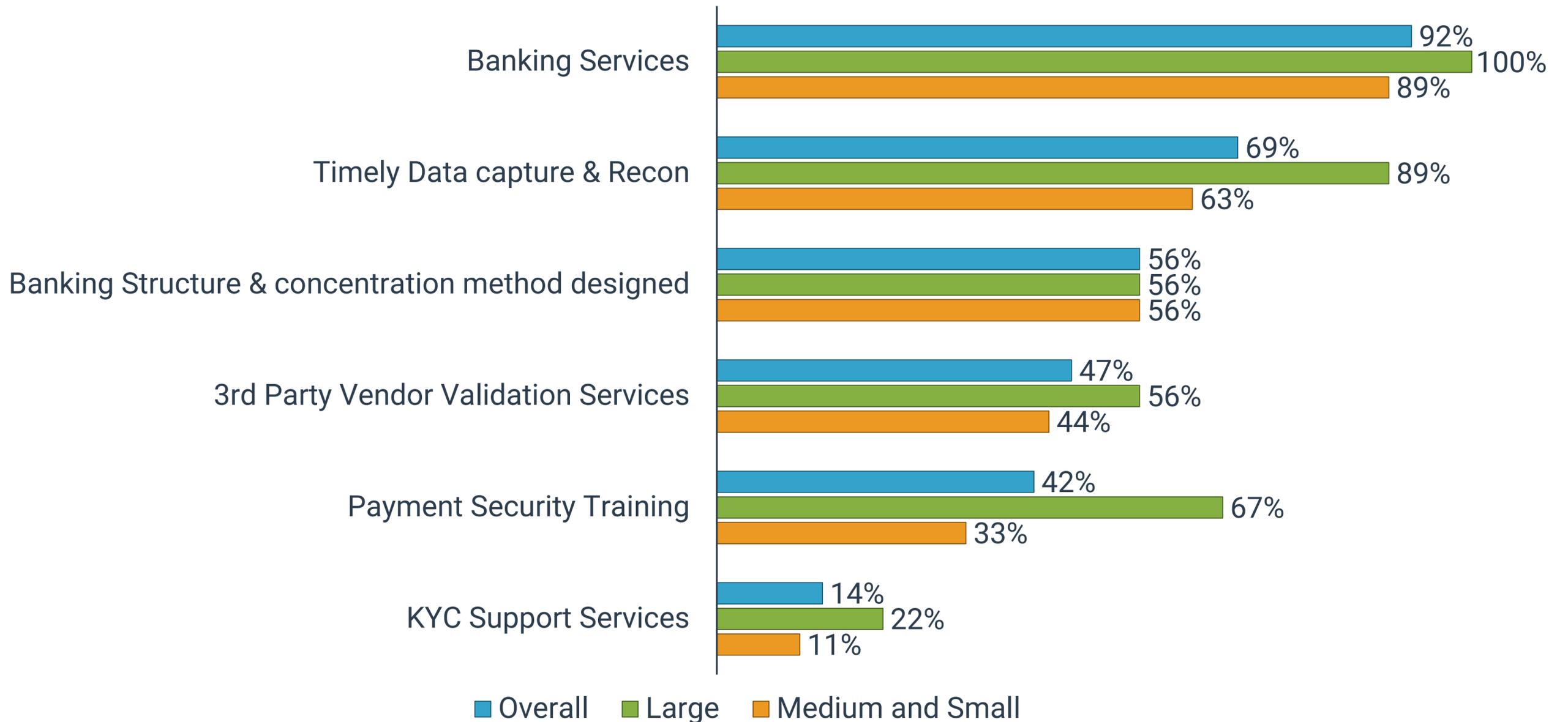


# SECURITY SERVICES

## FEW ORGANIZATIONS RELY ON KYC SERVICES



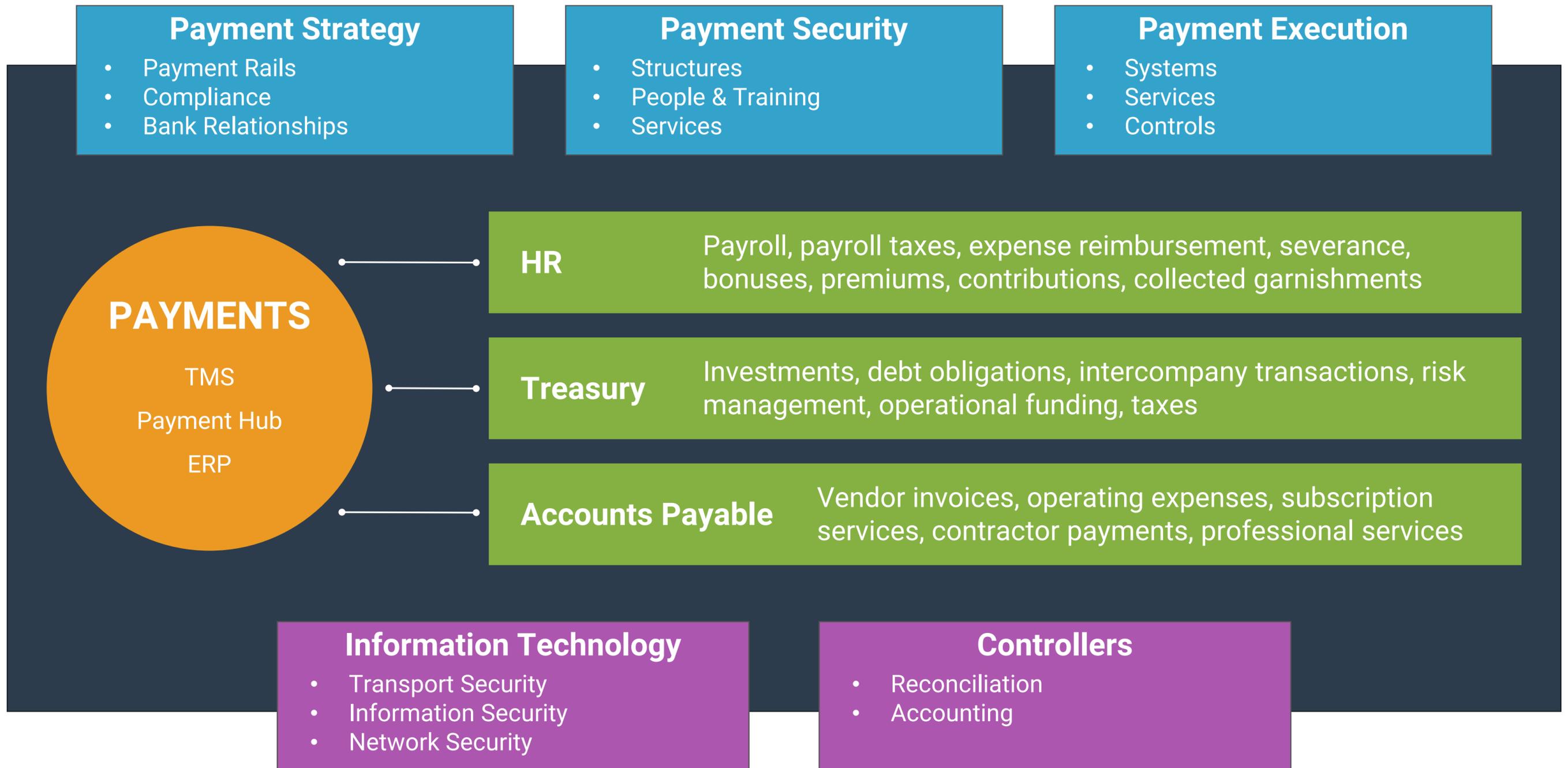
Does your organization use any of the following payment security services or processes? (Select all that apply)



# BREAK



# SUPERINTENDENT OF PAYMENTS



# SUPERINTENDENT FRAMEWORK

## OVERSEEING PAYMENTS

### FOUR AREAS OF OVERSIGHT



#### INFRASTRUCTURE

- Bank connectivity
- Payment rails and cutoffs
- System integration



#### SECURITY AND CONTROLS

- Segregation of duties
- Approval structures
- Fraud detection layers



#### CROSS-BORDER AND FX GOVERNANCE

- Currency exposure visibility
- Funding and liquidity timing
- Banking network strategy



#### POLICY AND ACCOUNTABILITY

- Documented payment strategy
- Escalation paths
- Defined ownership

# IMMEDIATE PAYMENTS

## IMPACT OF SPEED ON CONTROL DYNAMICS



Immediate settlement reduces recall options



24/7/365 operating expectations



Liquidity must be positioned in advance



Fraud detection must be proactive, not reactive

### KEY QUESTIONS

- Where should real-time be enabled?
- What transaction types qualify?
- What dollar limits apply?
- How is after-hours monitoring handled?

# CROSS-BORDER PAYMENTS

## AND FX SUPERVISION



### WHERE COMPLEXITY ACCELERATES

- Varying banking formats and clearing systems
- Time zone and cutoff mismatches
- Currency volatility
- Trapped cash and local regulations



### OVERSIGHT PRIORITIES

- Visibility into currency positions
- FX execution strategy alignment
- Cost transparency across channels
- Balancing centralized vs. decentralized execution



*Payments and FX strategy must be integrated, not siloed*



# PAYMENT SUPERVISION PLAYBOOK

## PRACTICAL FRAMEWORK FOR OVERSEEING PAYMENTS



**Map** all payment flows across the organization



**Define** real-time payment criteria



**Identify** all rails in use



**Establish** a cross-functional payment governance group



**Document** control gaps and redundancies

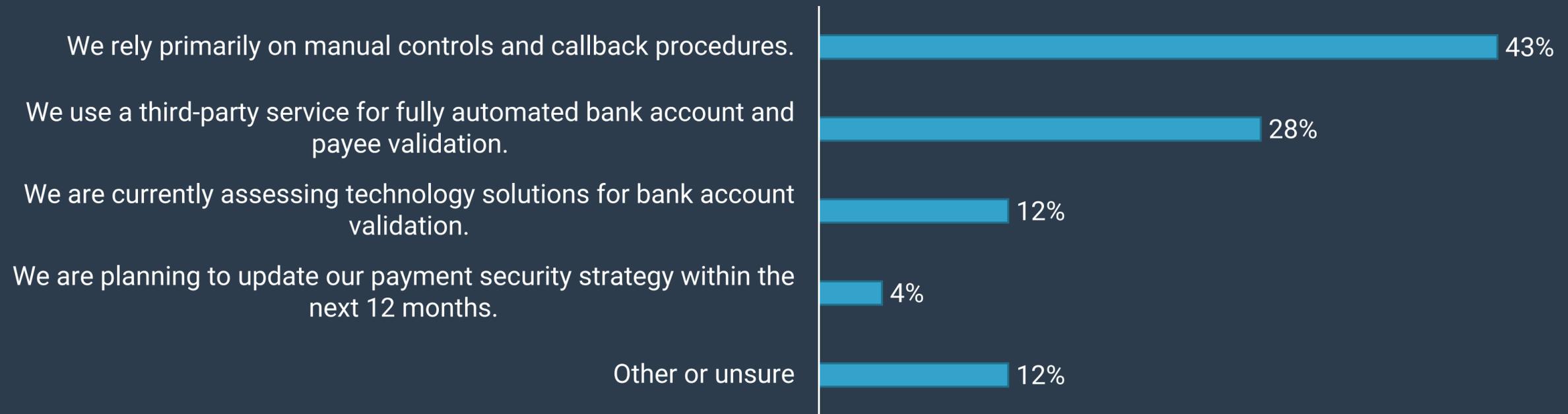


**Conduct** annual payment risk assessments

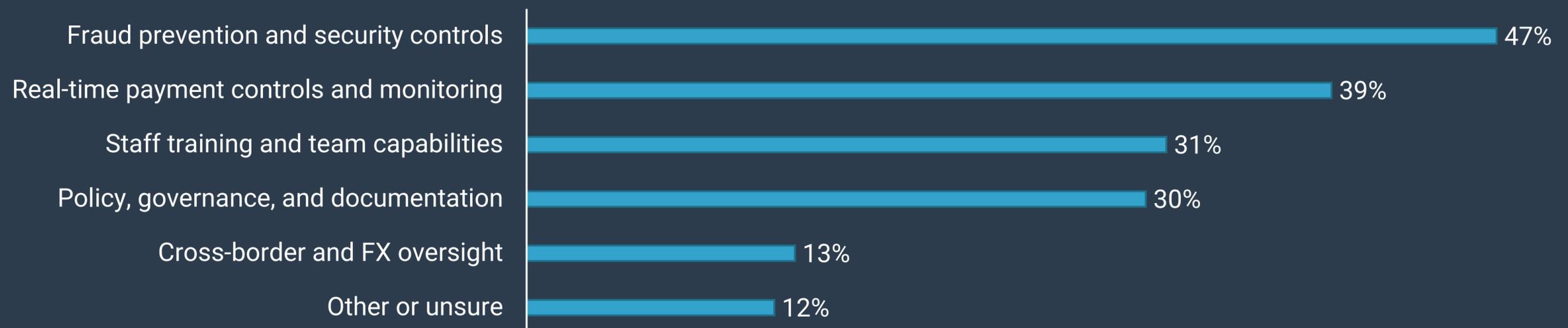


# POLL QUESTION

## Poll 2 - Which statement best describes your organization's current approach to payment fraud prevention technology?



## Poll 3 - Which areas of payment supervision do you plan to strengthen most in the next 12 months? (all that apply)

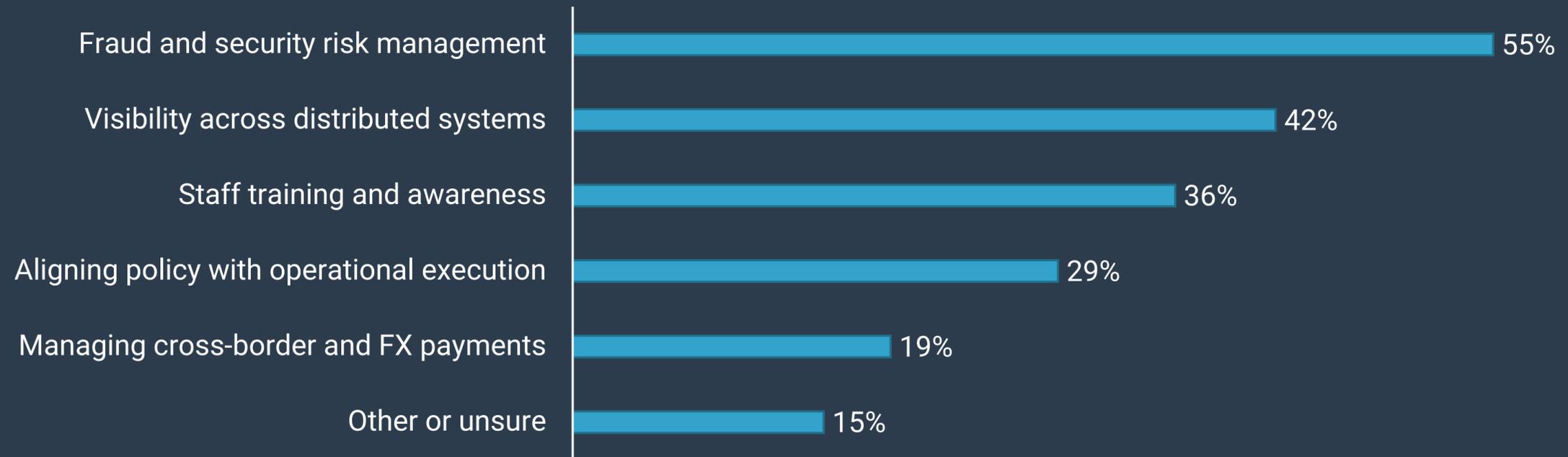


# BREAK



# POLL QUESTION

**Poll 4 - What are your biggest challenges in supervising payments today? (all that apply)**



# CONNECT WITH US

FOR QUESTIONS OR TO LEARN MORE

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## PAYMENT SECURITY & FRAUD PREVENTION ebook



# PRACTITIONERS

## CORPORATE TREASURY & FINANCE

We help treasury do more of the right work with less of the waste.  
[Learn from our experience. Leverage our expertise.](#)



### ADVISE Major Projects

- Treasury Structures
- Liquidity & Risk
- Banking Services
- Treasury Technology



### ASSIST Outsourced Services

- Fee Management
- Employee Security Training
- Compliance Services
- Connectivity & Onboarding



### RESEARCH Market Data

- Survey Participation
- Research Report Access
- Industry & Peer Benchmarking
- Critical Treasury Assessment



### INFORM Industry Insights

- Technology Analyst Report
- Webinars (CE Credits)
- Podcasts & Videos
- eBooks & White Papers



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# PROVIDERS

## BANKING, FINTECH AND INVESTMENT

We help providers engage treasury with smart marketing solutions.  
*Extend your reach. Strengthen your impact.*



### ADVISE Major Projects

- Go-to-Market Advising
- Product Design & Roadmapping
- Messaging Optimization
- Investment Validation



### ASSIST Outsourced Services

- Sales Optimization & Training
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- Content Amplification
- SME Speaker Bureau



### RESEARCH Market Data

- Treasury Insights (Data Services)
- Tailored Market Research
- Survey Program Sponsorship
- Client Benchmark Reporting



### INFORM Industry Insights

- Expert Content Creation
- Platform Access & Distribution
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- Custom Campaign Programming



Learn more or schedule an introduction today at [strategictreasurer.com/providers](https://strategictreasurer.com/providers)



# **Fraud Challenges for Superintending Payments**

# About Us

A fintech security company, focused on B2B payments security & compliance



Alon Cohen

Founder, Executive  
Chairman



SOC 1 & 2 Certified



Customers across multiple industries



BRUNSWICK



GLENCORE



# The Perfect Storm: When Complexity Meets Speed

## The Baseline (Inherent Complexity)



**Fragmented Workflows:** Multiple disparate systems (Onboarding, ERPs, TMS) & processes



**Distributed Execution:** Global teams, processing global payments through a complex web of banking partners



**Manual Process Gaps:** Heavy reliance on manual handoffs, emails, texts, and calls



**Sophisticated Fraud:** Cyber-enabled payment fraud throughout the entire P2P journey

## Compounded by Speed & AI



**Speed of Light Money:** Real-time rails (RTP, FedNow) and API Connectivity



**Zero Recall:** Immediate settlement means no safety net or recall window



**AI-Powered Fraud:** Gen AI/Deepfakes weaponize cyber-criminals giving them a near-zero cost superpower

# Evolving the Superintendent Mindset: Fighting Machine with Machine

## Speed Breaks Legacy Manual Controls



**Human callbacks & visual spot-checks:**  
Easily defeated by Gen-AI Forgeries and deep fake audio & video cloning



**Standard Segregation of Duties:**  
Fails when insiders turn malicious or credentials are stolen



**Batch-Processing Safety Nets:**  
The ACH "recall window" is gone



**Proactive, tech-based Account Validation:**  
Removing the human point of failure, and validating globally



**Continuous Master Data Audit**  
Automated, ongoing audit of entire data set



**Pre-payment transaction scanning:**  
Stop attacks before money leaves the building



# **Protecting Payments:** Perspective and Case Studies

# Payment Fraud 101

**83%**

of large companies  
(revenue > \$1B) hit  
by payment fraud

[AFP]



## Social Engineering

- Business Email Compromise
- Email Account Takeover
- Deep Fake AI

**\$43Bn**

lost to Business Email  
Compromise fraud in  
last 5 years [FBI]

**2% Revenue**

orgs revenues  
lost to fraud annually

[Association of Fraud Examiners]



## Cyber Attacks

- Stealing Credentials
- Targeting ERP systems

**\$100M+**

Sometimes  
lost in a single incident

[American Banker]



## Insiders

- Bypass controls
- Cover traces

# Payment Fraud Case Studies§

Social Engineering

Cyber Attacks

Insiders

# \$2.8B

lost to Business Email  
Compromise fraud in 2024



[FBI Internet Crime  
Report, 2025]

## ARUP

-\$25.6M

"This wasn't a cyberattack in the usual sense, as **no systems were compromised**. A better term might be '**technology-enhanced social engineering**'... Audio and visual cues are very important to us as humans, and these technologies are playing on that."

**Rob Greig**

Global Chief Information Officer  
ARUP

(Source: [World Economic Forum](#) / [The Guardian](#))

# Payment Fraud Case Studies§

Social Engineering

**Cyber Attacks**

Insiders

# 64%

of ERP Customers surveyed reported they were hacked



**-\$78M in debt**

Rather than just encrypting files, the **attackers compromised the integrity of the financial data** and the reporting modules. This made it **impossible for the Treasurer and Finance teams to verify vendor accounts, bank details**, or even their own cash positions.

(Source: [Tadviser/ Bloomberg Law 2024/2025](#))

# Payment Fraud Methods

Social Engineering

Cyber Attacks

Insiders

# 83%

Experienced at least one Insider Fraud attempt in the past 12 months

**Cybersecurity** [2024 Insider Threat Report](#)  
I N S I D E R S



-\$15M

The **former assistant treasurer** of Bridgestone Americas Inc. has been arrested and charged with wire fraud and money laundering in a \$15 million scheme. He submitted approximately **\$15 million in fake reimbursement invoices** to Bridgestone for his own payments.

He **created a fake vendor** and started submitting the bogus invoices to Bridgestone for purported bank fees owed to the LLC.

(Source: [US DoJ](#))

# Understanding The Adversary

## The Industrialization of Payment Fraud

### Why manual "best practices" fail against professional fraud



#### The Modern Threat Actor: Not a kid in a basement

##### ROI-Driven Enterprise

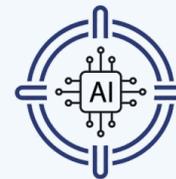
Cybercrime is a highly organized global business model

##### Automated Reconnaissance

Attackers use AI to instantly research targets and gather data

##### Scale & Precision

Capable of both automated "spray & pray", and hyper-targeted strikes on specific high-value supply chains



#### The Arsenal: Hacking Reality & Systems

##### Weaponized Gen-AI

Leveraging the ultimate force multiplier, enabling more attacks at a lower cost

##### Social Engineering 2.0

Flawless impersonation. Mimics exact writing styles, deepfakes audio/video

##### Dark Web Data & Specialized Code:

Troves of stolen credentials and specialized malicious code, to automatically compromise systems



#### The Execution: Attacking the entire P2P chain

##### During vendor onboarding & updates

BEC and deepfakes trick employees into saving fraudulent details from day one

##### Data "At Rest"

Stolen credentials and malicious code used to alter ERP banking records

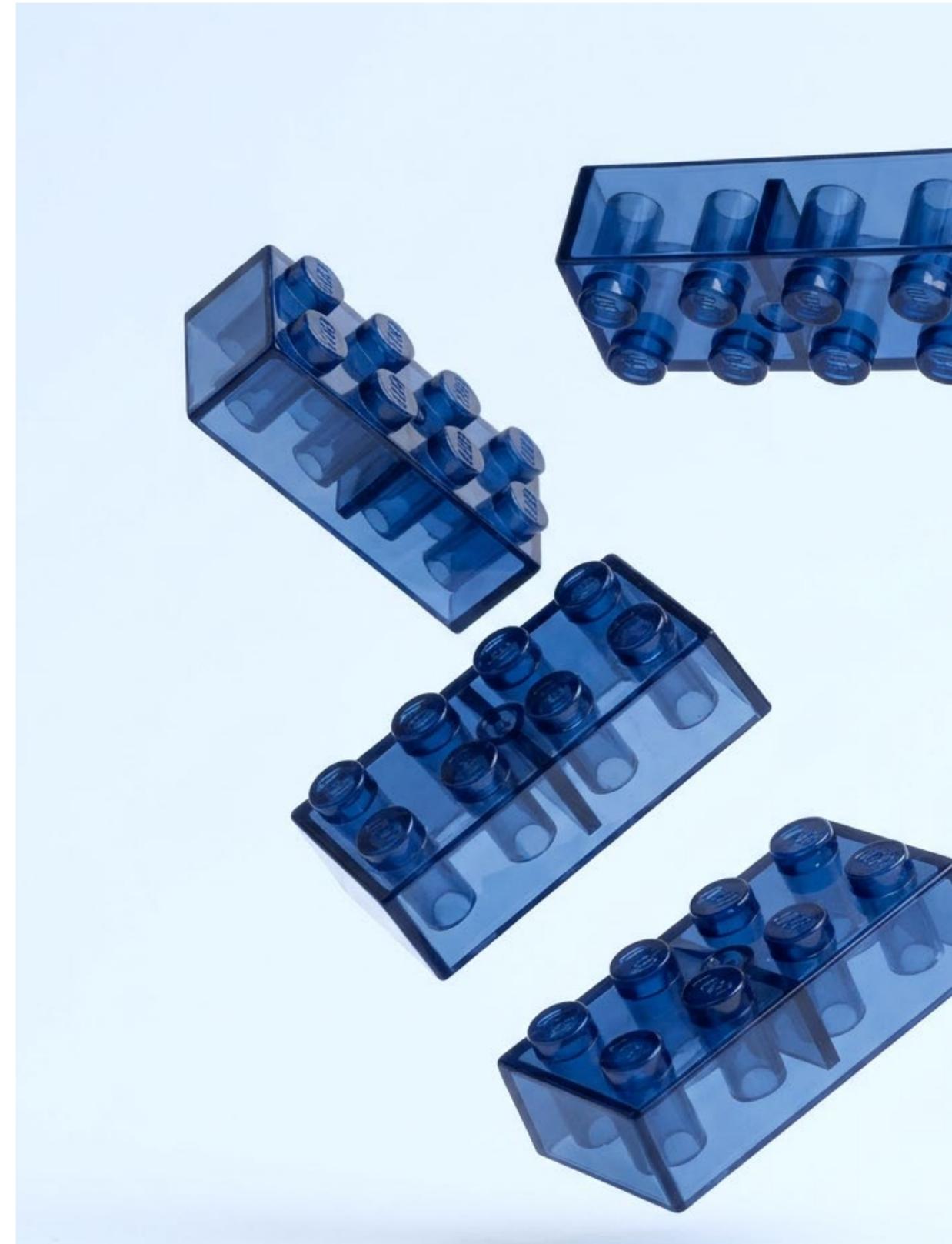
##### During Payment Runs

Specialized malware intercepts and tampers with payment files before they are signed and sent for processing

# Playbook for Defense

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A multi-layer approach to solve a multi-layer problem



# Infrastructure

Work together with your CIO & CISO  
to identify threats and mitigations

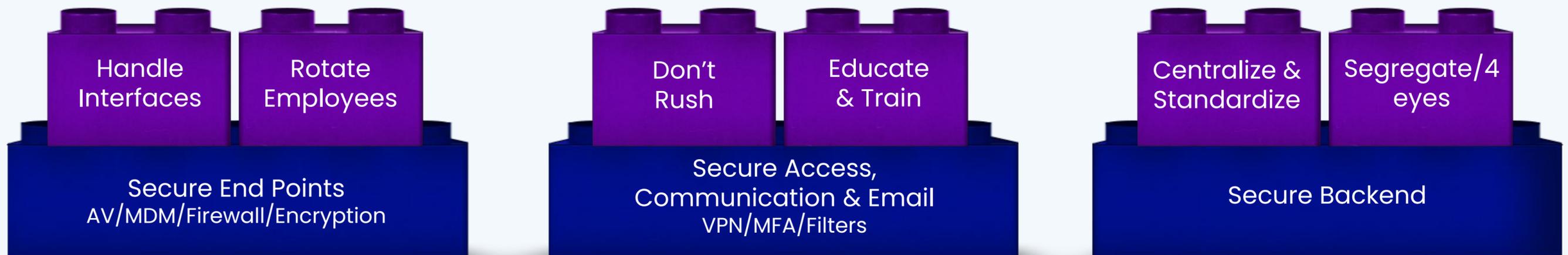


But it is not enough, as ***“There are only two types of companies: those that have been hacked and those that will be”*** (former FBI Director Mueller)



## People & Process

Identify key processes, redefine the new baseline,  
and publish via education and training



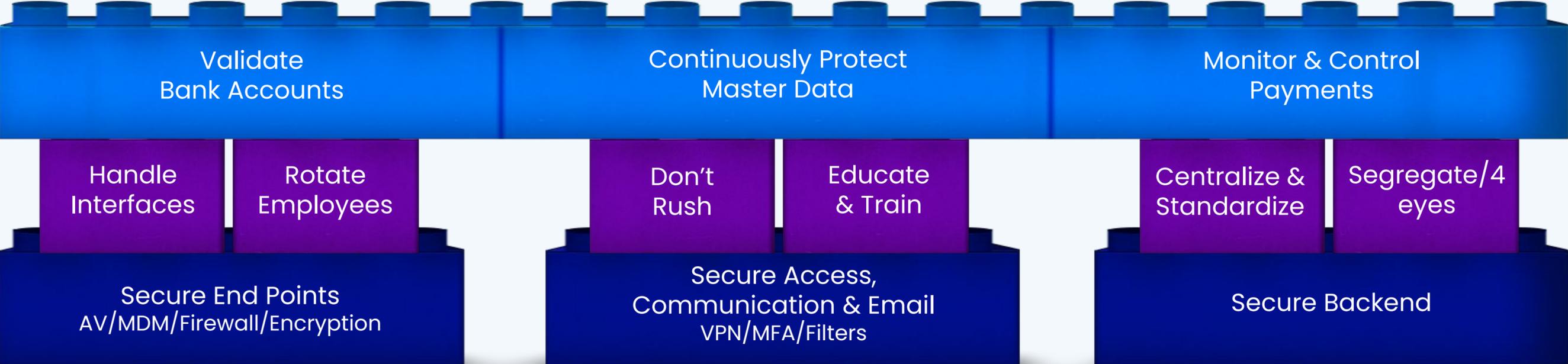
But it is not enough as

**“Processes & controls are only as strong as the employees that follow them” (SEC)**

“

# Automate Using Reliable External Data Sources

Automate manual processes, reduce human interaction



Reduce human errors, reduce mistakes, enhance visibility, and enhance control



**Solutions and  
Technology  
Case Study**

# PaymentKnox™

End-to-End Payment Security & Compliance



**Outgoing  
Payment Security**



**Incoming  
Payment Security**



**True  
Sanction  
Screening**

**Global Account Validation**

**Bank Account Certificate™**

**Fraud-proof External Security Layer**

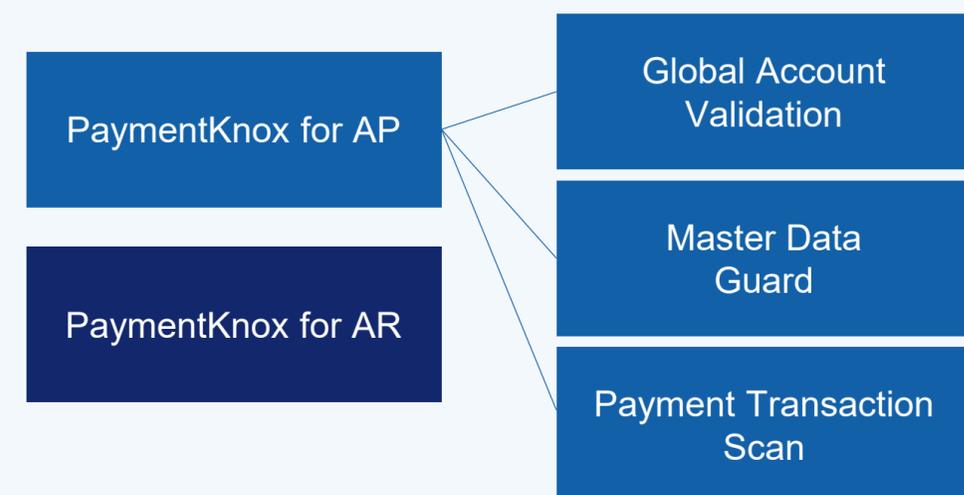
Cooperative Cyber Security™ (CCS – Patent #11163893)

# E2E Payment Security Case Study –

## About Ansys

- Now part of Synopsys (Nasdaq: SNPS)
- A leader in engineering solutions from silicon to systems
- Annual revenue of over \$2.5B
- Over 6,600 employees
- 80+ offices in the Americas, Europe, the Middle East, Africa, and APAC

## The Ansys Implementation



“We **saw results from nsKnox very quickly** – we were able, for the first time, to **validate accounts in any country we operate in**, and we realized that the **continuous validation** of the accounts in the ERP system **is important for keeping the integrity of the accounts’ details**.

The decision to launch the technology in all sites was a natural next step for us.”

Robert (Bob) Bonacci, Corporate Controller at Ansys



**PaymentKnox™ for AP:**  
Outgoing Payment Security

# Design Goals



## Verify Accounts Globally with 100% Coverage

Verify all bank accounts for all payees anywhere in the world.  
(A fraudulent account is always “unknown”)



## Verify Based on Banking Data

Phone calls and document reviews are problematic. Bank KYC data is the best source.  
(One fraudulent transaction is all it takes)



## Continuous Validation

Verify bank accounts & payments throughout the entire P2P process.  
(It would be terrible to verify when onboarding and still pay a fraudster)

# PaymentKnox™ for AP

PaymentKnox™ Portal | PaymentKnox™ Connect | APIs



Bank Account  
**Validation**

Domestic & International



Master Data  
**Protection**

Continuous Validation



Payment  
**Transaction  
Verification**

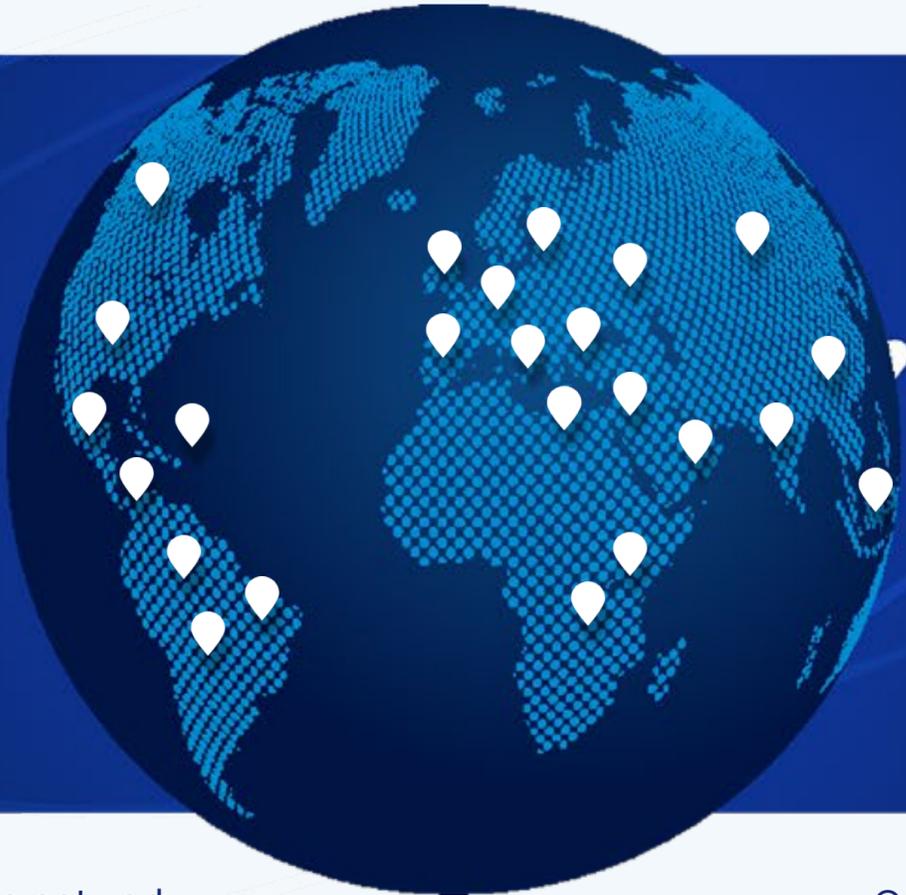
Before sending &  
Reconciliation

Fraud-proof External Security Layer  
Cooperative Cyber Security (CCS) technology (patent# 11163893)

# Global Account Validation

Any Account. Anywhere.

**Authoritative data**  
from the banking system



**Country & Bank specific**  
validation methods

In network

Out of network



nsKnox Global  
Payee Database



Extensive network of  
global validation sources



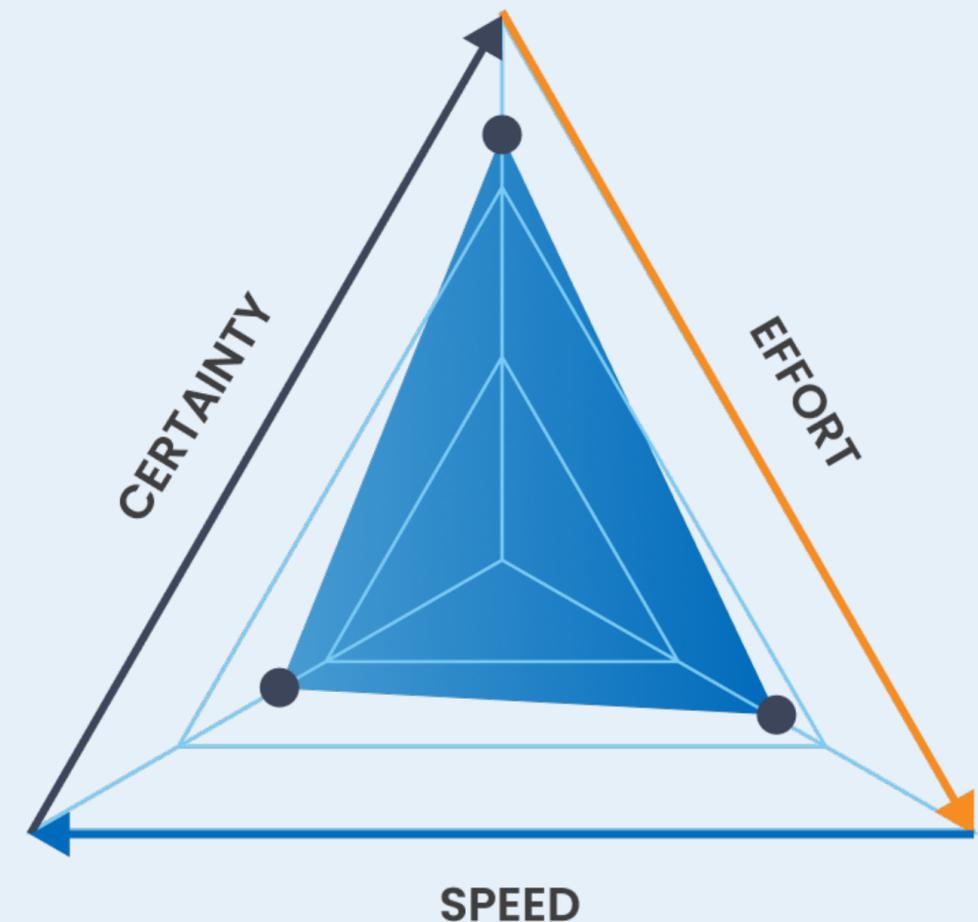
Open Banking  
Account Validation



Out of network account  
validation technology

# The Bank Account Validation Challenge

- **The Problem:** Traditional validation forces a trade-off between speed and certainty.
- **The Solution: Adaptive Payment Security™**
- **The Result:** Speed, ease, and certainty, adapted to your business needs. You're in control.



# Adaptive Payment Security

## Authoritative Data from the Banking System

### Quick Check™

**A smart, rapid in-network search** in the nsKnox DB and extensive partner network.

Delivers robust results, with any partial, outcomes providing a fast, effective and upgradeable check for low-risk scenarios.

### KnoxVerify™

**A secure, proprietary method to truly validate any account, globally.**

Guides through a simple, one-time process, dynamically adapted to extract banking data from the specific bank/country **even out of network.**

---

**The Adaptive Advantage** – Total Flexibility, seamlessly switch between the two types of validations.

# Adaptive Payment Security

Where others stop, our validation continues



**Truly global** – Validate all domestic & international bank accounts in any country.



**Adaptive** – Puts you in control by delivering the fastest possible validation with the flexibility to increase certainty when needed.



**Reliable and trustworthy** – Using only authoritative data **from the banking system**. No reliance on documents or phone calls.



**Standardizes across the organization** – Monitor and verify account validation everywhere.



**Increases efficiency & reduces manual effort** – Automated validation and audit; validation experts to handle exceptions & support.



**Enforces internal controls** – By automatically and systematically scanning Master Data & Payment transactions.

# Thank you!

 [contact@nsknox.net](mailto:contact@nsknox.net)

 1-833-4675669

[www.nsknox.net](http://www.nsknox.net)



# Superintending Payments Workshop

Strategic Treasurer



# PaymentWorks at a Glance

PaymentWorks is the vendor identity platform for B2B payments

**1.5 Million**

Credentialed Payees

**35,000**

Unique Payees Onboarded per Month

**\$315 Million**

— Intercepted Fraudulent payments

**\$2mm Fraud  
Indemnification**

## Trusted by the market leading organizations in every industry

“Paymentworks is critical to ensuring **our supplier data can be trusted**”

— Deputy County Manager, Large County Government

“PaymentWorks **takes on the risk**— we’re **no longer** housing bank data or **worrying about ACH fraud.**”

— Head of Global Procurement, Global Tax Consultancy Firm

## Strategic Partners

CHUBB

*Preferred Loss Prevention Provider*

J.P.Morgan

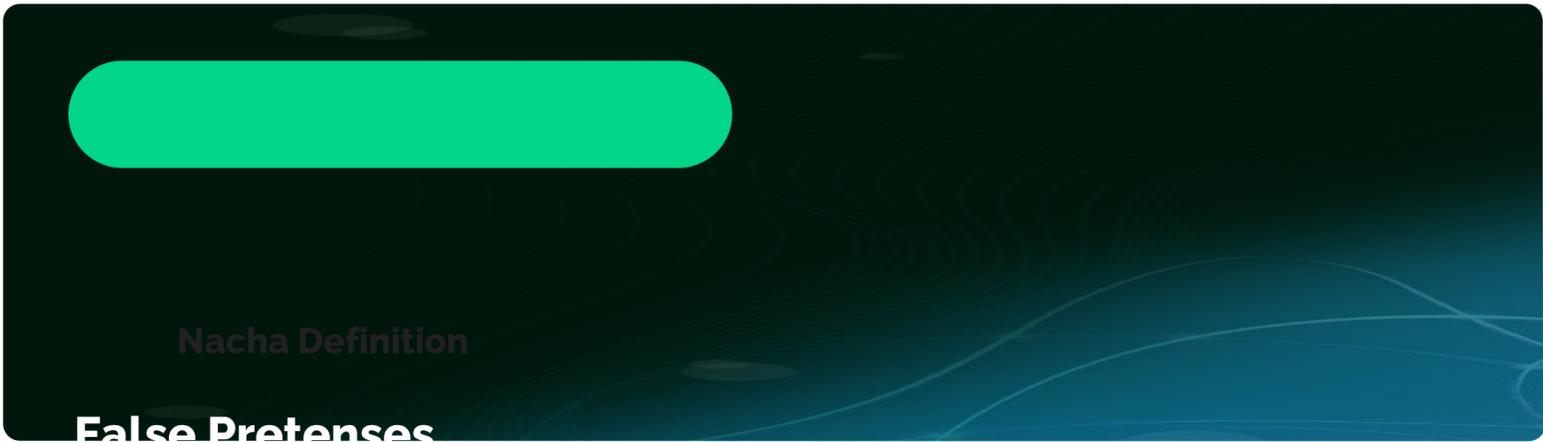
**us bank**

 **Nacha**  
Preferred Partner

**WELLS  
FARGO**

 **PNC BANK**

- **Payments are no longer just transactions - they are relationships**
- **Payment landscape continues to expand rapidly**
- **Vendor identity is becoming the foundation of payment security**
- **Faster payments increase the need for stronger validation**



Nacha Definition

False Pretenses

“The inducement of a payment by a Person misrepresenting  
(a) that Person’s identity,  
(b) that Person’s association with or authority to act on behalf of another Person, or  
(c) the ownership of an account to be credited.”



Nacha Definition

Nacha Risk Management Rules

## Fraud Monitoring by Originators, TPSPs and ODFIs

- Phased Launch March 1 - June 22, 2026
  - **Establish and implement risk-based processes and procedures reasonably intended to identify ACH Entries initiated due to fraud.**



# Doing Business with a Vendor

PDF FORMS = RISK

**Lennox School District Vendor Information Form**

In order to process any type of payment and issue a purchase order, your organization or company information must be added or verified in our system. Please complete this Vendor Information form and return promptly via email to [purchasing@lennoxk12.org](mailto:purchasing@lennoxk12.org). If further assistance is needed, please contact us at (310) 694-4013.

**PLEASE PRINT OR TYPE**

Company/Organization Name: \_\_\_\_\_  
 Other Name(s) Organization is "Doing Business As" (DBA): \_\_\_\_\_  
 Company/Organization service or commodity: \_\_\_\_\_  
 Company/Organization Primary Telephone Number: \_\_\_\_\_  
 Company/Organization Fax Number: \_\_\_\_\_  
 Does your company/organization accept Purchase Orders? \_\_\_\_\_  
 Email address to send Purchase Orders to: \_\_\_\_\_

Mailing Address	Remit Address (if different from mailing address)
Address: _____	Address: _____
City/State/Zip: _____	City/State/Zip: _____
Attention To: _____	Attention To: _____

Accounts Receivable Primary Telephone Number: \_\_\_\_\_  
 Accounts Receivable Primary Contact Name: \_\_\_\_\_  
 Title: \_\_\_\_\_ Email: \_\_\_\_\_  
 Is your Company a Corporation? (If other, please specify): \_\_\_\_\_  
 Provide One of the Following: Federal Tax ID: \_\_\_\_\_ Employer I.D.: \_\_\_\_\_  
 If entity is a sole proprietor/individual, then please provide:  
 Social Security No.: \_\_\_\_\_ Name (as it appears on SS ID card): \_\_\_\_\_

**W-9 FORM (Rev. October 2018) MUST ACCOMPANY THIS VENDOR INFORMATION FORM**  
 For all Public Works Projects (Pursuant to Labor Code 1725.5 & 1771.1) All contractors and subcontractors intending to bid or perform work on a public works project (\$1,000 or more) are mandated to annually register with the Department of Industrial Relations (DIR).  
 Contractor DIR Registration No.: \_\_\_\_\_

**Vendor Add/Update Request Form**

requesting an update to an existing vendor or the addition of a new vendor. Once awarded to the address below for processing.

**Office of Financial Management**  
 Better information. Better decisions. Better government. Better Washington.

**PLEASE DO NOT STAPLE**  
**Vendor/Payee Registration Form**

**PART A - Contact Details**

Mailing Address: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_ State: \_\_\_\_\_ Zip code: \_\_\_\_\_  
 Attention To: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Phone Number: \_\_\_\_\_  
 Cell Address: \_\_\_\_\_

**BRANDEIS UNIVERSITY W-9 / VENDOR CERTIFICATION FORM**  
**PAYER'S REQUEST FOR TAXPAYER IDENTIFICATION AND CERTIFICATION**  
 Procurement and Business Services  
 415 South St. MS 110, Waltham, MA 02453  
 Phone: (781) 736-4500 • Fax (781) 736-4503

**GENERAL INFORMATION**

LEGAL NAME: \_\_\_\_\_  
 IF DIFFERENT FROM ABOVE, NAME YOU ARE "DOING BUSINESS AS": \_\_\_\_\_

Please check one:  DBA NAME  OR  LEGAL NAME

**TAXPAYER IDENTIFICATION NUMBER**  
 (FOR INDIVIDUALS, THIS IS YOUR SOCIAL SECURITY NUMBER)

EMPLOYER IDENTIFICATION NUMBER  
 \_\_\_\_\_ OR \_\_\_\_\_ - \_\_\_\_\_

Supplier identification number (or I am waiting for a number to be issued to me), AND exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am delinquent in reporting all interest or dividends.

debarment, excluded or disqualified under the non-procurement common rule, or otherwise prohibited from doing business with the University, or certain subcontracts, and certain Federal assistance and benefits.

Date: \_\_\_\_\_  
 Title: \_\_\_\_\_

**BRANDEIS UNIVERSITY PAYMENT TERMS ARE NET 30.**

**georgia** **State of Georgia, Department of Revenue**  
 Software Vendor Registration in Georgia Tax Center (GTC)

**Software Vendor Registration Form**

Please complete the information below so that we can register your company in our Georgia Tax Center (GTC) electronic system to certify for substitute paper and electronic returns. Upon completion and return of this document, we will create your account in GTC and assign a Vendor Identification Number (VIN). This number along with the FEIN provided will be required for your developers to complete the Letter of Intent, register products/ID, review specifications/schemas, view test cases, and check the status of test submissions.

Business Type (LLC, Corp, INDV, Part...)	
Company FEIN	
Company Legal Name	
Business Location Address	
City/State/ Zip Code	
Business Mailing Address	
City/State/ Zip Code	
Name of State Where Registered	
Company's Website Address	
Business Contact Email	

**PART B - Vendor/Payee Registration Request for Taxpayer Identification Number and Certification - Substitute Form W-9**

Legal Name (as shown on your income tax return): \_\_\_\_\_  
 Business Name, if different from Legal Name: \_\_\_\_\_

**ONLY ONE box:**

Sole Proprietor (including single-member LLCs)  
 Partnership (including limited liability partnerships)  
 Corporation  
 Trust  
 Estate  
 Other (do NOT enter "Individual")

Supplier # (if applicable): \_\_\_\_\_ Supplier Name: \_\_\_\_\_  
 Supplier Contact: \_\_\_\_\_ Telephone: \_\_\_\_\_ Ext: \_\_\_\_\_  
 Supplier Tax ID: \_\_\_\_\_ (FEIN/SSN registered with the IRS)

**Walmart**

**ELECTRONIC FUNDS TRANSFER (EFT) APPLICATION**

**EFT Program Requirements**

- Supplier's bank must accept CCD and ACH formats
- Must have a bank account in the United States
- Include either a voided check or bank letter (bank letter must be on bank letterhead, dated within the past year, and provide full account details)

Supplier #: \_\_\_\_\_ Supplier Name: \_\_\_\_\_  
 Supplier Contact: \_\_\_\_\_ Telephone: \_\_\_\_\_ Ext: \_\_\_\_\_  
 Supplier Tax ID: \_\_\_\_\_ (FEIN/SSN registered with the IRS)

New EFT Setup  
 OR  
 Bank Change request

Please select only **one** of the following to receive your remittance advice:

Retail Link  EDI 820  Email email address: \_\_\_\_\_  
 Not Needed

**Previous Banking Information**  
 Previous banking information for bank change only and must match what Walmart currently has on file.  
 Name on bank account: \_\_\_\_\_  
 ABA routing #: \_\_\_\_\_  
 Account #: \_\_\_\_\_  
 Bank Name: \_\_\_\_\_

**Current Banking Information**  
 Current banking information must match the provided voided check or bank letter.  
 Name on bank account: \_\_\_\_\_  
 ABA routing #: \_\_\_\_\_  
 Account #: \_\_\_\_\_  
 Bank Name: \_\_\_\_\_

**By Signing this document, I agree to:**

- I have read and agree to be bound by, the terms of the Electronic Funds Transfer (EFT) program as set forth above
- I am authorized and empowered to sign this document on behalf of Supplier and bind supplier to terms of this program

(Print Name) \_\_\_\_\_ (Authorized Officer Signature) \_\_\_\_\_  
 Title: \_\_\_\_\_ E-mail Address: \_\_\_\_\_  
 Phone #: \_\_\_\_\_ Ext: \_\_\_\_\_ Fax #: \_\_\_\_\_ Date: \_\_\_\_\_

**BRANDEIS UNIVERSITY SUPPLIER PROFILE FORM**

Date: \_\_\_\_\_  
 Federal Tax ID No.: \_\_\_\_\_  
 Dun & Bradstreet: \_\_\_\_\_  
 State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 # of Employees: \_\_\_\_\_

Company:  
 Corporation  Sole Proprietor  
 Manufacturer  Importer  Distributor  
 Yes  No

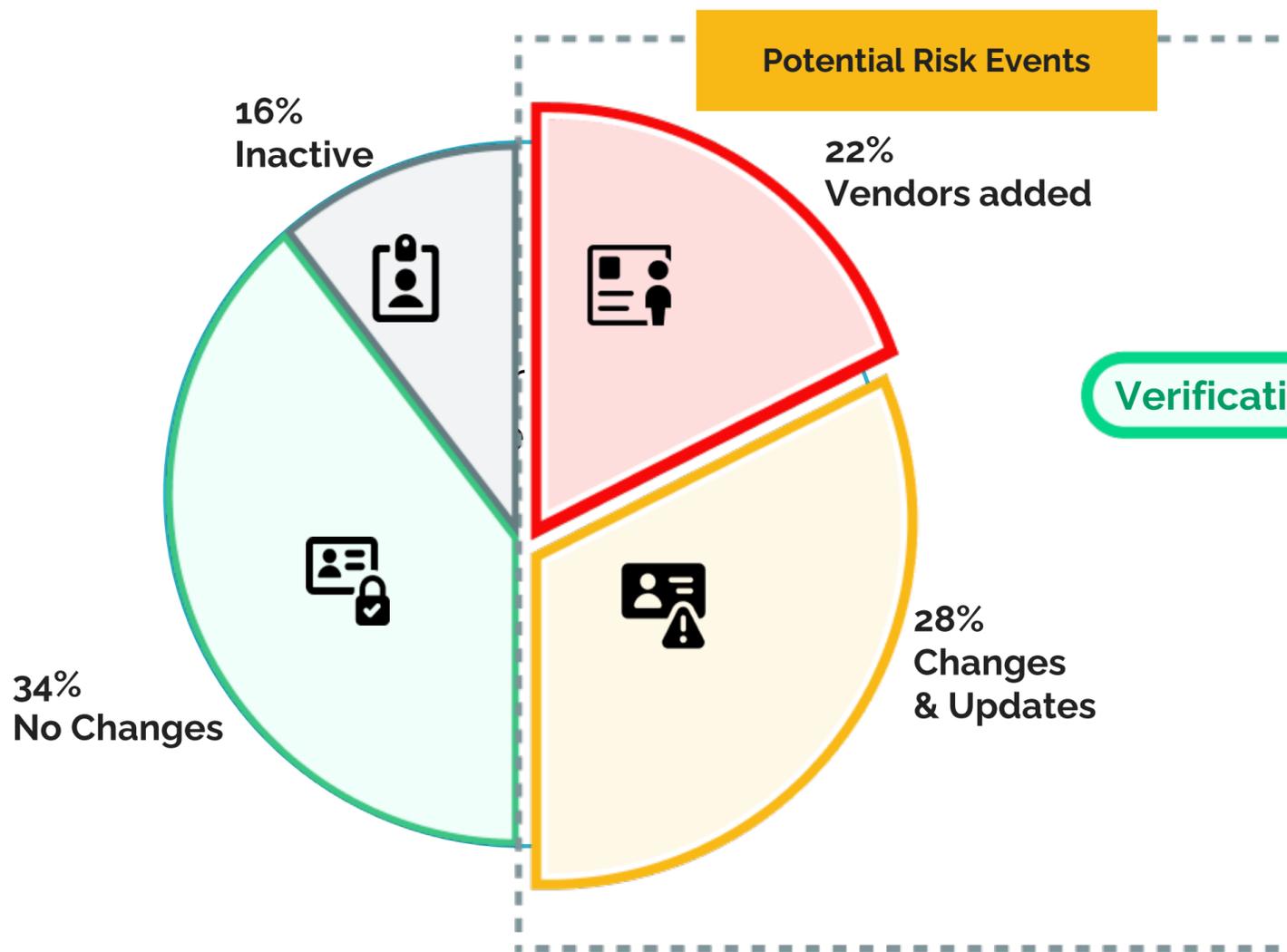
Supplier in-house or through a 3<sup>rd</sup> party provider?  
 Yes  No

Supplier in-house or through a 3<sup>rd</sup> party provider?  
 Yes  No

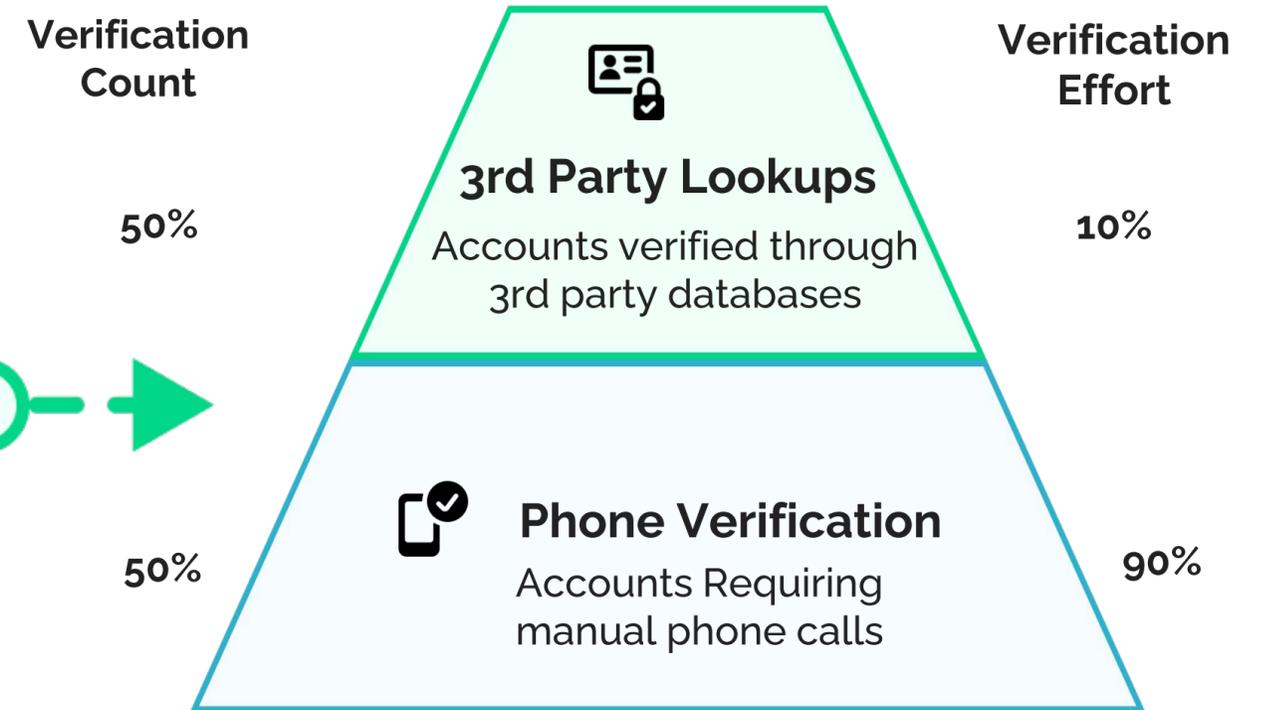
Page 1 REVISED 6/09

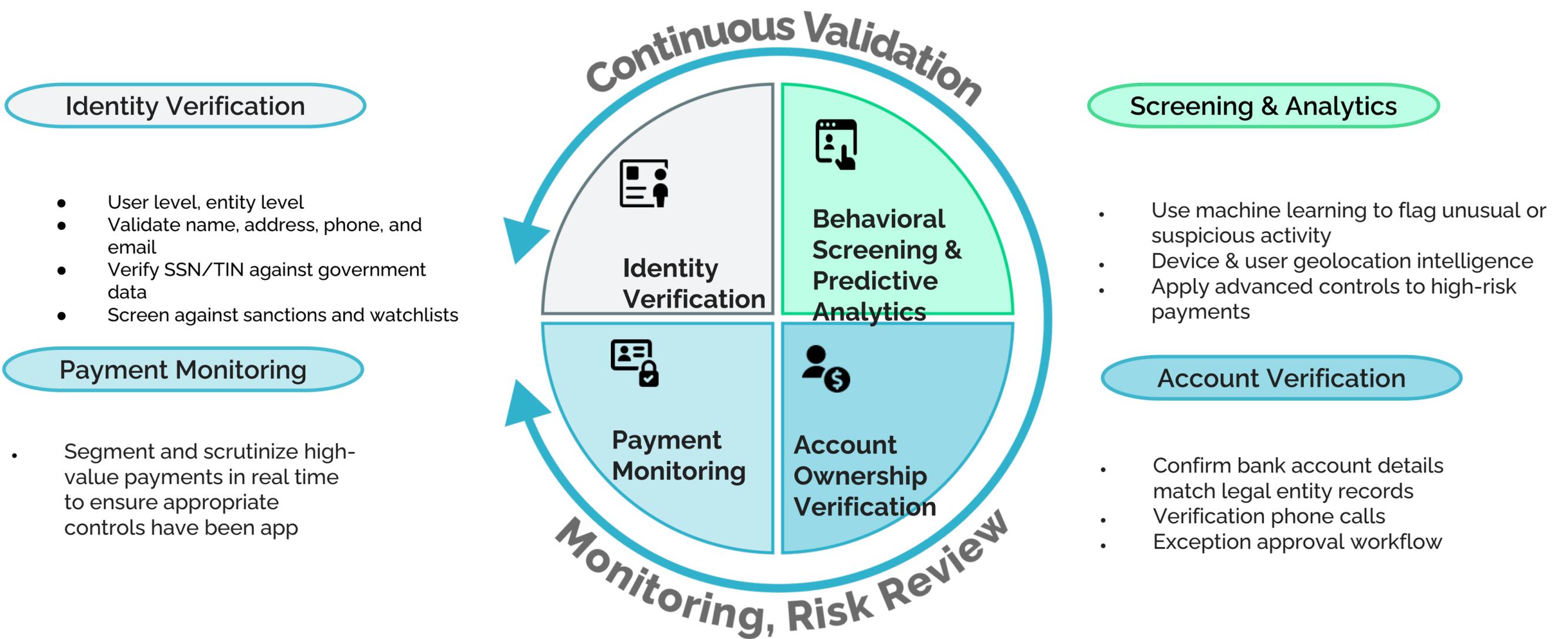
HOW TO QUANTIFY YOUR RISK

Vendor Onboarding Key Risk Events



### Bank Account Verification Procedure





Home

My Payee Profile

Customers

Invoices

Remittances

News

Messages

Account

## My Payee Profile ?

Information in your profile is shared with your connected customers.

### Primary Information - Apple Inc.

#### Primary Contact Info

1 Apple Park Way  
Cupertino, CA  
95014-0642 US  
telephone: (978) 500-3709  
email: paymentworkspayee+apple@gmail.com  
website: www.apple.com

#### Description of Products or Services

Apple Inc. is an American multinational technology company known for designing, manufacturing, and marketing consumer electronics, computer software, and online services, with products like iPhones, iP...

[View or Edit Details](#)

### Legal Entity Information

#### Tax Details

Legal Name: Apple Inc.  
Country: US  
Tax Identification Number: \*\*-\*\*\*4110  
Tax Class: C Corporation

✔ Tax Identification Valid

[View or Edit Details](#)

### Bank Accounts (4)

Apple Inc. Wells Fargo	(...5713) Company Checking
Apple Inc. PNC	(...5713) Company Checking
Apple Inc. U.S Bank	(...5713) Company Checking
Apple Inc. JP Morgan	(...5713) Company Checking

[+ Add Account](#)

### Tax Forms

Download File on Record



[View or Edit Details](#)

### Addresses

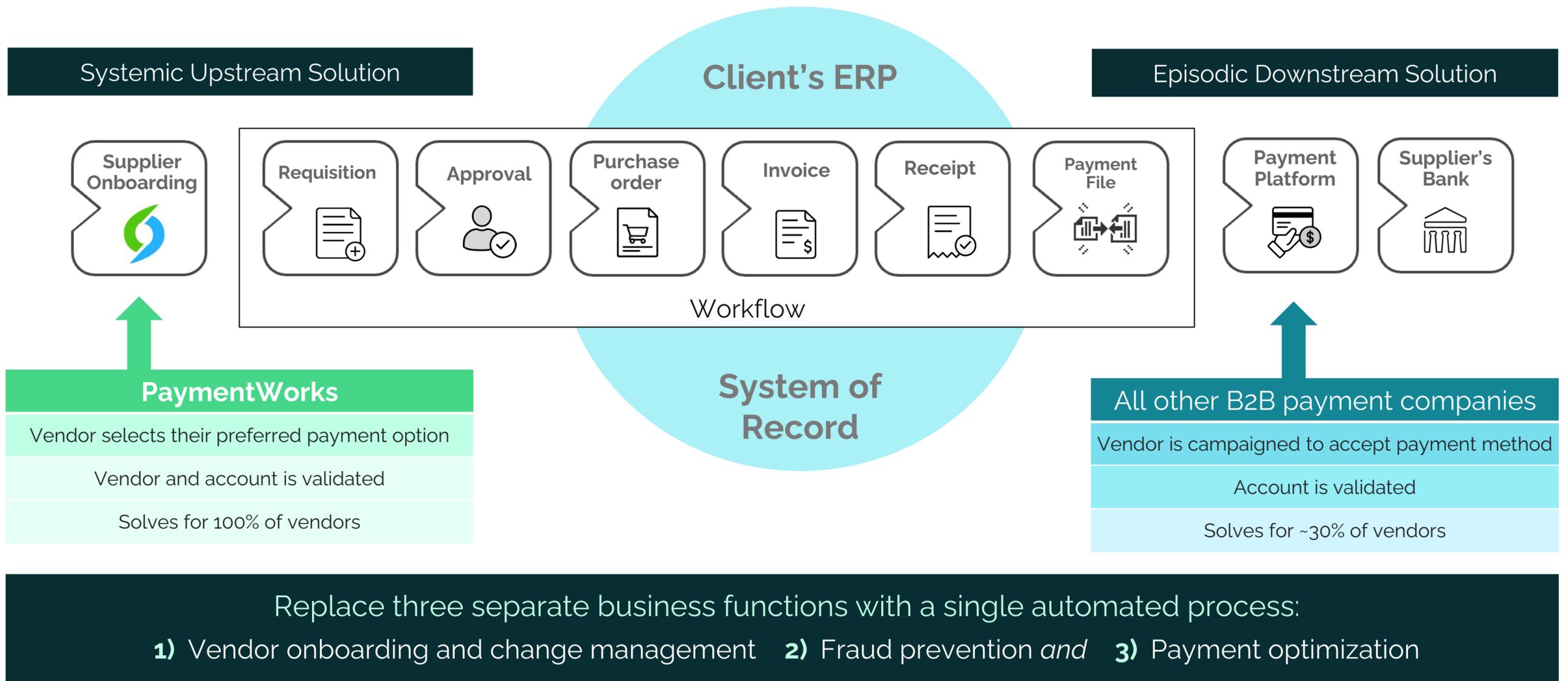
### Addresses & Bank Accounts

[+ Add Address](#)

Location Name	Address Type	Address	Bank Account
Los Angeles	Remittance	2 Apple Park Way, Los Angeles, CA, 95014, US	Apple Inc. (Wells Fargo) (...5713)

# APPROACH OPTIONS

## Systemic vs Episodic



- ✓ Tax Information
- |
- ✓ Addresses
- |
- 3 **Payment Info**  
Blurb about this section
- |
- 4 Additional Info

## How would you like to receive payments?

Select your preferred payment method. You can review details for each option before confirming.



**Virtual Card** RECOMMENDED

Fast, flexible, and secure digital card. Registration and merchant fees may apply.

Pay on approval

Standard Methods



**ACH Transfer**

Direct deposit to your bank. Free, reliable, and easy.

Net 30



**EarlyPay** ACCELERATED ACH

Get paid immediately upon invoice approval. Discount may apply.

Pay on approval



**Wire Transfer**

Same-day bank transfer. Domestic and international. Bank fees may apply.

Net 90



**Check**

Paper check by mail. Slow, less secure, often delayed.

Net 60



**Virtual Card** Pay on approval

Virtual cards give steady payment timing and make matching invoices easier with automatic data sharing. Like credit cards, they include merchant fees.

**Lorem Ipsum:** dolor sit amet, consectetur adipiscing elit. Vestibulum ultricies vitae leo vel tristique.

Duis:

- Nam urna tellus, tincidunt sit amet vestibulum id [link](#)
- Nullam euismod egestas dui
- Etiam laoreet mattis velit, non condimentum lacus pretium eget

Back

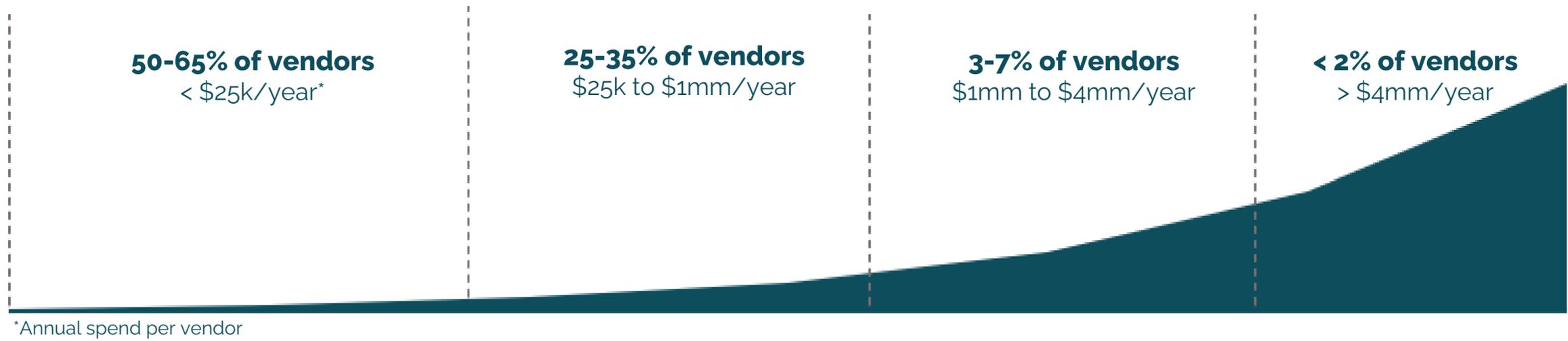
Next

### Registration Help

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor

[Visit the Knowledge Base](#)

## Vendor Segmentation & Strategy



	Tail-end	Lower-End Tactical	Upper-End Tactical	Strategic
Vendor Profile				
Optimize				
Ideal Payment Method				

# Supplier Enrollment Approach

## Strategy and Planning

- ✓ Collaborative approach to develop supplier adoption / payment optimization strategy
- ✓ Scrub supplier data, contact records and messaging
- ✓ Supplier Segmentation: Strategic, Upper End Tactical, Lower End Tactical, Tail End Spend

## Supplier Segmentation

### Bank

- Tactical & Strategic Suppliers
- Virtual Card, Push payments, Closed looped networks

### PaymentWorks

- Tail-end suppliers
- Suppliers out of scope for Virtual Card
- Suppliers declining Virtual Card

## Supplier Approach

### Bank

- Bank led
- Proactive calling campaign
- Periodic onboarding
- Rapid transformation

### PaymentWorks

- Client led
- Client initiated invite
- Continuous onboarding
- Organic transformation

## Healthcare Provider

- 1 Fraud attempt stopped
- 90% Electronic Payment Adoption
- 600 Payees connected
- 88% Response Rate

## Higher Education

- 6 Fraud attempts stopped
- 95% Electronic Payment Adoption
- 15,200 Payees connected
- 82% Response Rate

## Industrial

- 3 Fraud attempt stopped
- 100% Electronic Payment Adoption
- 1,000 Payees connected
- 86% Response Rate

## Energy & Power

- 1 Fraud attempt stopped
- 94% Electronic Payment Adoption
- 2,900 Payees connected
- 90% Response Rate

## Construction

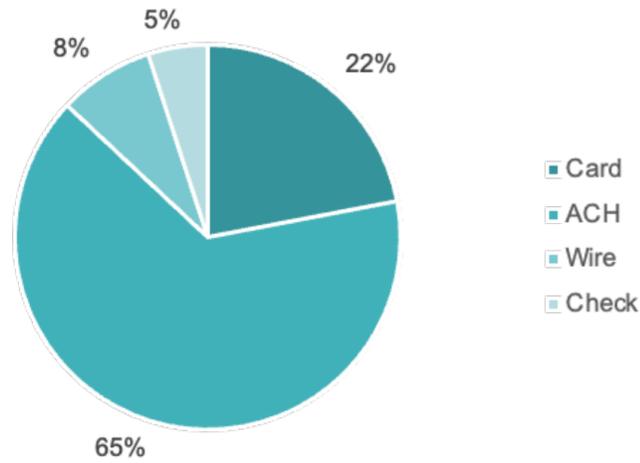
- 2 Fraud attempts stopped
- 79% Electronic Payment Adoption
- 1,400 Payees connected
- 82% Response Rate

## Government

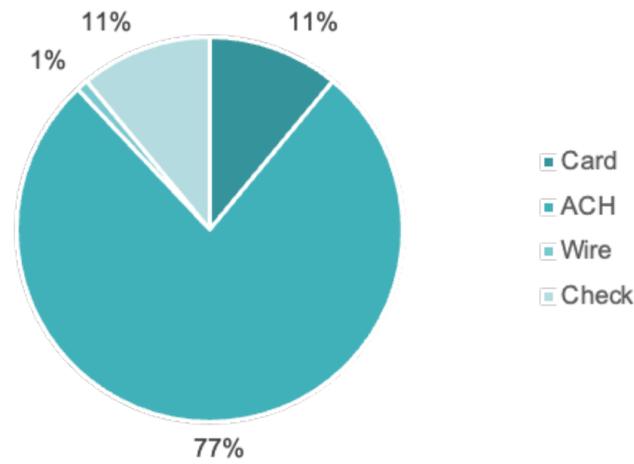
- 3 Fraud attempts stopped
- 81% Electronic Payment Adoption
- 1,800 Payees connected
- 80% Response Rate

# Industry Client Examples

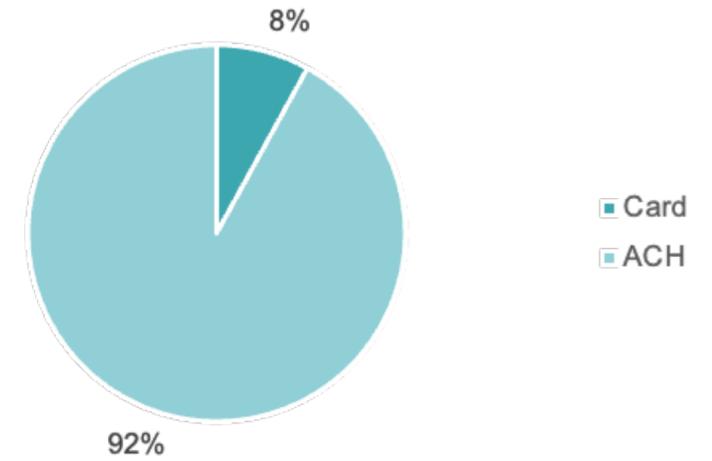
## Mid-Corporate



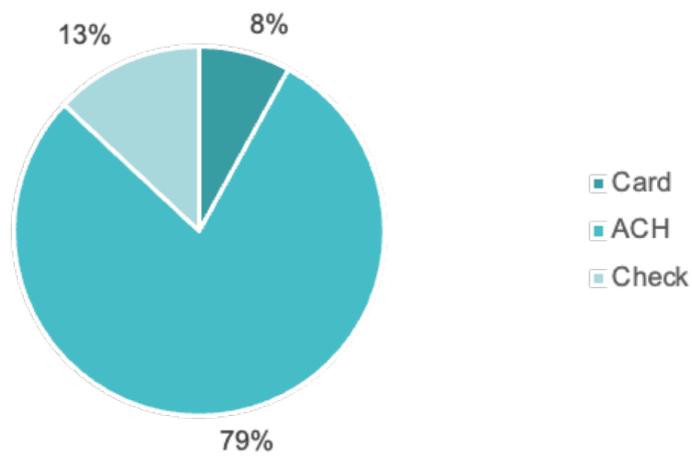
## ISD



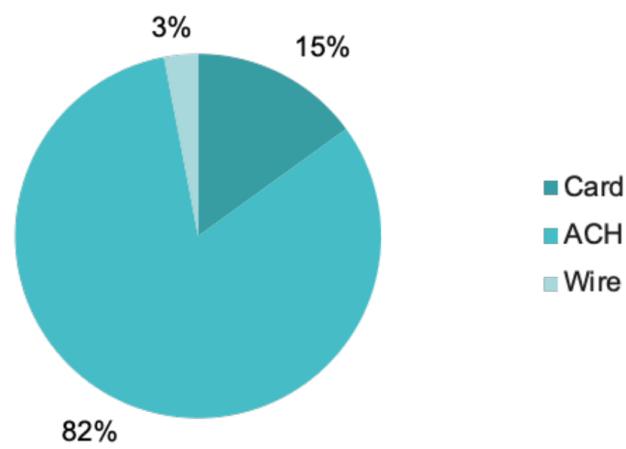
## Large Corporate



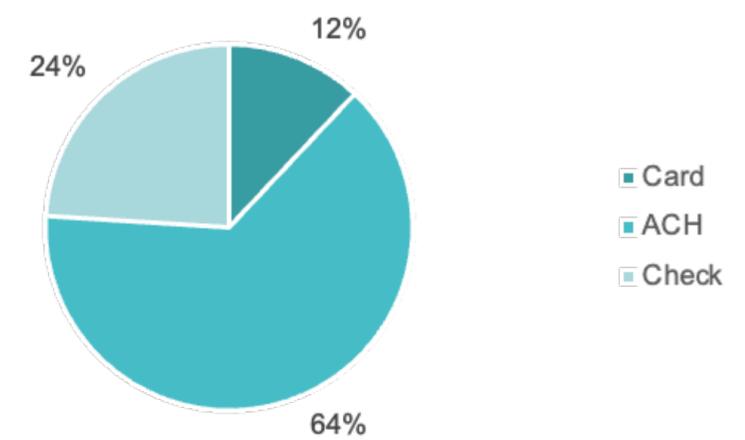
## Healthcare



## Higher Ed



## Government



# Demo Day

Join us live to see how leading organizations transform vendor management and protect B2B payments with PaymentWorks — the front door to your ERP.

**Friday, March 13th**  
**2:00 PM EST**

SAVE YOUR SEAT

## SPEAKERS:



KANE VARON  
Regional Sales Manager  
PaymentWorks



MUKUL TEKCHANDANI  
Sales Engineer Supervisor  
PaymentWorks

