

StartPoint® Best Practices Templates

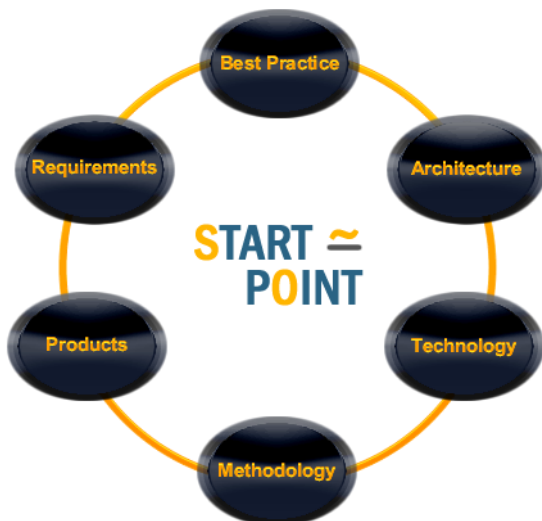


Solution Overview

When a company launches a new strategy or project, they often search for support from industry experts that bring experience, knowledge and an ability to deliver results within the timeframe and budget allocated. The challenges faced often reside in educating your partners with your system, industry standards, or technology (legacy or emerging) often at your expense in both time and money. Keypoint has deep industry knowledge, and global experience in all aspects of payments, risk management and related technology. We immediately begin contributing to your team and your project to deliver results through our experience and proprietary intellectual property, *StarPoint* knowledge base and templates

StartPoint® Value Proposition

Keypoint enjoys long term, repeat engagement relationships with many of the leading companies within the industry today. Our consultants work closely with these firms as trusted advisors bringing to bear unparalleled industry and corresponding technology expertise to help customer projects deliver successful results and return on investment. Our clients involve Keypoint at both strategic and tactical levels with executives, business managers and IT, relying on the diversified global expertise of Keypoints' Consultants to help guide the strategy, planning, architectural and technological decisions, which ultimately influence our client's long term success.



StartPoint® Advantages

Keypoint has developed *StartPoint®*, a template based solution process designed to jump-start projects, increase project performance, provide for consistency of results and ensure the accuracy of client engagements. The templates include advanced payment concepts and applications designed around requirements, best practices, core technologies, architecture, business sectors, and best-of-breed products. Our deep knowledge and hands-on experience enables customers to gain cost efficiency and a rapid head start on their payment management projects. This value-add approach, coupled with our commitment to exclusively deploy industry professionals as consultants, means we immediately impact projects positively with progress rather than taking valuable time learning common industry terms and functionalities. Our focus is to quickly assess the client's current state relative to *StartPoint*, then work with the client in evaluating, selecting and implementing alternatives to meet the client's goals and objectives.

Company Information

Keypoint provides planning, analysis, definitional and advisory services to leading organizations in the payments industry that seek to improve their operational performance, efficiency and profitability through the use of best practices and technology. Keypoint has assisted over 500 clients in over 60+ countries implement practical, cost effective solutions to address the challenges and opportunities that clients face.

Assessment Phase I	Plan Phase II	Model Phase III	Build Phase IV	Deployment Phase V
<ul style="list-style-type: none"> Set market strategy Focus, group to validate offering Identify SWOT Identify market opportunities Define competition Identify key differentiators Obtain internal management buy-in to fund 	<ul style="list-style-type: none"> Business requirements Functional requirements Budget definition Subcontractor selection Subcontractor agreements Project management plan Begin resourcing project 	<ul style="list-style-type: none"> High Level design/design specs Functional specification Low level design Test plan QA plan Project plan 	<ul style="list-style-type: none"> Development, customization, integration Unit and system tests Documentation Acceptance test Support team training Fulfillment and shipping test 	<ul style="list-style-type: none"> Pilots (beta release) Help, desk / customer service Platform maintenance Product release Fulfillment & shipping