

Dialog meeting

Payment solution for RuterBillett – 13.September 2017

Christian Fjær

Ruter#

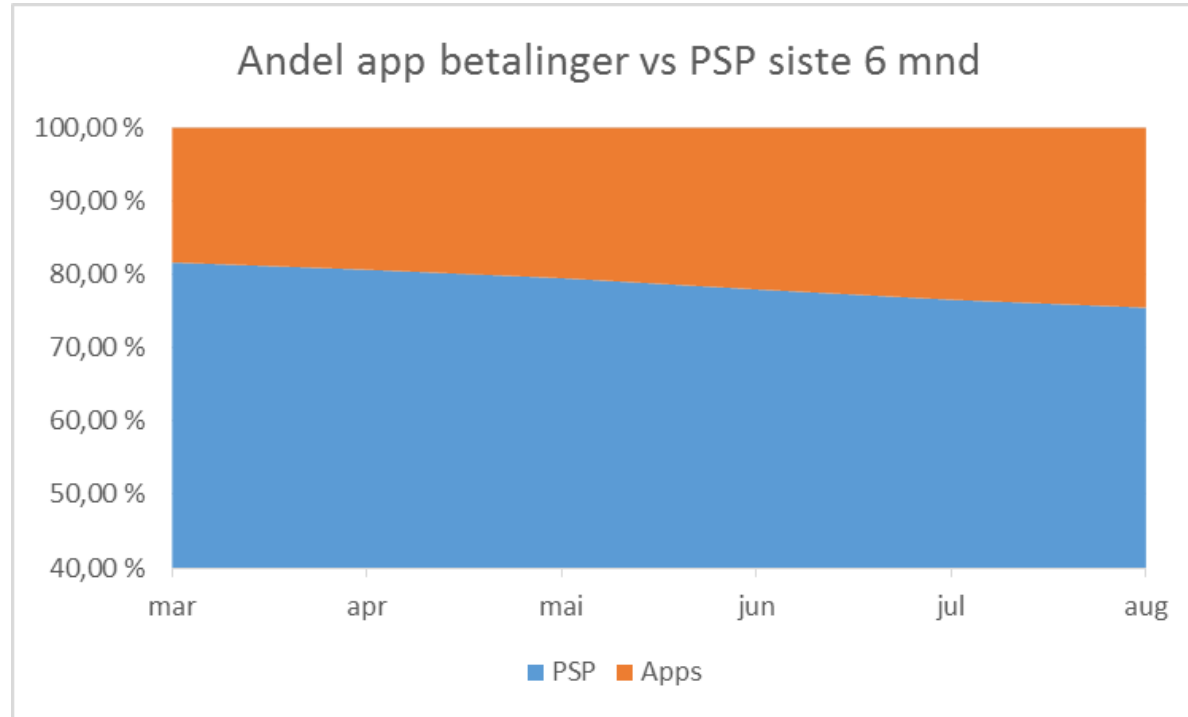
Agenda

1. Introduction
2. Key figures
3. RFP – Ruters pre-tender input
4. Supplier presentations
5. Summary

Accumulated turnover 2017 – as end of August

RuterBillett –app total turnover in NOK	1 450 290 612
Share of turnover through PSP in NOK	1 156 515 025
Share of turnover through Vipps, MobilePay, mCash, Strex in NOK	293 775 587

App payments are now 25 % of our turnover (September)



Planned criteria for Ruters RFP selection

- Post paid transaction cost – only as a percentage of the amount purchased
- The number of payment solutions that will be included in RuterBillett will be evaluated with a high focus on price – probably only suppliers with in the level of “best offered price” + 25 % will be accepted.
- Payment concept will be given priority presentation in the app based on results in RFP evaluation. Restrictions in marketing opportunities may also apply for non prioritised suppliers.
- SLA – at same level as our PSP agreement
- Contract commitment also applies to other given PTAs – Norwegian PTA cooperation
- Cost of implementation for a new supplier will not be a part of our evaluation

RFP Schedule

- Answer of questionnaire due **29. September**
- 1:1 meetings sessions **Week 39 - 41**
- Publication of RFP in Doffin and TED **October**
- Pre-qualification **1. November**
- Tender due in EU-Supply **10. December**
- Negotiations with qualified suppliers **January**
- Contract publication and signing **February**
- Implementation process **April - May**
- Start up for new contracts **1. June**

Supplier presentations

- Arvato
- BankAxept
- IBM
- MobilePay
- One Settle
- PayEx
- Retail Payment
- Vipps