

ESTA Conference

Perspectives on Cash Recycling and implementing End-to-End security

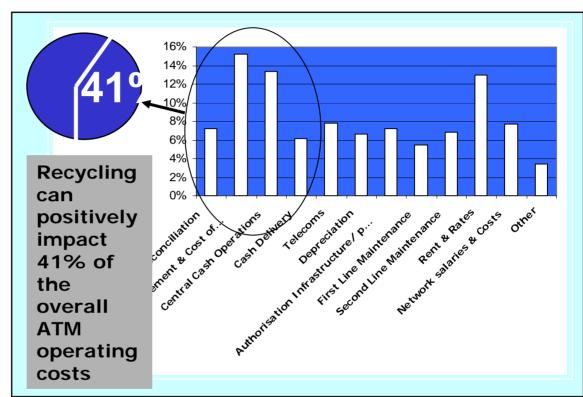
James Hancock
Commercial Director - Fluiditi



Automated Cash Recycling

Business benefit

- Incremental to deposit benefits
 - Reduced pick-up costs
 - Reduced back-office processing
- Cash management savings
 - Replenishment & reconciliation
 - Currency management & cost of cash
 - Central cash operations
 - Cash delivery





Automated Cash Recycling Issues

Fitness sorting

Servicing

Cash Management

Security

Channel Integrity

- **Liability**
- Category 2, 3 & 4 Euro
 Stained notes notes



Cash Recycling Opportunities for the CIT industry

- More servicing opportunities
- Requirements for a more dynamic replenishment model
- Cash Management
- Move up the value chain
- Securing the cash cycle



Protecting Cash - End-to-End Security Eternal Triangle

ATM Owner

Improved security
Minimal impact on
Security policy
Move liability position
Executive expectations
Cost neutral
PR

CIT

Revised servicing contract
Security policy
Staff acceptance
Impact on fleet
Cash Add to 'Cassette
Pavement limits
Route Optimisation
FLM/SLM practices
PR

Security Solution

Who is buying what?
Specifications
Schedule
Implementation
Contracts



Protecting Cash - End-to-End Security Best Practice

Project Management

- Phased Approach
- Definition
 - Documented security policies
 - Revised operating models/flow charts
 - Agree scope
 - Staff acceptance
 - Contracts
- Implementation Planning
 - Work breakdown structure
 - Schedule
 - Success Measures
 - Dedicated resources
 - PR plan internal & external audiences
 - Incident Management Process
- Pilot
 - Review and revise
- Full Roll Out



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intelligent security for currency movement