



**From commodity supplier to business partner:
Solving ‘The chicken or the egg’ dilemma in CITs role
in the cash cycle**

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Creating Confidence.

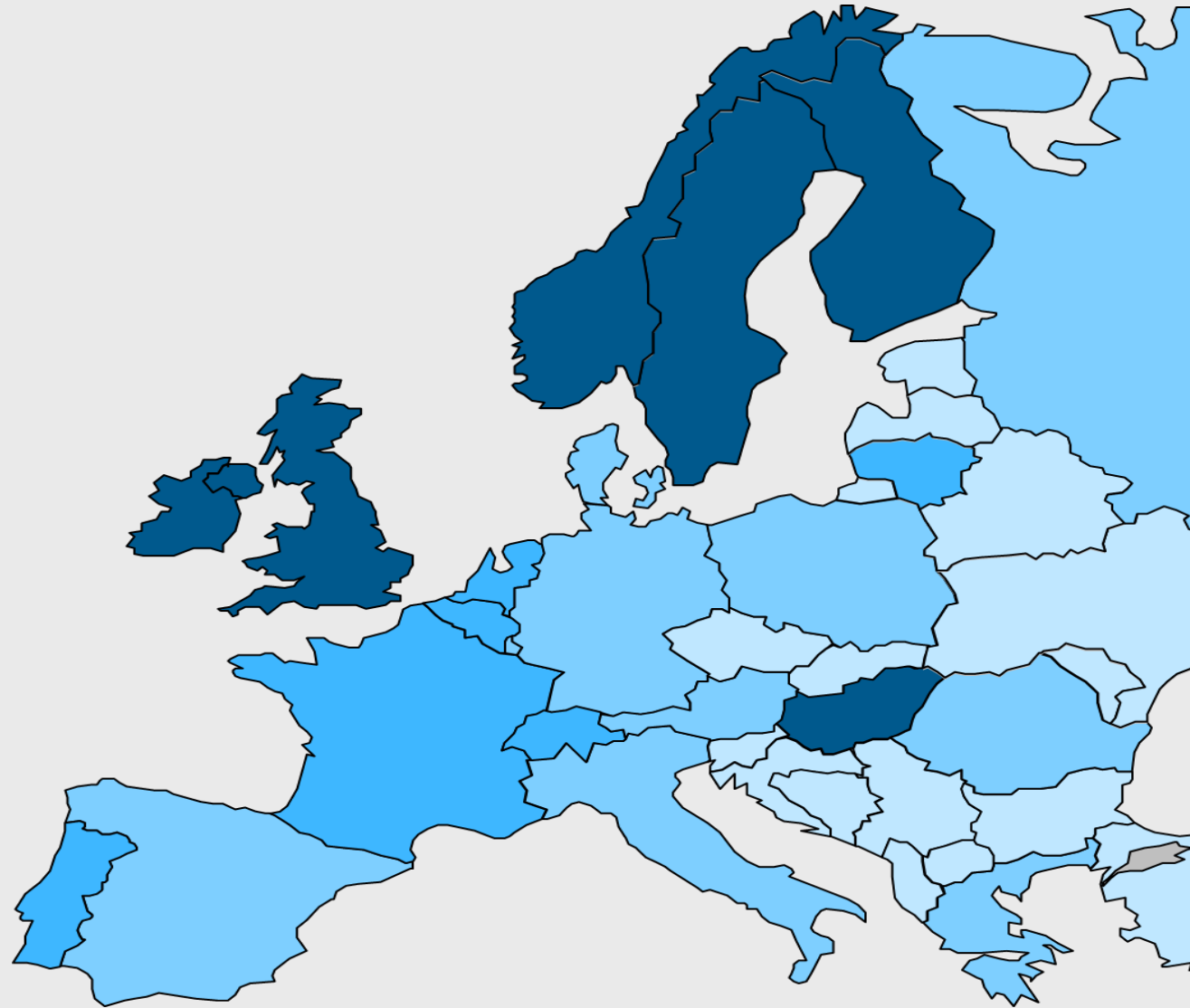
Where do you want to be ... ?



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Your Aspiration Ladder

Maturity of CITs role in cash cycle

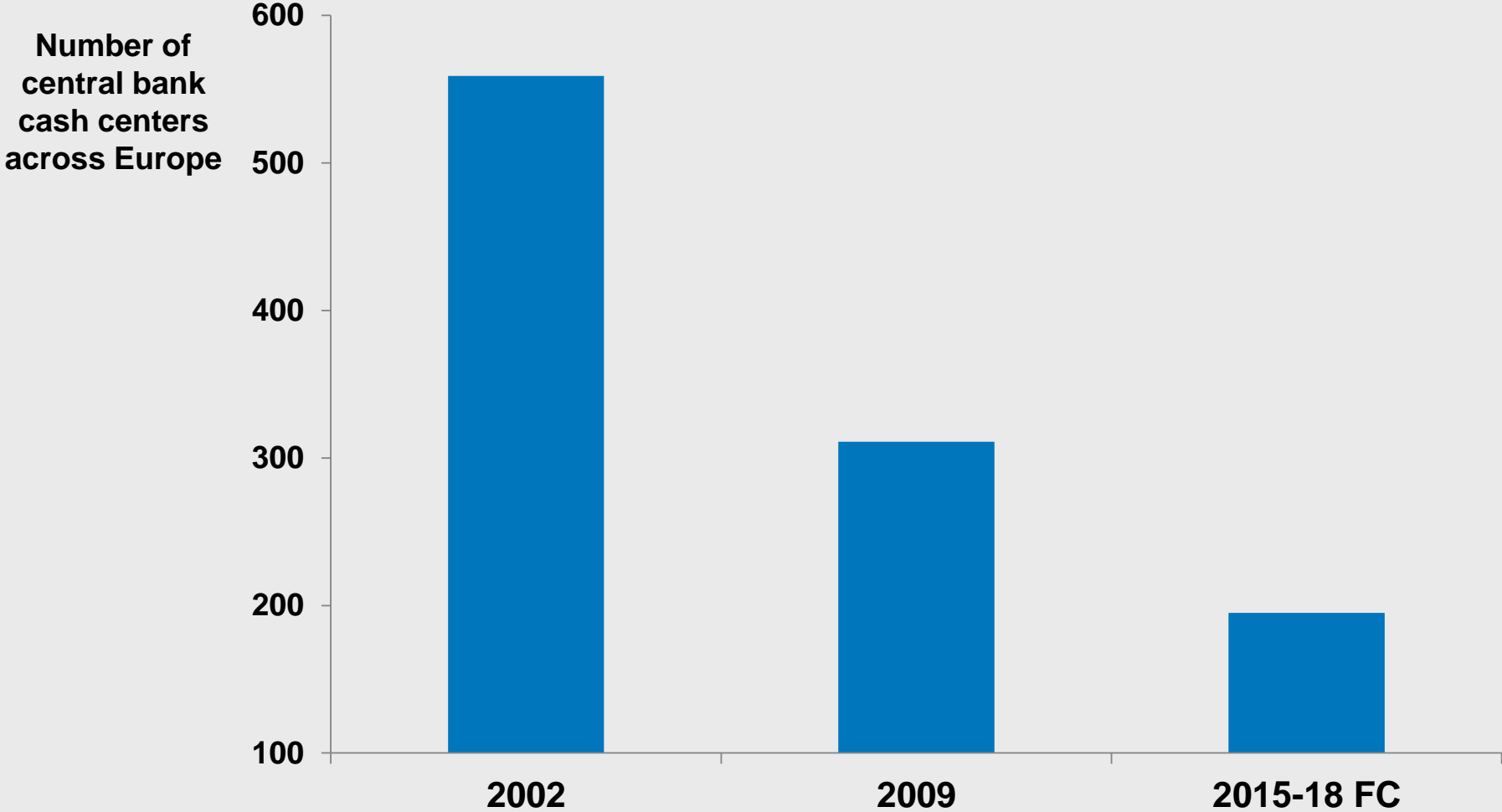


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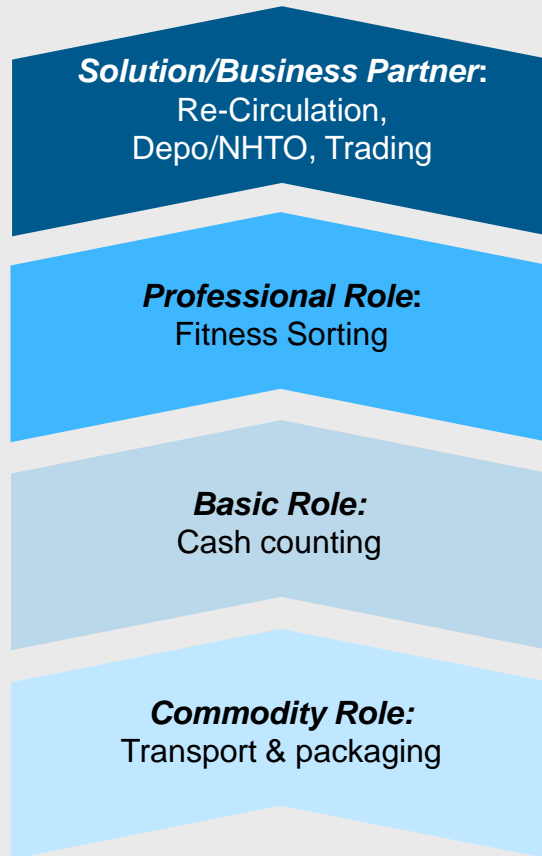
Who moves first ... ?



Central Banks with their unease about CITs ...?



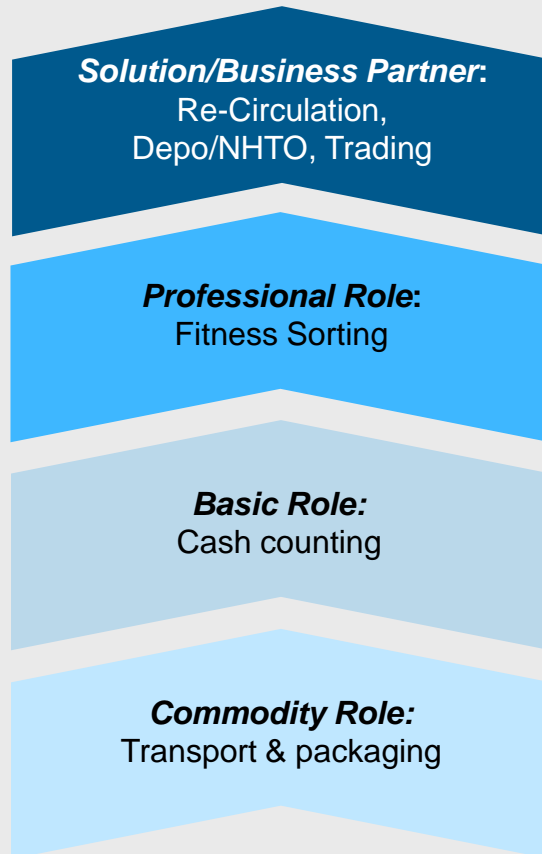
Have you earned the right to lead ...?



- Standards?
- ‚Best Practices‘?
- Thought-leadership/partner to the central bank?
- Invest to be a long-term partner?
- Treat your suppliers as you wish to be treated?



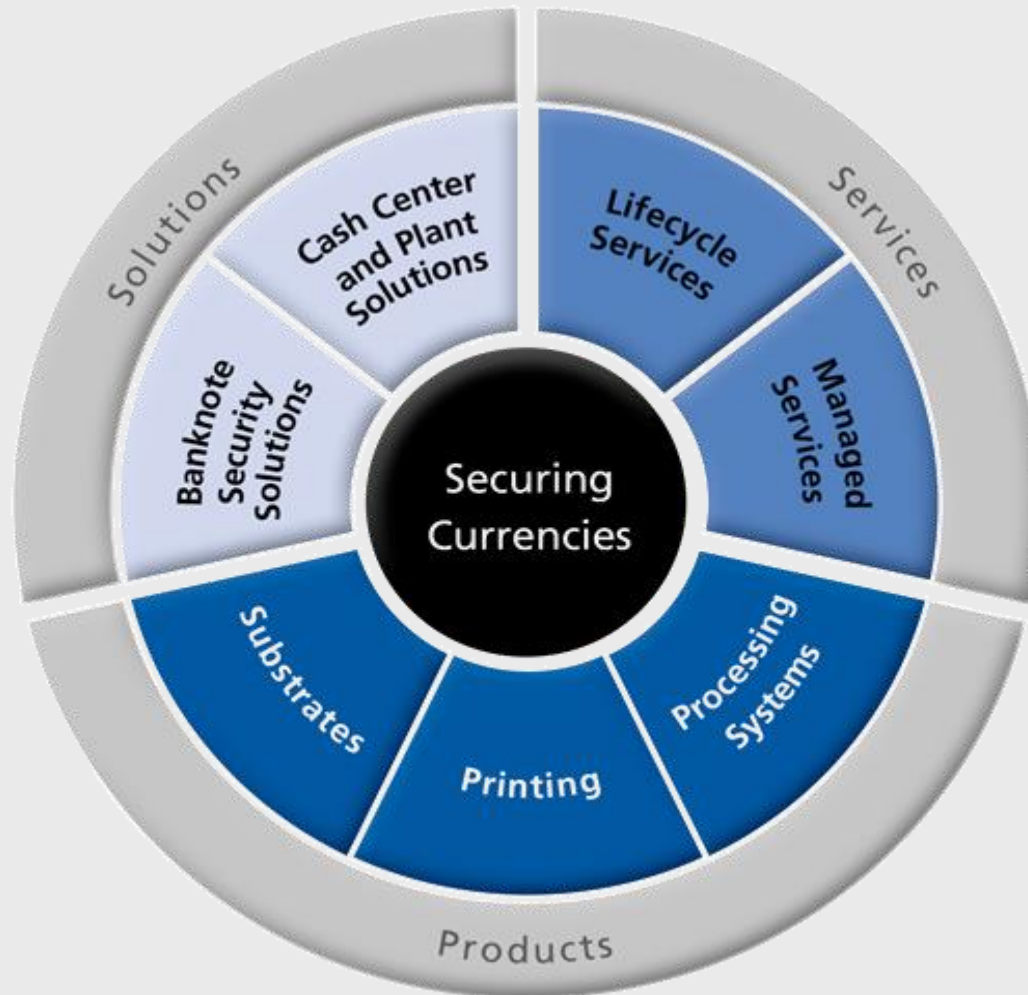
What support you need ...?



- Solutions that work for you - long term?
- Share your business risks?
- A vision for your cash centres:
 - ✓ Paperless operations?
 - ✓ Less ,media-breaks‘ and manual handling?
 - ✓ Integrated sorting & CCTV concept?
- ,Educating‘ your customers?
- Linking with your central bank?



It's your business.



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