VERTO

Powering payments change for

Enhanced Issuing

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Enhancing customer experience for card holders is more than just payments;

it's about instant access, dynamic controls, self-service, and personalised features.

PIERRE AUREL

Chief Product Officer, Stanchion

Neo is New

The rise of Neobanks & Fintech challengers

The landscape for card issuers have changed dramatically over the last decade. The rapid adoption of digital wallets and the rise of contactless payments has transformed the world of payments forever.

Neobanks and Fintech start-ups have been quick to capitalise on these advancements and accumulate impressive customer acquisition rates, continuously innovating at speed, free from the constraints of legacy systems.

Traditional card issuers now face the challenge of remaining relevant, needing to defend their market position and demonstrate new value to their customers. Future success can only be achieved through the modernisation of their existing systems, accelerating time to market for new features, and providing self-service capabilities to customers.

Customer experience and new feature demands extend beyond retail banking (consumer cards). Corporate and commercial card issuers are seeking smart currency solutions for travel or cross-border payments, as well as expense management solutions for corporate card spending.

But how do traditional issuers achieve this when they are constrained by legacy platforms?

Stanchion unlocks new value in legacy platforms with Verto.

Problem Statement

Legacy infrastructure limits innovation

Legacy infrastructure, the availability of skilled payment experts, and the expectation to continuously respond to dynamic market needs all place immense pressure on technology teams, especially in organisations with limited budgets and competing priorities.

The cost of replacing legacy infrastructure is often prohibitive, taking years to complete and creating a negative impact on productivity.

Legacy infrastructure prevents traditional issuers from effectively competing against the rising Fintech tide. Verto provides a way to overcome these challenges and simplify payment integration for banks and payment providers.

50% of Banks say that legacy is inhibiting innovation, ecosystem connectivity, orchestration, and control.

But...

73% of Banks still want to extend the life of their core systems like Card Management Systems (CMS).

IT IS CLEAR THAT ISSUERS NEED A WAY TO INCREASE INNOVATION WHILE MAXIMISING THE LIFESPAN OF THEIR CORE SYSTEMS.

Stanchion's solution to legacy

Verto Payment Fabric

What is Verto?

A simple solution to complex payment environments, Verto brings everything together, modernising legacy infrastructure and allowing Issuers to innovate.

Designed with the principles of fabric-based computing, Verto is a modular solution that creates interoperability between legacy payment systems and modern web or mobile applications.

It's more than *vanilla* middleware; Verto provides a modern feature-rich overlay for complex financial systems, enhancing them with new APIs and unlocking features.

The platform provides the 'fabric' for modular applications to be deployed in a standardised and seamless way. As business needs evolve, new modules can be deployed, all without any impact on core banking systems.

Verto offers multiple deployment options, ranging from fully on-premises, hybrid, to our managed SaaS cloud offering.

Verto can be deployed on any container orchestration platform such as Kubernetes, OpenShift, or cloud-native Kubernetes from AWS, Microsoft, or Google.

With Verto, issuers can achieve their desired business objectives: delivering enhanced customer experience, launching innovative new products, improving cost efficiency, faster time-to-market, and improving overall operational resilience.

Benefits of using Verto

- Extend the life of Core Systems
- Fintech Feature Enhancement
- Avoid Vendor Lock-in
- Cost Efficiency
- Compliance & Security
- Increased Innovation
- Cloud Migrations

Issuer Services
Verto solutions

Card Management

An advanced overlay for legacy CMS platforms that provides modern APIs for application developers to work and build with. This is our secret to modernising legacy infrastructure.

Tokenization

Network tokenization, or "I-TSP" (Issuer Token Service Provider) complies with all major card schemes for tokenization. Activate digital wallets like Apple Pay in weeks, rather than months. Our solution simplifies integration with card schemes and provides full token lifecycle management, keeping up with market changes.

PIN Management

Provides card holders with the ability to self-manage their PIN numbers for any card. They can view their PIN if forgotten or set it to a new self-selected PIN.

Notifications

Define rules for real-time alerts or notifications when certain events occur. Send notifications for payments or non-financial events (credit limit changes/PIN change).

Fintech Enablement

Verto provides open APIs for trusted third-parties (Fintechs) to leverage the core banking capabilities of the issuer, creating a more open ecosystem for wallet providers and other financial services like InsurTech.

Enterprise Cryptography

Every organization depends on cryptography to provide data privacy and security, defending against data breaches.

Verto provides an API layer for on-prem or cloud-native HSMs (Hardware Security Modules), simplifying enterprise encryption as well as preparing for post-quantum cryptography.

My Cards

CREDIT

DEBIT
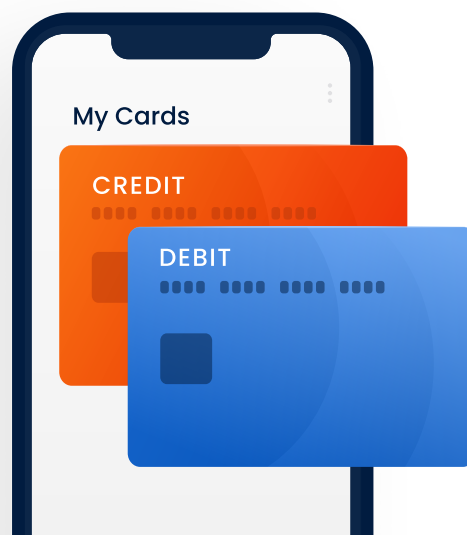
Card Management Gateway

THE CHALLENGE

Many Card Management Systems have not been modernised by the original vendor (such as ACI, TSYS, FISERV, FIS etc...), thus falling behind in terms of capability and lacking fintech-like features. Leaving issuers with what can simply be classified as legacy infrastructure.

These Issuers are limited to the original features of the CMS, making it difficult for them to compete with all the features offered by the digital Neobanks, or Fintech challengers like Adyen and Stripe that have entered into issuing.

For many Issuers, buying a new CMS is simply not an option, creating a real challenge for them to remain relevant and retain customers.

THE SOLUTION

Verto **CMS Gateway** unlocks new functionality in legacy systems, all without card issuers needing to invest in completely new and expensive card issuing platforms.

Stanchion's intricate knowledge of global CMS platforms has allowed us to tap into features hidden deep in the core CMS platform. This capability differentiates our products from other software vendors.

CMS Gateway enhances existing CMS platforms through an advanced overlay that powers virtual cards, personalisation, forex, and many other self-service features.

CMS Gateway allows issuers to access APIs for Customer, Account, and Card Management, as well as advanced security features such as Dynamic Card Security Codes (CSC/CVV).

DEBIT

CREDIT
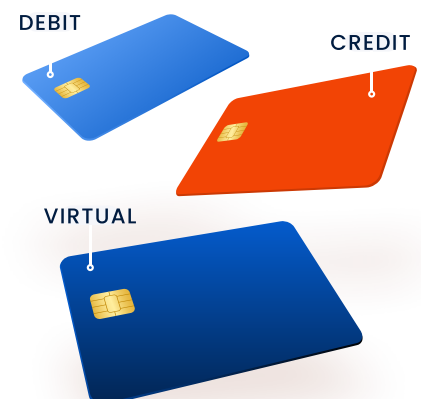
VIRTUAL

Card Management Gateway

PRODUCT FEATURES

INSTANT ISSUANCE

Provision and issue any card type in real-time, delivering instant virtual cards.

PHYSICAL CARDS

The world has gone digital, but if you still need plastic, CMS Gateway will prepare the data for personalisation and printing.

PERSONALISATION

Enhance card personalization by offering support for additional alphabet systems such as Arabic and Cyrillic, or empower cardholders to express their individuality by uploading custom artwork and designing their own cards.

DYNAMIC CONTROLS

Activate self-service features, allowing card holders to dynamically change card settings whenever they want, including;

- Setting Card Limits
- Freeze or Cancel Cards
- Activate Country Restrictions
- Toggle Notification Rules
- View Card PAN (Virtual Card)
- Enable Dynamic CSC/CVV
- View Detailed Account Balances

CURRENCY CONVERSION

Issue pre-paid travel cards for any supported currency, funded through treasury or DCC.

BENEFITS

Launch new virtual cards and products on existing CMS systems

Extend the life of core systems & improve time-to-market for new features

Generate new revenue from foreign exchange and pre-paid cards

No need to purchase new and expensive core banking or CMS systems

Network Tokenization (I-TSP)

THE CHALLENGE

Implementing network tokenization is time-consuming and resource-intensive for issuers. Traditional card management systems lack interoperability with token service providers like Visa VTS or Mastercard MDES, creating significant effort to perform the relevant integrations.

Managing the full token lifecycle, maintaining compliance with various standards, and integrating with multiple schemes creates a burden for technology teams to manage the application lifecycle.

Creating a scalable solution capable of handling multiple tokens per card is another challenge to solve internally, adding to the total cost of ownership.
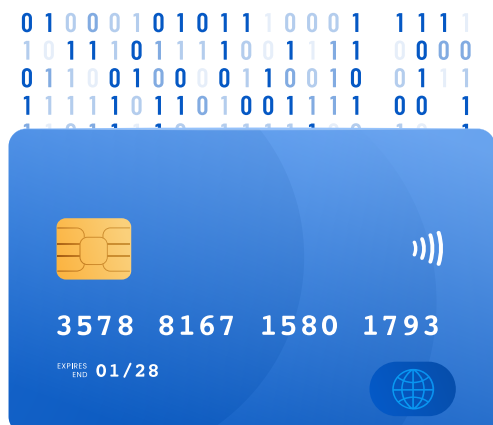
THE SOLUTION

Verto I-TSP simplifies network tokenization by providing complete token lifecycle management and seamless integration into major payment networks, including Visa VTS, Mastercard MDES, or local schemes such as mada & eftpos.

Verto I-TSP streamlines development effort with existing interfaces to major schemes, continuous compliance with industry updates and changing payment regulations, reducing complexity and cost for issuers.

Verto I-TSP provides cost efficiency but equally important is how it can enhance customer experiences with push-provisioning. Make in-app push provisioning possible and streamline the experience for digital wallet users.

Verto offers robust tokenization that improves overall security for card holders and issuers.

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1011101111001111 0000
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1111011010011111 00 1

3578 8167 1580 1793

EXPIRES
END 01/28

Network Tokenization (I-TSP)

PRODUCT FEATURES

TOKEN PROVISIONING

Validate cards, perform multiple orchestration steps for business rules, including verification, notifications and push-provisioning.

COMPLIANCE

Central banks and card schemes regularly update the standards for tokenization. Verto is regularly updated to comply with updates and new requirements.

FRAUD NOTIFICATIONS

During provisioning, I-TSP supports notifying external fraud systems with pluggable integration points.

TOKEN LIFECYCLE MANAGEMENT

Manage the entire token lifecycle for Tokens;

- Provisioning
- Expiration
- Migration
- Renewal

FASTER INTEGRATION

Pre-integrated connections to schemes reduces development effort, saving cost and ultimately accelerating time-to-market for tokenization.

Verto's modern APIs simplify integration for token requestors, reducing the overhead for issuers when adding new token requestors.

BENEFITS

Provisioning for Digital Wallets; manual card tokenization or in-app push provisioning

Faster time-to-market with pre-integrated connections to Token Service Providers

Ongoing compliance with security standards, schemes rules, and regulations

Integration with existing CMS to facilitate token lifecycle management

PIN Management

THE CHALLENGE

Personal Identification Numbers (PINs) have become the global standard for securely verifying account holders and have significantly reduced fraud.

Behind this success lies a complex world of encryption and secure processing. Ensuring the secrecy of the PIN throughout its lifecycle is a continuous challenge for issuers. The secure generation, delivery, and verification of PINs demand significant effort, particularly when dealing with disparate systems across physical and digital channels.

Legacy systems often struggle to integrate with modern digital channels and lack the on-demand features card holders expect. Streamlining these functions into a unified system is crucial for ensuring compliance, reducing overheads, and enhancing the customer experience.

THE SOLUTION

Verto ePIN provides an enterprise-wide solution to centralise and manage the lifecycle of PINs across all channels. ePIN is a PIN Management solution that integrates with core systems and exposes essential functionality to applications for card holders to view or change their PIN.

Additionally, it simplifies cryptography by integrating with multiple HSM types, additionally Verto provides Software Development Kits (SDK) to application developers to streamline integration effort.

Verto ePIN provides Issuers with API access to; activate a new card, reveal a PIN, or to set a self-selected PIN.

With the rise of virtual cards, there are no pin-mailers, and Digital Wallets substitute PINs with device biometrics (CDCVM). This means that card holders often don't know their *'real'* PIN, and have no way to access their PIN. Verto ePIN provides a secure method of displaying PINs.

Verto ePIN

Enter your new PIN

* * * *
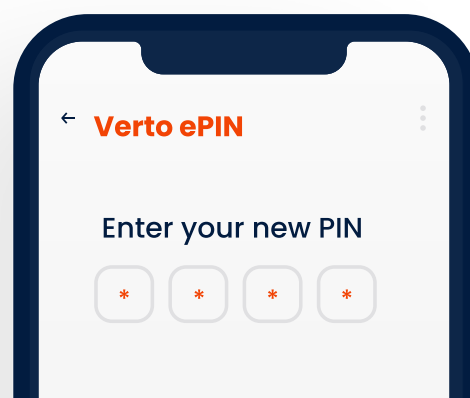
PIN Management

PRODUCT FEATURES

PIN RESET

Enable cardholders to set their own self-selected PIN. This mechanism can be used to activate the card, or to replace the default PIN.

PIN REVEAL

Display any card PIN in cleartext within a secure mobile app, online banking, or ATM.

CRYPTOGRAPHY

Remove the integration complexity of HSMs and simplify encryption and decryption processes. Supports multiple ISO formats for PIN blocks.

PIN VERIFICATION

This can be used as a proxy for authenticating a user. Confirm if the user-entered PIN matches the PIN on the host system.

MULTIPLE CHANNELS

ePIN provides APIs and toolkits (SDKs) that enable application developers to embed PIN functionality into their applications.

PIN Management can be centralised for the following channels;

- Mobile / Online Banking
- Telephone Banking
- ATM

BENEFITS

Improve user experience with self-service features for all customer PINs

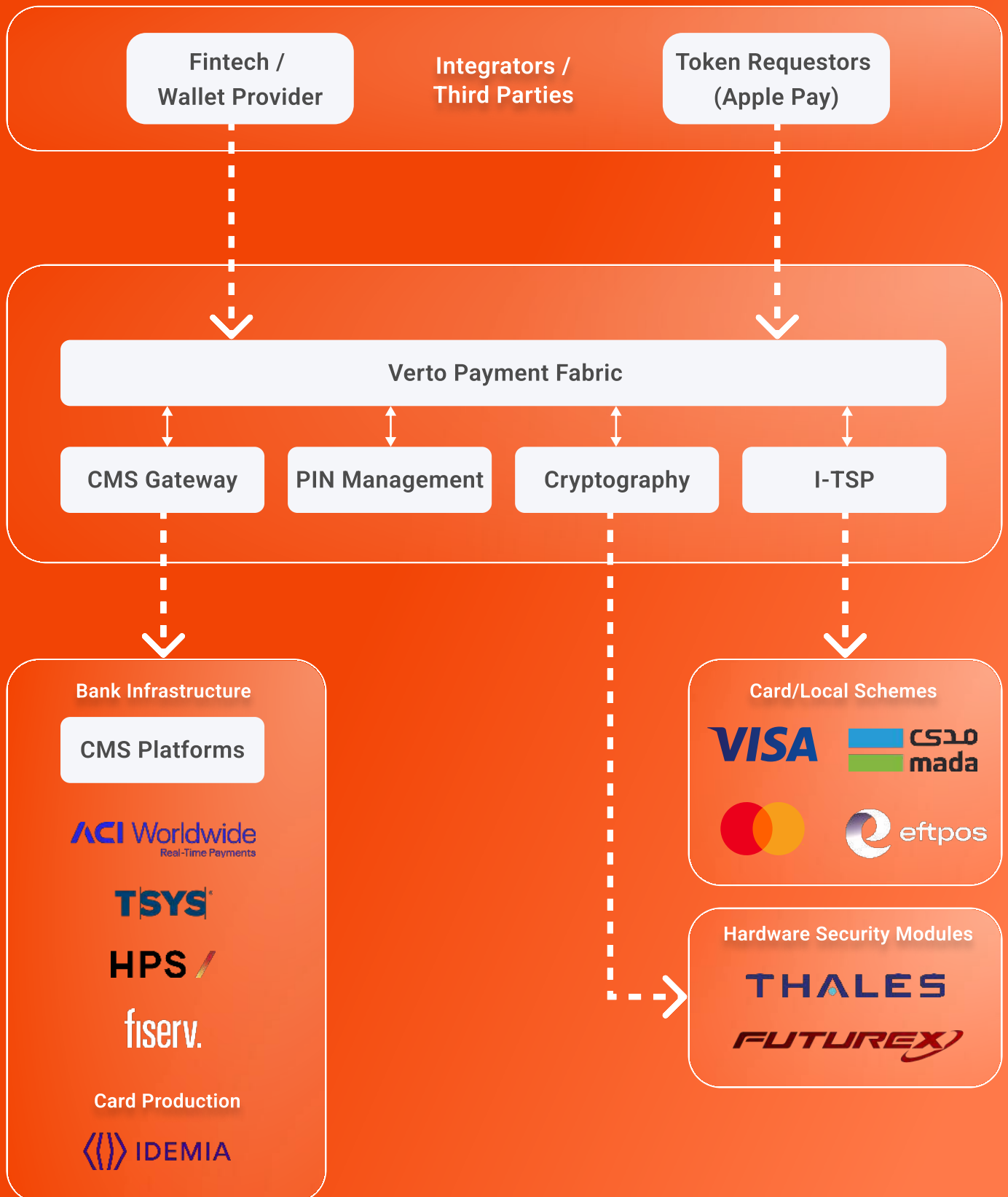Ensure security and ongoing PCI compliance across all channels

Enhance security for telephone banking by using PIN authentication

Reduce costs by eliminating PIN-mailers and centralising all PIN features

Solution Architecture

Fintech /
Wallet Provider

Integrators /
Third Parties

Token Requestors
(Apple Pay)

Verto Payment Fabric

CMS Gateway | PIN Management | Cryptography | I-TSP

Bank Infrastructure

CMS Platforms

ACI Worldwide
Real-Time Payments

TSYS

HPS

fiserv.

Card Production

⟨⟨|⟩⟩ IDEMIA

Card/Local Schemes

VISA

مدى
mada

mastercard

eftpos

Hardware Security Modules

THALES

FUTUREX

* Conceptual representation of systems, providers and schemes. This is not a detailed design or technical architecture.

STANCHION

CONTACT US TO LEARN MORE ABOUT VERTO AND HOW WE SOLVE COMPLEX PROBLEMS FOR ISSUERS AND ACQUIRERS.

About us

Stanchion is a leading global PayTech solution provider.

Stanchion powers payment change by offering advanced payment integration capabilities that enable the modernisation, transformation, accelerated innovation, and efficient management of payment systems.

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