

# Faster Payments: A Credit Union Perspective

WEBINAR

June 28, 2023

Alacriti

Alkami

ABNB

Veridian<sup>®</sup>  
credit union

# MEET THE SPEAKERS



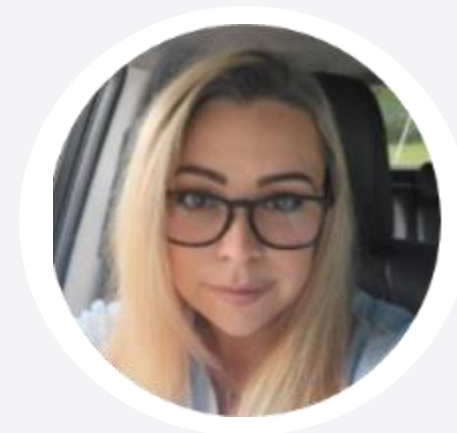
**Mark Majeske**

*SVP, Faster  
Payments, Alacriti*



**Jeff Bucher**

*Sr Product  
Manager, Money  
Movement, Alkami*



**Cassandra Tucker**

*Director of  
Operations, ABNB  
Federal Credit  
Union*



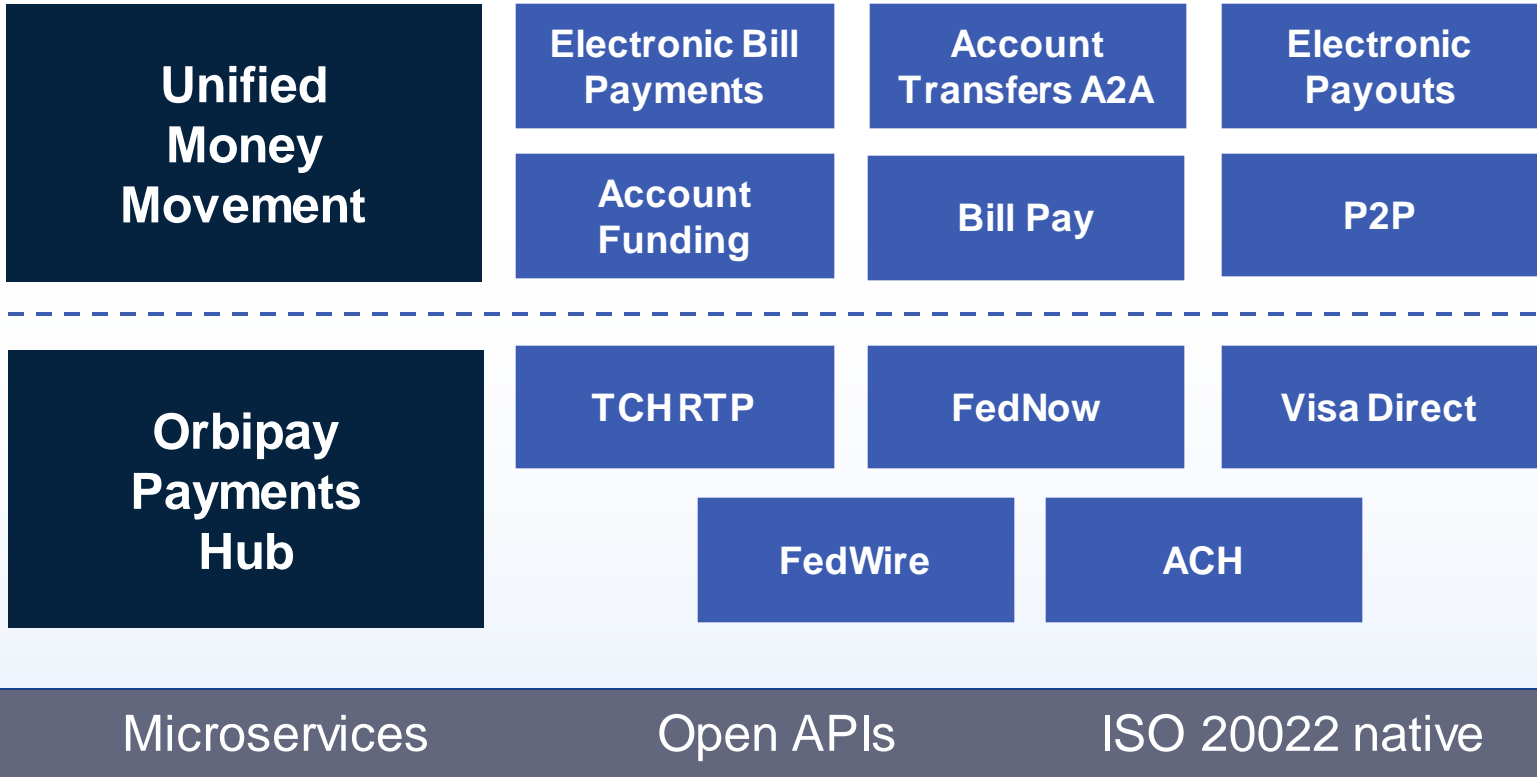
**Amanda Ott**

*Digital Banking  
Integration Analyst,  
Veridian Credit  
Union*

# ABOUT ALACRITI

We are a leading financial technology company dedicated to helping our clients accelerate their *digital payments transformation*.

## ORBIPAY PLATFORM



### Right Sized and Experienced

**2003**  
Founded

**350**  
Employees

### Market Leading Solutions

Our *Orbipay Platform* is a comprehensive suite of unified money movement products *deliver solutions across the payments ecosystem*.

**\$100 Billion**  
in annual payments  
value

**35 Million**  
in annual payments  
volume

### Compliance Certifications



# REPRESENTATIVE CLIENTS

## CREDIT UNIONS



## BANKS





# About Alkami

A single platform built to support all your retail and business needs.



Alkami is the fastest growing cloud-based digital banking platform for financial institutions in the United States.



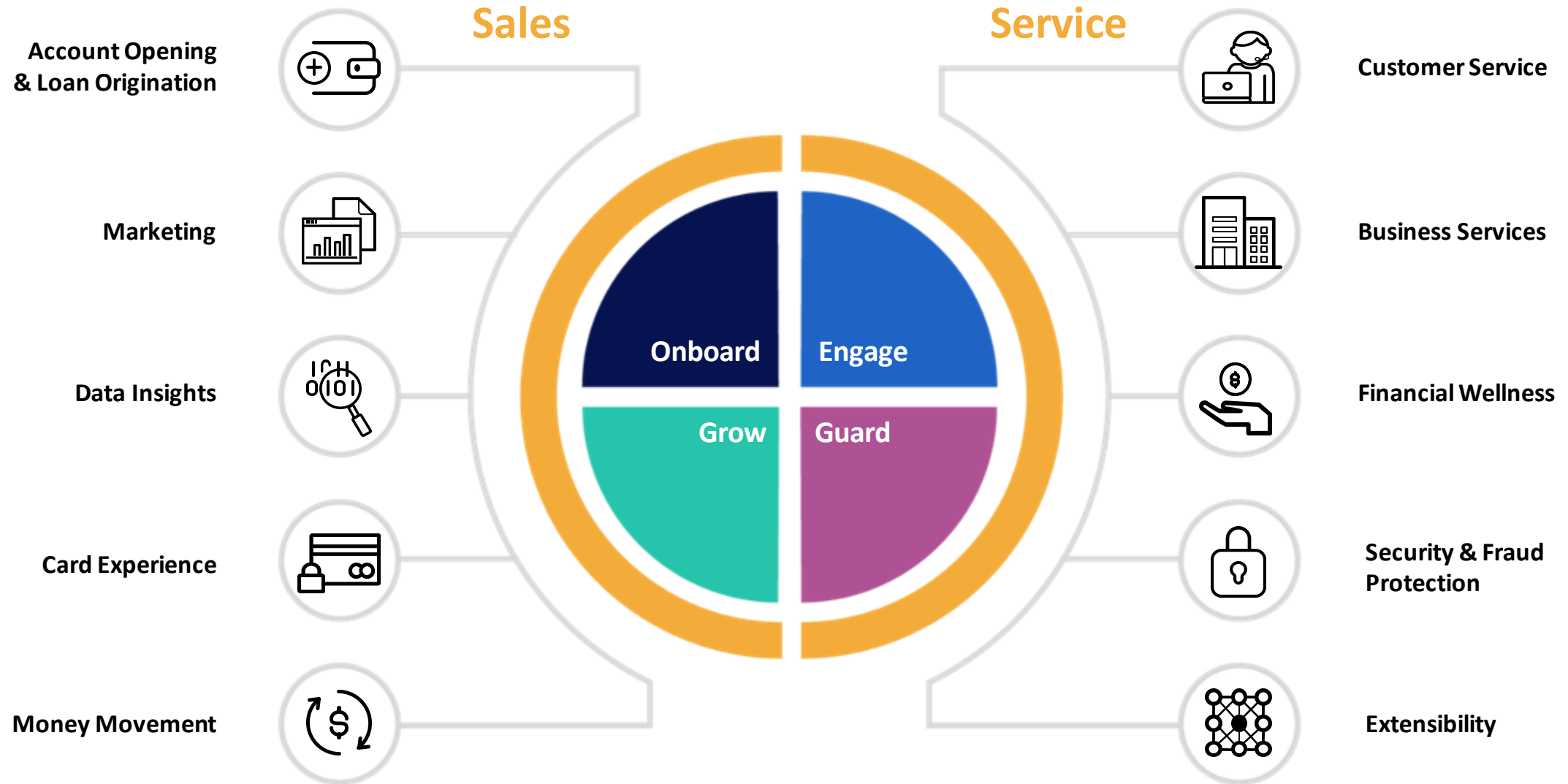
Since our inception in 2009, we have scaled to support more than **15MM** registered users on our platform.



Alkami's strategic vision is to elevate beyond digital banking and promote product adoption and user engagement, all while leveraging data to deliver a next-generation sales and service platform that increases revenue and lowers costs for financial institutions.



# Alkami Platform



# ABOUT ABNB FEDERAL CREDIT UNION

- Amphibious Base and Naval Base Credit Unions merged to Form ABNB.
- 79,000 members
- \$880m assets
- Serves all 50 states digitally and members in Greater Hampton Roads, Virginia and Northeastern North Carolina including the Outer Banks.
- Features enhanced digital offerings, higher rates on deposits, competitive rates, and affordable terms on loans.



# ABOUT VERIDIAN CREDIT UNION

- Started in 1934 as John Deere Community Credit Union
- 323,000 members
- \$7B in assets
- Serves all 50 states digitally with branches in Iowa and Nebraska with plans of expansion into the Minnesota market
- Not-for-profit financial cooperative owned by members and governed by a volunteer Board of Directors.
- Features a full range of consumer financial services





# AGENDA

- Introduction
- Alkami's Faster Payments Capabilities
- A Brief History of Payments in the US
- Use Cases and Demystifying Faster Payments
- Faster Payments Fraud, Security and Operations
- The Future of Faster Payments
- Q&A



Today's  
Agenda

# INSTANT A2A EXTERNAL TRANSFERS

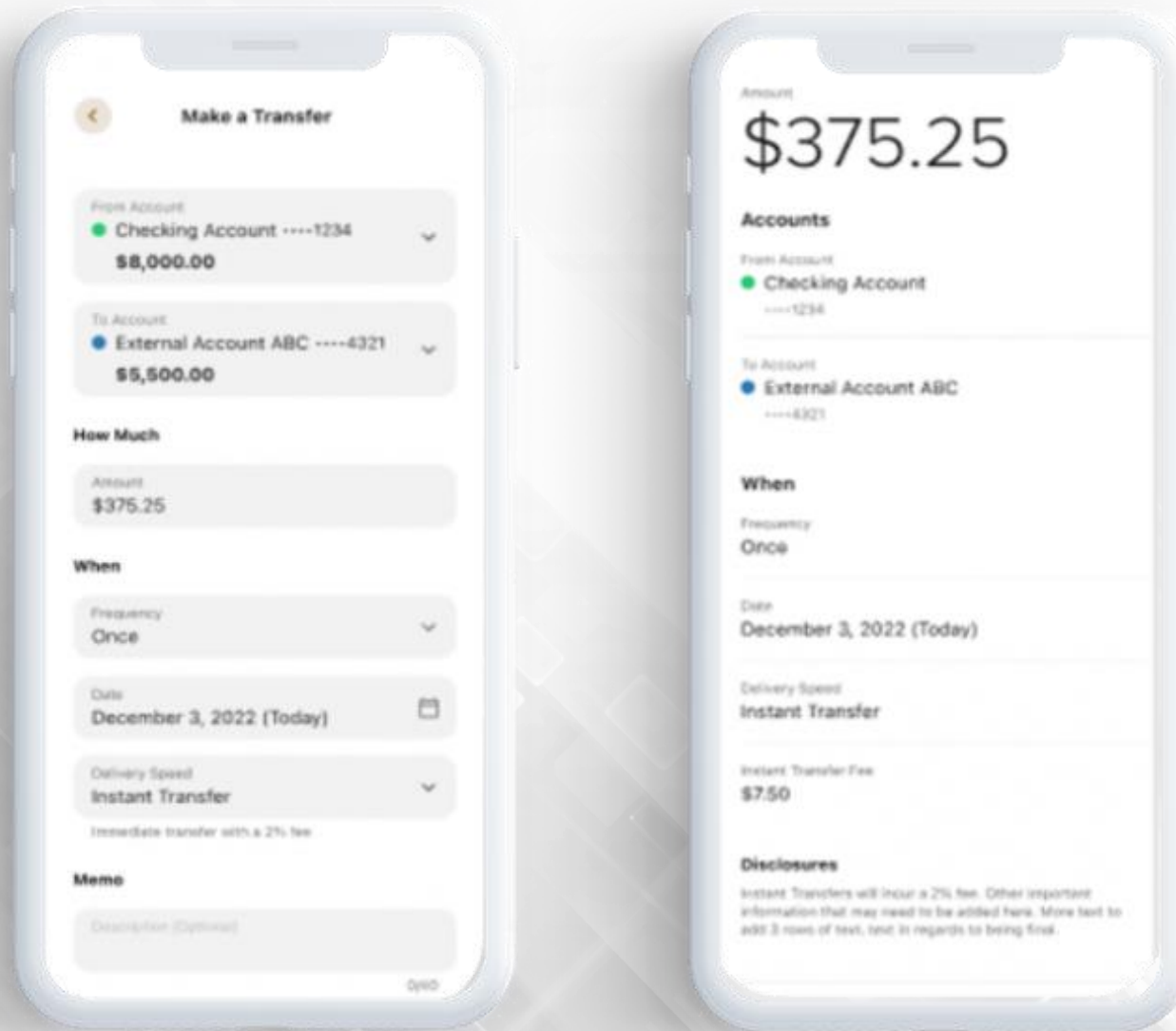
**Instant A2A External Transfers** - Alacriti will offer instant Account to Account (A2A) external transfers integrated directly into the Alacriti Transfer Widget for RTP and FedNow.

- **Linking Accounts** - Accounts will be linked with Instant Account Verification (IAV - Partnering with Yodlee) or trial deposits.
- **Instant Transfer Speed** - End users will have a choice of 1-3 business days (via ACH) or Instant Transfer (via RTP/FedNow).
- **Receiving Incoming RTP and FedNow Payments** - Participating FIs will also be able to receive incoming RTP and FedNow payments as well via an Alacriti core integration.

**Alacriti** - Alacriti will provide RTP/FedNow core integration, payment servicing, messaging and transaction issue resolution.



# INSTANT A2A EXTERNAL TRANSFERS





# INSTANT PUSH AND PULL TO DEBIT CARDS

**Debit Card Linking** - By linking their debit card in the Alkami Transfer Widget, users will be able to push and pull funds to and from their account at another financial institution.

## Linking Debit Cards in the Transfer Widget

- Debit cards can be linked in the transfer widget by adding the name on the card, card number, exp date, address and CVV.
- Once linked the user can push and pull from the main account linked to the debit card 24/7/365.

## Instant push payments to a debit card

- Send money to the primary account linked to the debit card at another credit union or bank.

## Instant loan payments from a debit card

- Payments can be made by pulling funds from a debit card and made to a linked loan or credit card.

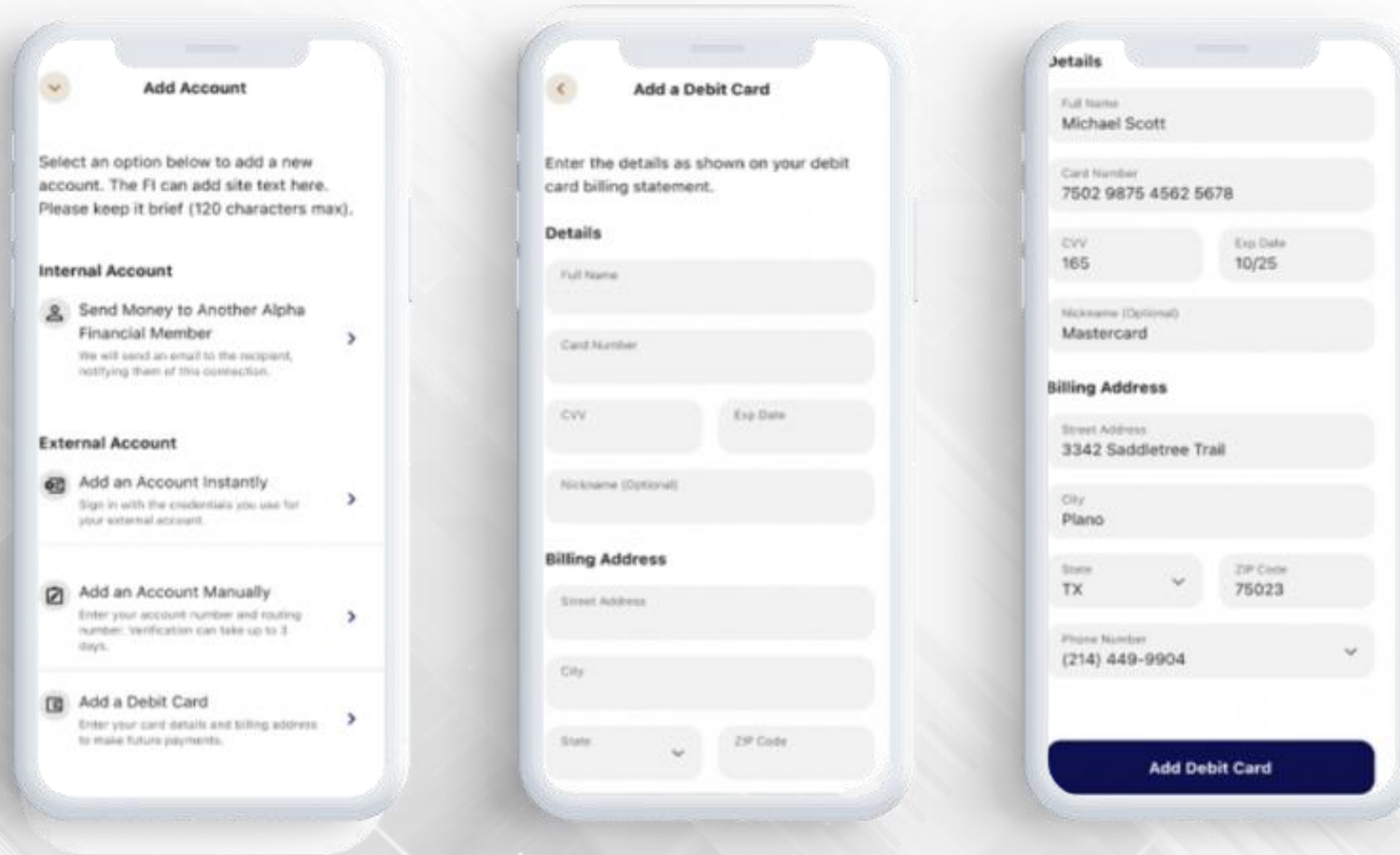
## Instant account funding from a debit card

Instantly deposit funds into an account by pulling from a linked debit card.  
(Offered in Transfer Widget & New Account Opening)





# INSTANT PUSH AND PULL TO DEBIT CARDS



# A BRIEF HISTORY OF PAYMENTS IN THE US

**Faster Payments** refers to an initiative in the US, started in 2025, to reduce payment times for moving money, with an ideal time of just a few seconds



## Wires

Started with Western Union in the 1872, Fedwire 1918

## Debit Cards

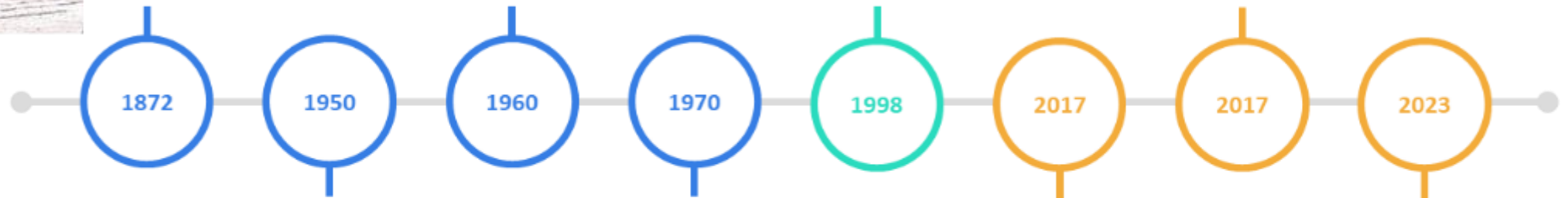
1960's, it's disputed who had the first

## Zelle, Venmo, & Paypal

Started with PayPal in 1998.  
 -Instant 24/7/365 domestic payments made over private networks.  
 - Enter Bank account or debit card info with the network.

## Push to Card

Introduced in 2017.  
 -Instant international 24/7/365 transfers over Visa and MC networks  
 - Move money instantly to a debit or credit card



## Credit Cards

Diners Club Card in 1950

## ACH

Started by the Fed in the 1970's

## RTP

(Real Time Payments)  
 Launched in 2017.  
 -A private 24/7/365 domestic network by The Clearing House (TCH)  
 - 285 FIs on the network as of November 2022

## FedNow

Expected in summer 2023.  
 -A domestic 24/7/365 network run by the Fed and very similar to RTP.

**Historical Federal Reserve payment types still used the most**

**Peer to Peer (P2P) Payments**

**Newer Instant Payment Rails**

# USE CASES AND DEMYSTIFYING FASTER PAYMENTS



## C2B

**Bill Pay: RTP, FedNow, Card Funding**

- Ecommerce
- Investment account funding



## P2P

**Zelle, Venmo, Paypal, Google Pay**

- Friends & family
- Informal services



## B2C

**RTP, FedNow, Push to Card**

- Requesting payments
- Refunds
- Insurance claims
- Payroll
- Loan distributions
- Investment distributions



## Government

**RTP, FedNow**

- Tax Payments
- Distributions
- Stimulus checks



## B2B

**RTP, FedNow, Push to Card**

- Urgent payments
- Invoice payments
- Invoice payment requests



## A2A\*

**Instant External Transfers**

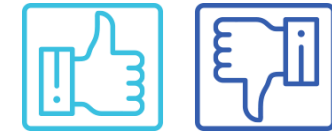
- Instant push transfers
- Loan payments (Debit Card)
- Instant account funding

# MYTH OR REALITY?

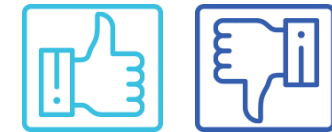
- Faster Payments are only for consumers, my FI's businesses can't use it.



- If I have FedNow, then I have little need for RTP or Visa Direct.



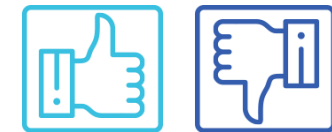
- RTP/FedNow isn't needed because people have Zelle, Venmo, PayPal, Etc.



- Faster Payments will seriously reduce my existing ACH and Wires revenue.



- My FI is too small to implement this and my account holders won't use it.



- Identifying your organization's use cases is a priority.







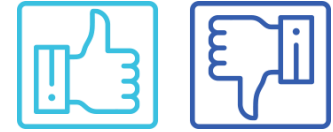
# Faster Payments Fraud, Security and Operations

# MYTH OR REALITY?

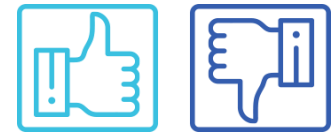
- Faster Payments are at higher risk of fraud than other payment types.



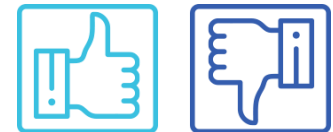
- My current enterprise Fraud system should be adequate for Faster Payments.



- We don't have the resources to implement and maintain the new payment rail.



- We can definitely wait to implement at a later time and we have other priorities.

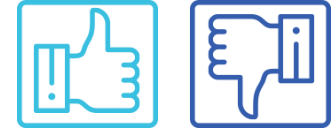




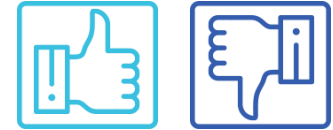
# The Future of Faster Payments

# MYTH OR REALITY?

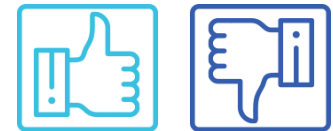
- As my FI grows, we will need to increase my operations team.
- 



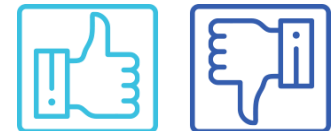
- We will have only one or two payment networks in the future.
- 



- Faster payments channels will be the same around the world in the future.
- 

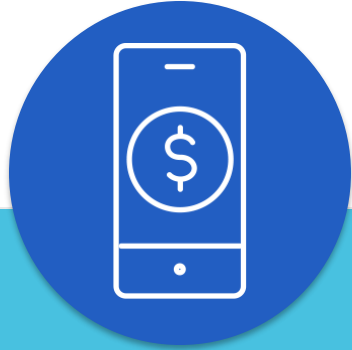


- Does Faster Payments intersect with Blockchain in the future?



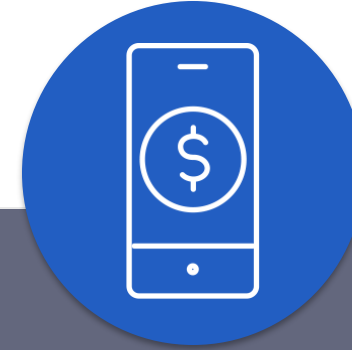


# How to Connect



## Orbipay Payments Hub

- Payments as a Service (PaaS) Solution
- Cloud based (AWS)
- Integrates with many banking cores
- ISO 20022 native
- Open APIs
- Smart routing



## Available Rails

- The Fedwire Funds Service
- ACH
- TCH RTP® Network
- The FedNow<sup>SM</sup> Service
- Visa Direct/Mastercard

# WHY NOW, WHY ALACRITI

- Short time to market (go live within 90 days\*)
- Non-competitive collaboration sessions
- Influence the product roadmap
- The FedNow Service has a targeted release date of July 2023, and some of Alacriti's clients are already signed up for the soft launch in June.
- After the initial connection with Alacriti, turning on another rail is simple, making it easy to quickly scale to other rails to fit the financial institution's needs.
- Recognized by Aite-Novarica as one of the [Top Payment Hub Vendors](#)



# Q&A.

**Questions:**  
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**Book a Demo:**  
[alacriti.com/demo](https://alacriti.com/demo)

**Website:**  
[Alacriti.com](https://Alacriti.com)

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Payouts

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Movement

**THANK YOU!**

