

WELCOME TO NBMBA[®]

WEBINAR

"Entrepreneur Series Part 3 Sales Process and Operations to Match

Presented by:

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Marquis Solomon, Senior Training Specialist - Fiserv

Sponsored by:

fiserv.



Sales Process and Operations to Match

Marquis Solomon, Senior Training Specialist

Who is Fiserv

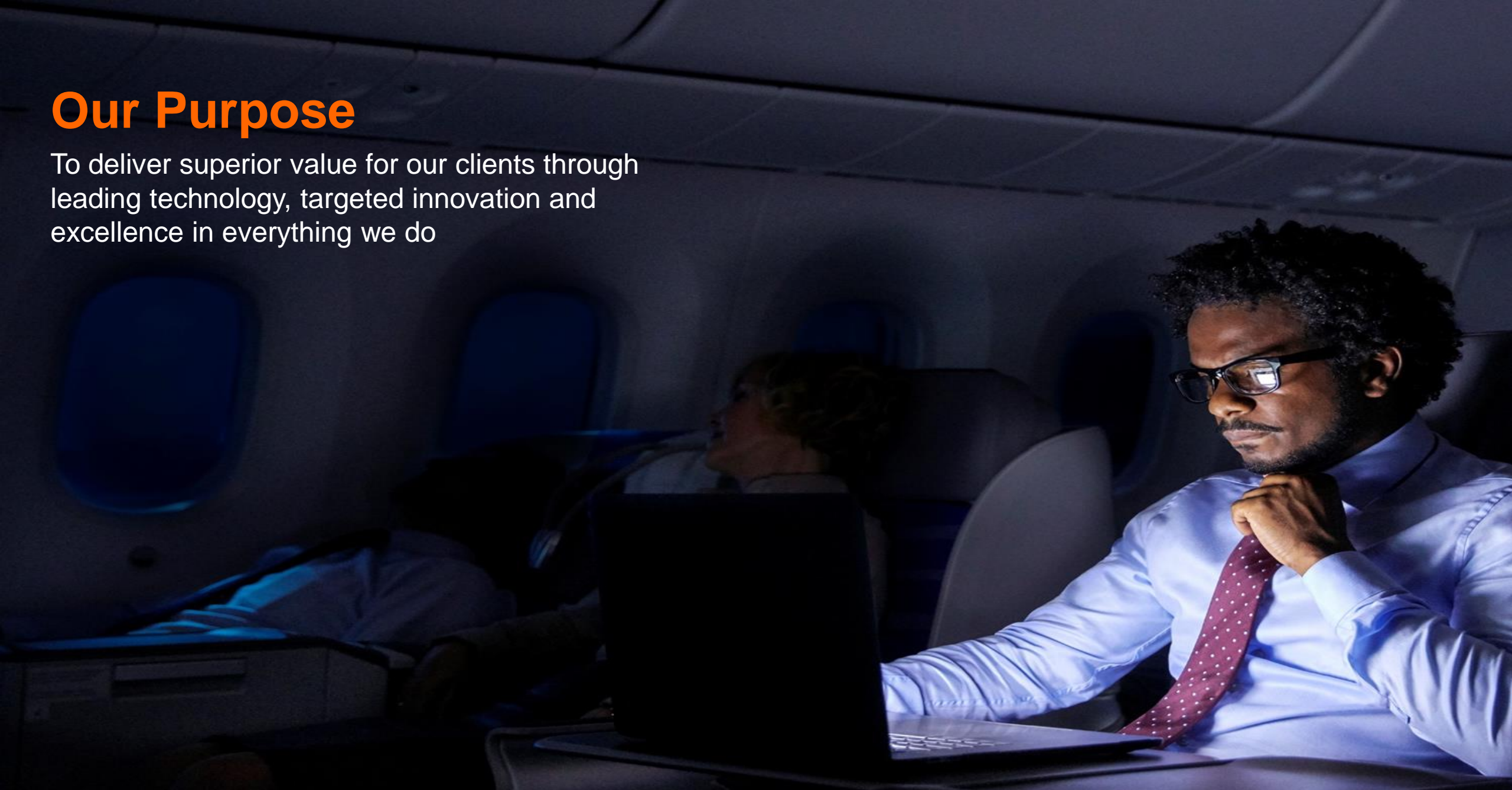


Our Aspiration

To move money and information
in a way that moves the world

Our Purpose

To deliver superior value for our clients through leading technology, targeted innovation and excellence in everything we do



Strategic Investments in Technology Solutions Enriches Future Value Proposition

Accelerate client value through differentiated solution integration

Develop new capabilities based on market trends and client need

Create transformative digital experiences reflecting changing client needs

Incremental innovation investment

\$500 million



















funded from cost synergies
deployed over five years

- Digital enablement
- Advanced risk management
- eCommerce
- Next-generation merchant solutions
- Data-focused solutions

What We Do

Industry-Specific Approach

A “one size fits all” product sales approach does not address the unique complexities of specific industry verticals.

 QSRs	 Retail	 Grocery	 Petro	 Sports	 Automotive
 Internet of Things	 Service Providers	 Media and Entertainment	 eCommerce	 Industrials	 Insurance
 Technology	 Health Care	 Hospitality	 Gaming	 Utilities	 Government

Bridging The Digital Gap Between Small and Mid-size Businesses (SMBs) and Business Technologies



fiserv.



Meet The Small Business Owner



49%

Started business to turn
passion into a living



55%

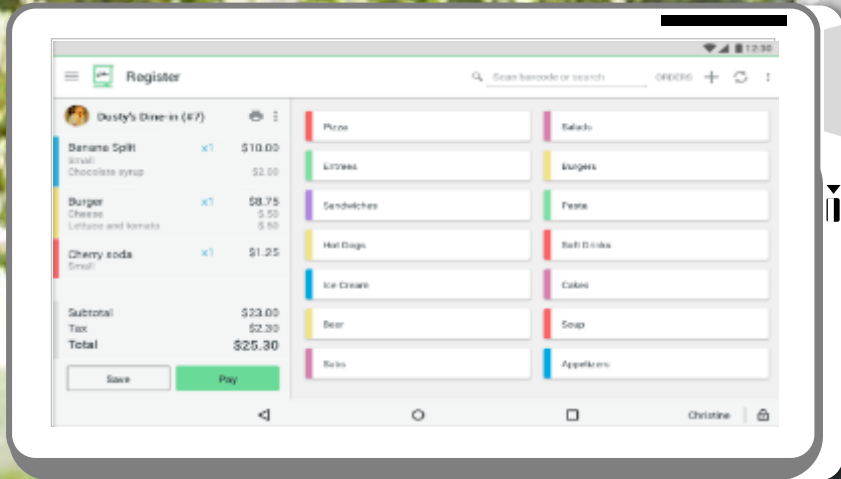
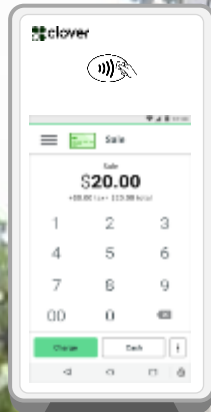
Small Business Owners work
more than 60 hours per week



43%

Small Business Owners can't
take a vacation

Clover Small Business Solutions



Open Platform Architecture



Clover App Market Categories



Analytics and insights



Employee management



Inventory



Accounting



CRM and marketing



Loyalty and rewards



Gift cards



Web and mobile ordering



350+
APPS



1,000+
DEVELOPERS



2M+
APP DOWNLOADS



30+
ISV & ENTERPRISE
INTEGRATIONS

What That Means To You

Turn Payments Into a Competitive Advantage



Accept all payment types. Anywhere.



Create conversational commerce.



Expand, manage risk, and understand the analytics.

Our Forward Together Commitment

Support Black-and
Minority-Owned
Businesses.

Partner with Minority-
Owned Financial
Institutions

Invest in Our
Communities

Our Investment

\$10 million

- Official Black Wall Street
- The National Black Chamber of Commerce
- Direct Grants
- Incubator & Resource Providers

Q&A

A man with dark hair and glasses, wearing a dark hoodie, is looking down at a smartphone in his hands. He is standing on a city street at night, with blurred lights and buildings in the background. A backpack is visible on his back.

To learn more about Fiserv and Clover contact us at
(800) 792-9396

Thank You!