

Case Study

The Future of Digital Payments

Customer behavior and tokenization drive new ways to pay

» A number of leading banks have launched mobile payment wallets in their markets based on HCE (host card emulation) technology powered by G+D Mobile Security's Convego® Hub solution.

- » The banks needed a solution that offered:
- A user friendly experience
 - Maximum security with brand tokenization
 - Robust compliance with existing and new data regulations

» G+D Mobile Security's Convego Hub solution meets these needs by implementing:

- An off-the-shelf solution offering a single interface for a variety of technologies and payment brands
- State-of-the-art mobile security certified and qualified by global payment brands and domestic debit brands
- Best practice guidance by G+D's experienced project teams



Security and the future of banking

Daily life has become increasingly digital for banking customers, given the growth of different channels available to manage their banking needs. Services on offer include mobile wallets, digital payment facilities, online marketplace checkouts, and the emerging variety of IoT-ready devices now capable of enabling transactions for them.

These ever-connected customer opportunities create new business models for banks to enhance their customer offerings, but they also come with a host of dangers brought on by the growing number of places in which customers can engage. The greater the risks, the more customers want to be reassured about how their data is being managed and how credentials are being provisioned.

Regardless of how customers engage with their bank, their personal data needs to be handled with care, and their digital credentials must be securely generated, managed, and provisioned to their device of choice. This could be a mobile phone, a wearable, or simply a card. But it does not stop there. With the Internet of Things, the digital credentials, tokenized by payment brands, will be shared to all kinds of connected devices at home and outside of the home too, including vehicles.

The G+D Mobile Security Convego Hub solution lets banks work with physical and digital credentials – just one simple connection process covers all bases. Our Hub is an easily implemented central platform for all omni-channel and omni-device identity and credential management needs. It supports all digital payment options and payment brands, integrating with other services to offer digital payments on any type of device. As a matter of course, it also supports physical cards.

This solution already has millions of active users around the world. It is also still the only solution being qualified by and commercially integrated in Visa and Mastercard, not forgetting regionally important domestic debit brands that the Convego Hub supports in Germany (girocard), Austria (PSA), India (RuPay), China (China Union Pay), and Australia (eftpos).



Convego Hub provides a number of services for physical and digital payments using tokenization including but not limited to the following:

- **Convego CloudPay** acts as an aggregating token requestor and credential manager for contactless mobile payments, as well as digital payments for secure web shopping, in-car payments, and other IoT digital payments
- **Convego Service Broker** enables issuing banks to conveniently manage the life-cycle of brand-tokenized payment credentials for all types of devices and wallets and facilitates consumers so they can connect their payment cards to new appliances and control the payment tokens in any device
- **Convego Wallet**, a white-label mobile payment app, provides lightning-fast transactions at the point-of-sale

Available as a managed service or software license, our technology offers seamless lifecycle management, universally certified security, and a unified user experience for digital payments across all schemes.



G+D Mobile Security collaborates with leading commercial banks in Europe

Our clients have a formidable reputation, championing the concept that banking should be convenient, customer-friendly, and accessible. Their portfolios consist of banking offerings that are easy to use, smart, and personal. And when planning to launch their services, they turned to G+D because of our legacy in secure banking solutions and our unrivalled reputation in innovation.

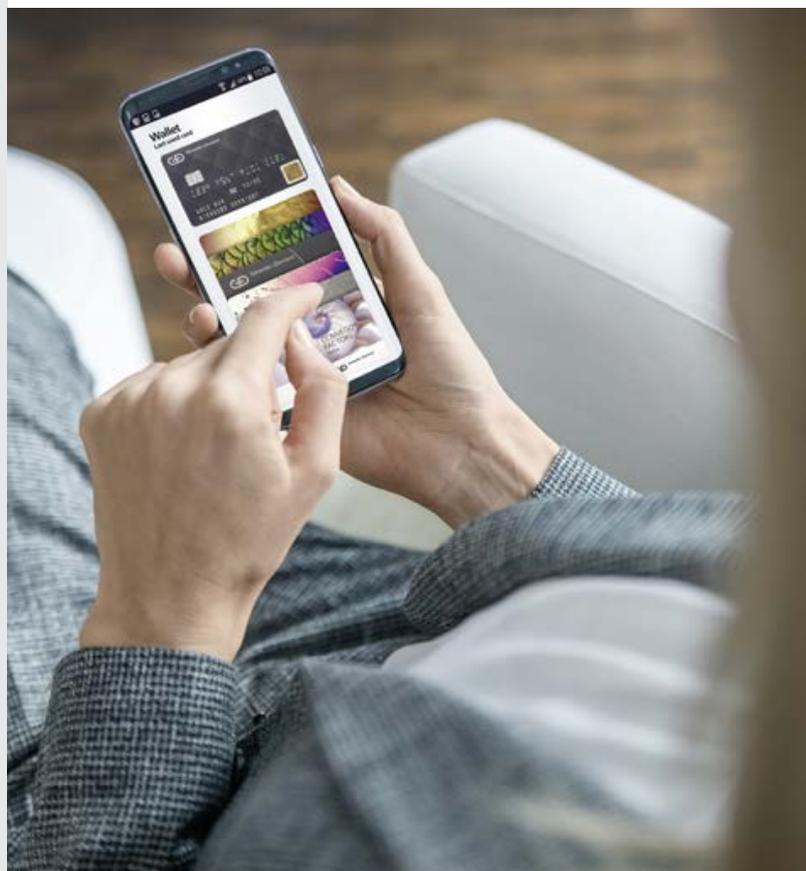
Leading G+D technology is utilized commercially by leading banks and bank groups in a number of European markets and countries. These currently include Germany, Austria, the Netherlands, Switzerland, Czech Republic, Hungary, and Romania. Convego Hub services are utilized for Mastercard, Visa, girocard, and PSA digital payments, benefiting over 1,400 issuers in Europe alone.

Staying top of wallet in the digital revolution

Issuers who opt for G+D want to create a future-proof, extendable, and complete solution using the latest technology with the most accessible and user-friendly customer experience for current and future use cases.

G+D customers have led their markets with G+D digital solutions further strengthening their innovative brand image in most cases. This has allowed our customers to stay top of wallet, to attract new customers, and to facilitate higher security and cost-efficiency for payments at the point of sale while also getting ready for secure remote payments and IoT payments.

The requirements for these solutions were extensive not only from a technical perspective but also from a business perspective. The challenge has allowed us to demonstrate G+D's history of securing banks and technological innovation – with the customer at heart.





Implementing a state-of-the-art solution

Having understood the customers' needs early on, and having analyzed current business challenges within individual countries in relation to the ongoing digitalization of banking and upcoming changes in the payment infrastructure, we have provided European issuers with a world-class solution through our Convego Hub.

With close cooperation between G+D and Visa, Mastercard, and local schemes, we designed a customized but standardized digital payment platform for our clients. We then integrated the payment scheme Token Service Providers (TSPs) as required for each case and market to allow access to their tokenization services.

We knew we also needed to offer unique extension capabilities for the future. These capabilities would include all relevant payment technologies including OEM Pays or X-Pays (e.g. ApplePay, SamsungPay, GooglePay), wearable wallets (e.g. Fitbit Pay, Garmin Pay, SwatchPAY) as well as forthcoming secure tokenized eCommerce, in-car payments, and IoT.

Convego Hub services have already been launched for the benefit of leading issuers such as Erste Group, the largest German issuers DSV (German Savings Banks group), DGV (German cooperative banks group), Deutsche Bank, Rabobank, and de Volksbank Group (SNS, ASN Bank, and RegioBank), not forgetting the European-wide launch of SwatchPAY, also powered by G+D.

Our solution enables a future-proof modern Internet banking platform for millions of customers, where they can take care of their banking business wherever they are – online, offline, or on the go! Regardless of device, these innovative apps allow our clients' customers to enjoy a personalized customer experience.

As one of our clients said, "With this solution we have taken maximum security and user-friendliness to a new level for mobile payments."

"We are proud that these clients chose us as their technology partner to bring innovative mobile payment solutions to the markets in Europe," said Dr. Carsten Wengel, Head of the Region EMEA at G+D Mobile Security. "These launches are the first results of our cooperation with the most innovative banks in Europe, and we look forward to realizing a number of future extensions to these esteemed issuers, empowering them to keep their leading position in the increasingly important field of digital payments now and in future."

Today's customers are constantly looking for digital solutions to make their day-to-day routine more enjoyable, and more efficient. These demands exist inside a fast-moving landscape, at a pace not everyone can match.

At G+D Mobile Security we make sure your customers come first. We create state of the art solutions for the ultimate user experience, so you stand out from the competition. Interested? Get in touch!



Giesecke+Devrient Mobile Security GmbH
Prinzregentenstrasse 159
81677 Munich
Germany

www.gi-de.com/mobile-security
mobilesecurity@gi-de.com

Follow us on:



© Giesecke+Devrient Mobile Security GmbH, 2019

All rights reserved. Subject to change without notice. G+D and other trademarks are trademarks of Giesecke+Devrient Mobile Security GmbH, Germany. Other trademarks may be trademarks of their respective owners. This document is for informational purposes only. Giesecke+Devrient Mobile Security make no warranties – express or implied – in this document.

