Paymark

Transformed by Technology

Transitioning a finance team to best support a business undergoing technology driven change

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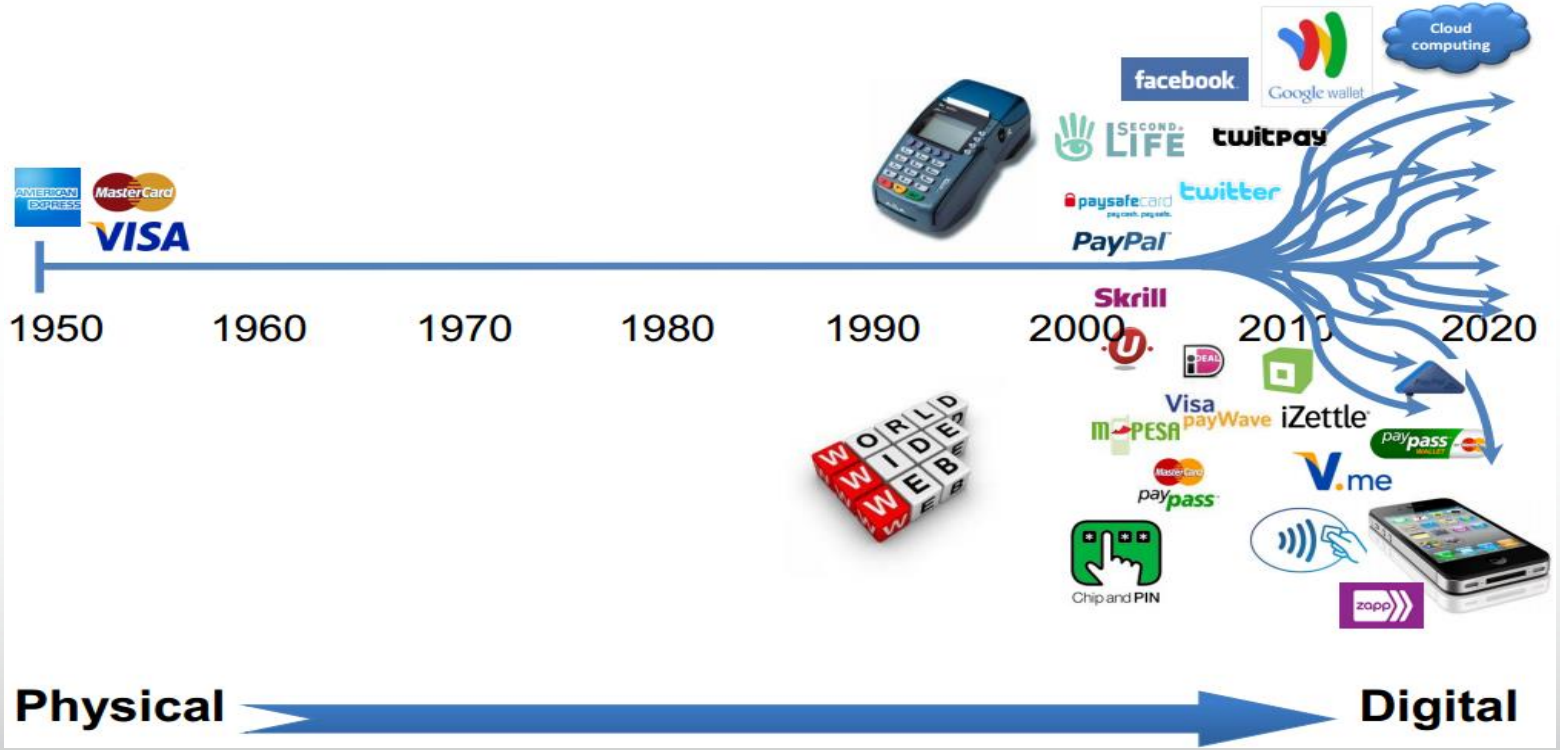
About Paymark

When you use your EFTPOS debit or credit card to pay for goods or services in shops or online, chances are Paymark has played a part in the transaction. We're essentially the middleman, speaking with your bank and the point of sale technology (e.g. EFTPOS machine) to move money from your bank account to the place you are purchasing from. From our beginnings in 1989, we've grown to become New Zealand's leading payments provider, processing over 75 per cent of all our nation's electronic transactions.

Payments is changing…



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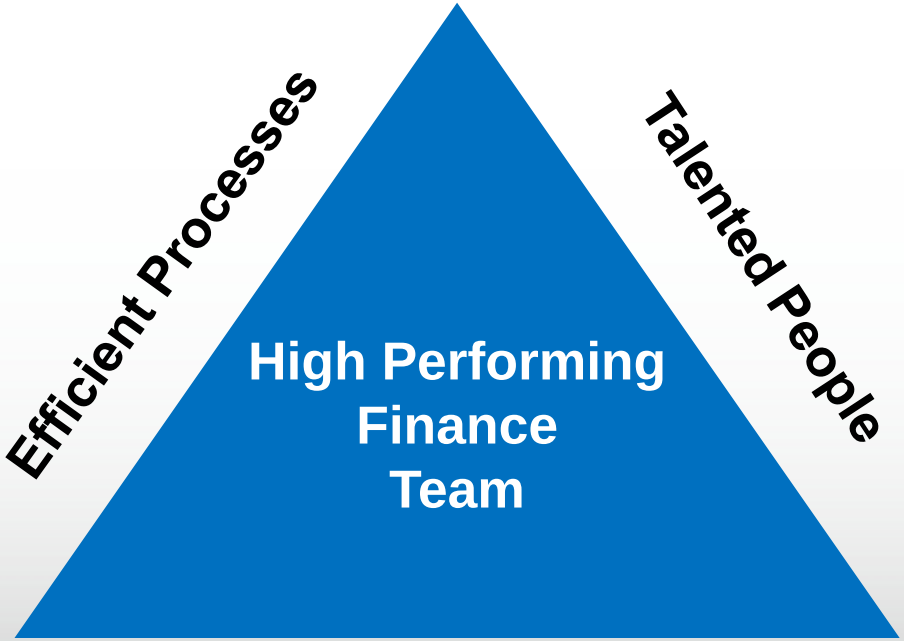
Win the Future

Speed Up the Business

"It is no longer big beats small, it is *fast* beats slow."

– Warren Buffett

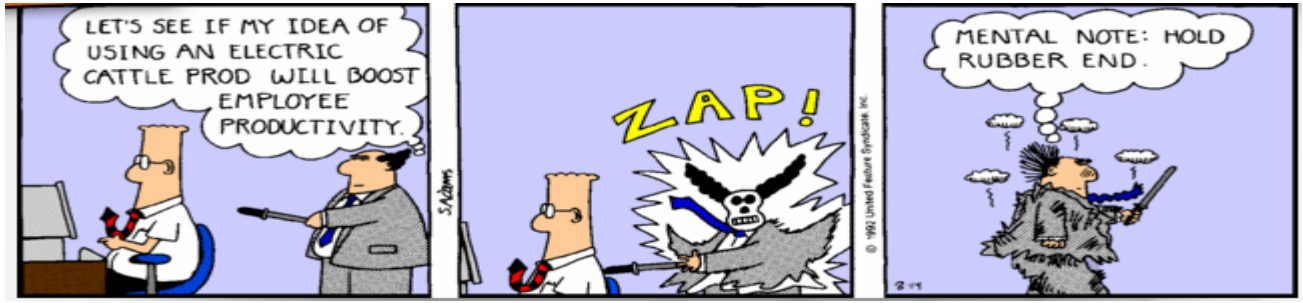
Finance **Vision**



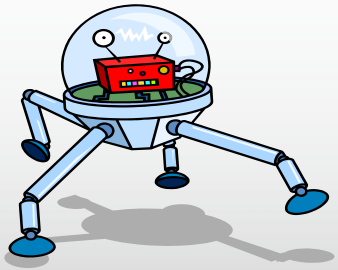
Finance **Objectives**

Accuracy & Timeliness	Efficiency	Valued business partner	Empowered team providing value – add services
Do it right	**Do it the right way**	**Do the right role**	**Do it with the right team**

Efficiency



Eliminate



Automate

Move

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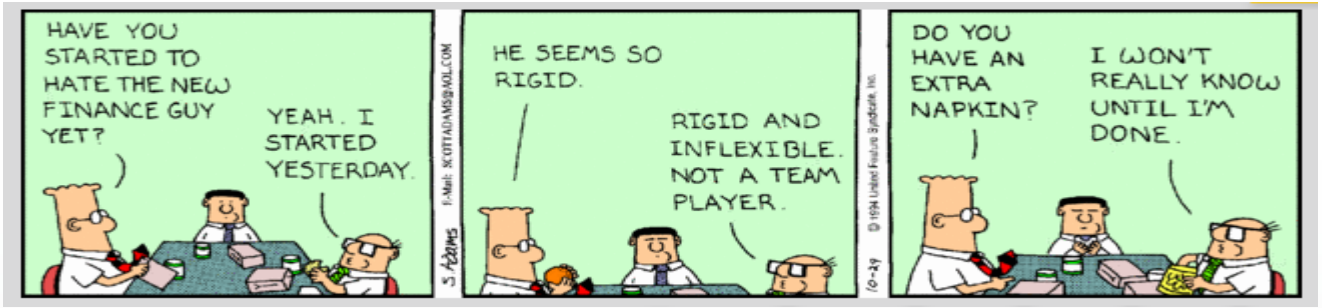
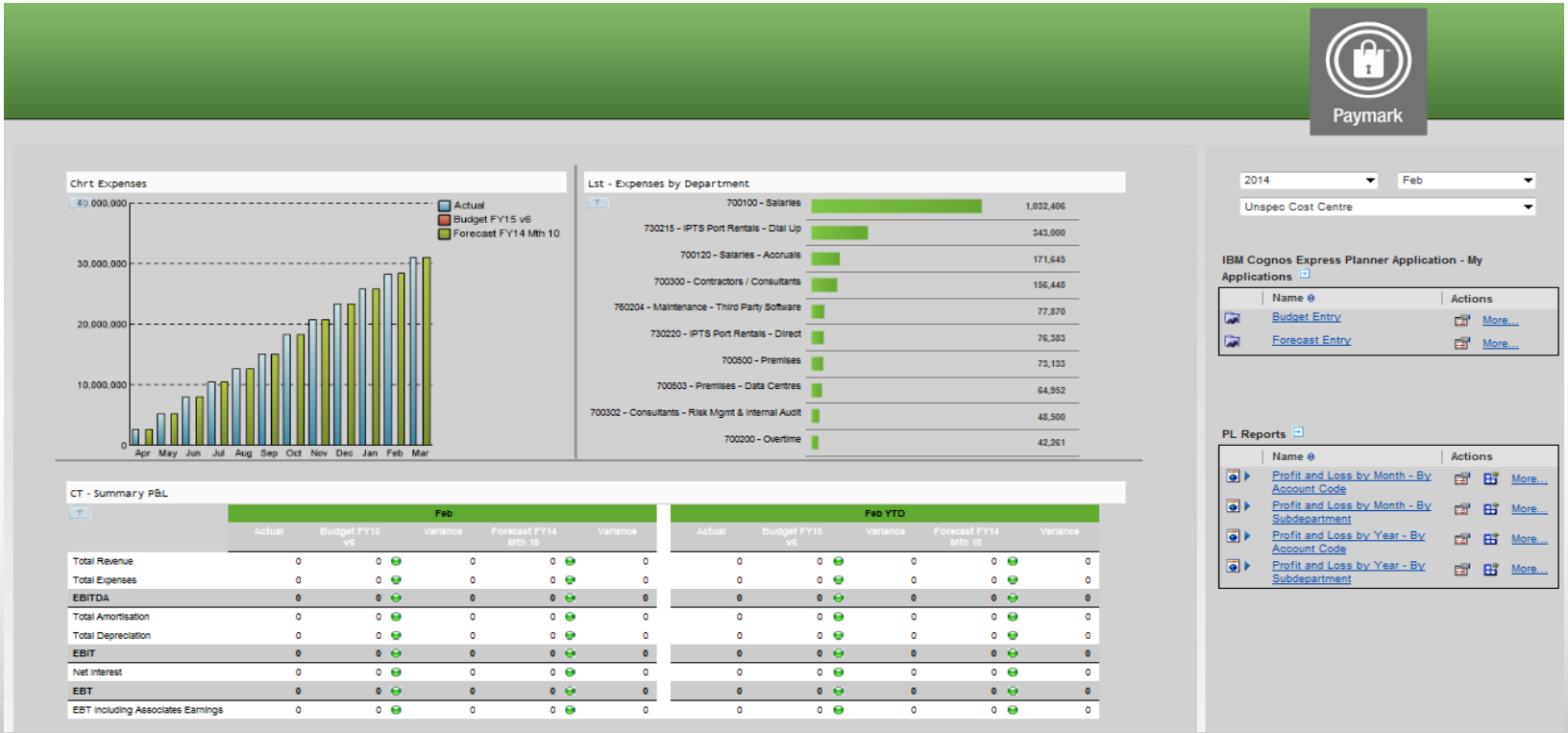
Valued Business Partner

Build the Best Team



Cognos – Web Based Reporting



Cognos – Web Based Planning

Version	Working Budget
Financial Year	2015
BudgetEntryMeasure	Amount
Cost Centre	10 - Corporate Services

BUDGET ENTRY

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Phasing driver
0 - Manual Entry
1 - Even Phasing
2 - Quarterly Phasing (1st Month)
3 - Quarterly Phasing (last Month)

Account	April 2014	May 2014	June 2014	July 2014	August 2014	September 2014	October 2014	November 2014	December 2014	January 2015	February 2015	March 2015	All months
	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget
100-610100-1200 - Depreciation - EDP Equipment	342	342	342	342	342	342	342	342	342	342	342	342	4,104
100-610100-1400 - Depreciation - EDP Equipment	0	0	0	0	0	0	0	0	0	0	0	0	0
100-610100-1600 - Depreciation - EDP Equipment	229	229	229	5,785	5,785	5,785	5,785	5,785	19,118	19,118	19,118	19,118	106,084
100-610100-1800 - Depreciation - EDP Equipment	1,908	1,908	1,908	6,769	6,769	6,769	6,769	6,769	6,769	6,769	6,769	6,769	66,645
100-610100-2600 - Depreciation - EDP Equipment	3,572	3,572	3,572	3,572	3,572	3,572	3,572	3,572	3,572	3,572	3,572	3,572	42,864
100-610100-2800 - Depreciation - EDP Equipment	48,356	48,356	62,728	62,728	183,880	183,880	183,880	183,880	183,880	183,880	183,880	183,880	1,693,208
100-610100-3000 - Depreciation - EDP Equipment	0	0	0	0	0	0	0	0	0	0	0	0	0
100-610100-9000 - Depreciation - EDP Equipment	88,599	91,146	93,692	96,238	98,784	101,331	119,155	121,701	124,247	126,794	129,340	131,886	1,322,913
100-610100-9020 - Depreciation - EDP Equipment	4,147	4,147	4,147	4,147	4,147	4,147	4,147	4,147	4,147	4,147	4,147	4,147	49,764
100-610100-9030 - Depreciation - EDP Equipment	0	0	0	0	0	0	0	0	0	0	0	0	0
100-610100-9040 - Depreciation - EDP Equipment	0	0	0	0	0	0	0	0	0	0	0	0	0
100-610100-9060 - Depreciation - EDP Equipment	3,964	3,964	3,964	3,964	3,964	3,964	3,964	3,964	3,964	3,964	3,964	3,964	47,568
100-610101-9000 - Depreciation - Furniture & Fitti	0	0	0	0	0	0	0	0	0	0	0	0	0
100-610101-9020 - Depreciation - Furniture & Fitti	4,202	4,202	4,202	4,202	4,202	4,202	4,202	4,202	4,202	4,202	4,202	4,202	50,424
100-610102-9000 - Depreciation - Office Equipment	16	16	16	14	16	16	16	16	16	16	16	16	190
100-610102-9020 - Depreciation - Office Equipment	0	0	0	0	0	0	0	0	0	0	0	0	0
100-610103-9020 - Depreciation - Leasehold Altera	16,597	16,597	16,597	16,597	16,597	16,597	16,597	16,597	16,597	16,597	16,597	16,597	199,164
100-610104-1900 - Depreciation - Software	0	0	0	0	0	0	0	0	0	0	0	0	0
100-610104-9000 - Depreciation - Software	43,707	43,707	43,707	43,707	43,707	43,707	43,707	43,707	43,707	43,707	43,707	43,707	524,484

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Cognos – Product PL

Year:	2015
Month:	Jul
Version:	Actual
Rounding:	$1 Rounding

Reprompt

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Product Profit and Loss - Summary

	All Products	POS	Terminal Provisioning	M Com	E Com	Data	ATM	Customised Solutions	Others	Customer Care	Switching	Product Innovation	PCMS
	All Products	1000	1200	1400	1600	1700	1800	1900	2400	2500	2800	3000	4000
Total POS Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Terminal Provisioning Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total M-Commerce Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total ATM Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total E-Commerce Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Customised Solutions Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Data Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Helpdesk Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total PCMS Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Misc Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Product Innovation Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Internal Switching services Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Internal Helpdesk Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses (Excl Depn and Interest)	0	0	0	0	0	0	0	0	0	0	0	0	0
EBITDA	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Amortisation	0	0	0	0	0	0	0	0	0	0	0	0	0
EBIT	0	0	0	0	0	0	0	0	0	0	0	0	0
999991 - Allocations - Switching Services	0	0	0	0	0	0	0	0	0	0	0	0	0
999997 - Allocations - Helpd desk	0	0	0	0	0	0	0	0	0	0	0	0	0
999992 - Allocations - Staff Support	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Indirect Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Contribution (EBIT less indirect expenses)	0	0	0	0	0	0	0	0	0	0	0	0	0
999990 - Allocations - Corporate Services	0	0	0	0	0	0	0	0	0	0	0	0	0
999993 - Allocations - Customer Management	0	0	0	0	0	0	0	0	0	0	0	0	0
999996 - Allocations - Project & Security	0	0	0	0	0	0	0	0	0	0	0	0	0
999995 - Allocations - Product Management	0	0	0	0	0	0	0	0	0	0	0	0	0
999994 - Allocations - Sales & Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0
999910 - Allocations - Innovation	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Allocations	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Surplus before Tax	0	0	0	0	0	0	0	0	0	0	0	0	0

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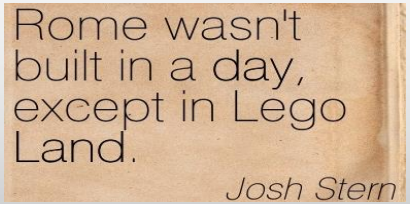
Learnings

Invest time upfront to ensure everyone is on the same bus

Utilise expert external partners

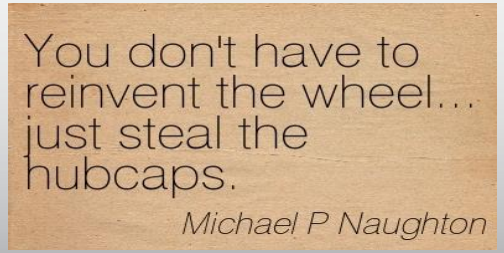


Manage expectations

Learning's

Engage the business early to ensure you understand their requirements

Don’t work in isolation – involve the business in design and testing



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