

| Question | Answer from speakers |
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| <p>Have you seen any B2B cross-border use case that can replace the current SWIFT solution?</p> | <p>We are already seeing cases where banks are bridging domestic RTPs to “informally” provide real time x-border transfers. As soon as we (the industry) figure out cross-border RTP (mostly around regulations) any transfers under the global limit will likely shift to the this more certain and cheaper transfer method.</p> |
| <p>It’s true that TCH works pretty well and enable many use cases in RTP for the larger banks, but in US as in LATAM there’s a big challenge because the small banks and the credit unions don’t have enabled ISO 20022 so what is your vision regarding this? From my perspective these banks don’t have the money and the resources to implement it. Have you seen a ISO 8583 to ISO 20022 translator or a Gateway?</p> | <p>The issue isn’t so much technical as legal. Until there is a better understanding of the implications for OFAC compliance, the TCH RTP network will not permit cross-border transactions. There is clearly demand.</p> <p>ISO 8583 to ISO 20022 translation should not be a barrier. Many of the gateways used to connect to networks handle this already. This is done on the origination/receipt side, not within the networks.</p> |
| <p>What’s the min amount per transaction ?</p> | <p>Transactions as small as \$.01 are eligible. However if the question is about minimal charges, although each bank will propose different tariffs the common model globally is to charge nothing (UK) or less than \$0.50 (e.g. 1 or 2 SKK in Sweden) for retail and around \$1-5 for corporate.</p> |
| <p>What do we anticipate to be the growth rates of payments as a results of Real Time Payments (as customers move away from Checks and Other Payment types)?</p> | <p>In other geographies we had seen CAGR of 30% a month for the 1st year, 30 CAGR per year for the 2 & 3rd year, levelling off at 8-10% /year for the next 5.</p> |
| <p>How can corporates get signed up for payment?</p> | <p>Working through their bank or processor.</p> |

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| <p>What is the current check percentage of the total payments today?</p> | <p>https://www.federalreserve.gov/newsevents/pressreleases/files/2016-payments-study-recent-developments-20170630.pdf</p> <p>Since 2000, consumers and businesses have substantially changed their payment choices, with check payments primarily being replaced with card payments and electronic transfers via the automated clearinghouse (ACH) system. In 2015, checks written accounted for 13.4 percent of noncash payments and 15.4 percent of their value, compared with 57.8 percent of noncash payments and 66.7 percent of their value in 2000.</p> <p>In 2015, households wrote 7.1 checks per month, on average, 36.9 percent of the 19.3 checks they wrote per month in 2000. During the same period, total noncash payments per household expanded. In 2015, households made 78.6 noncash payments per month, on average, about 94.7 percent more than the 40.3 noncash payments they made per month in 2000.</p> |
| <p>With the technology available to Payments companies, flexible industry direction and corporate usage changing so rapidly, what do you see as the main challenges for those institutions who have built in-house payment engines?</p> | <p>For custom built system the biggest risk is supportability – as people who have built them are rapidly retiring. In the very few cases where banks had developed in-house technology recently, the strategic decision is how to architect the overall ecosystem to be able to develop competitive advantage in house and deploy commodity components (for speed to market and better TCO), while maintaining good TCO and agility for the integrated whole.</p> |
| <p>Steve, can you speak to the convergence of the TCH - Early Warning/Zelle platforms? Are talks underway with Fiserv and Early Warning? Also, how about the bill pay networks?</p> | <p>TCH and EWS have been working to support RTP clearing and settlement of Zelle transactions. We expect to provide more definitive information soon. We are also working with all of the major bill pay networks and service providers.</p> |