

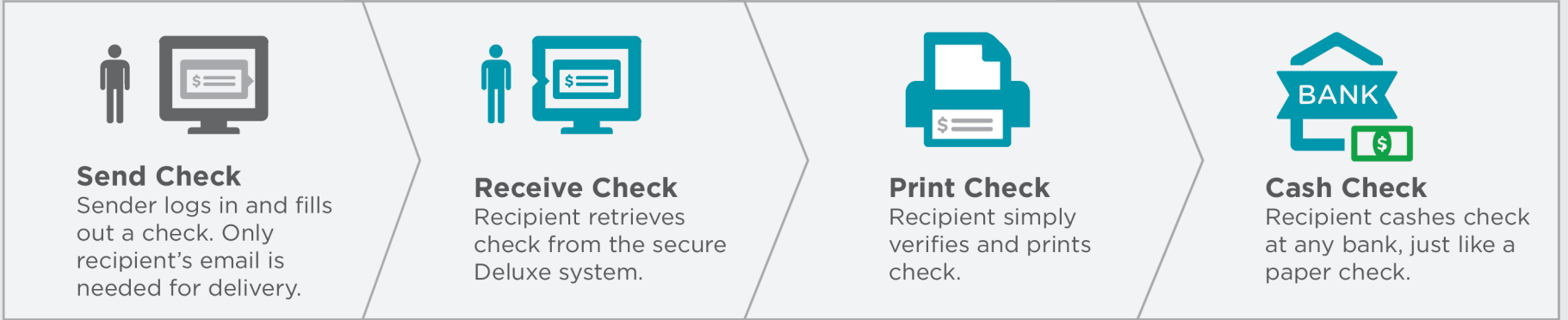
# ECHECKS

## DEFINITION



- A regular check that is created online or within common accounting software and delivered via a secure link within an email
- Looks and cashes just like a regular check because it is just a regular check
- Allows for immediate delivery of payment

## HOW THEY WORK



## USAGE

**\$1 BILLION+**

WERE TRANSACTED VIA ECHECKS IN 2015 (ON TRACK FOR \$3B IN 2016)

**400,000+**

UNIQUE RECIPIENTS HAVE RECEIVED ONE OR MORE ECHECKS

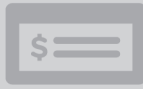
**\$29.5 MILLION**

LARGEST SINGLE TRANSACTION TO DATE

CUSTOMERS REPORT ECHECKS ARE NOW BEING ACCEPTED AT BANKS **99.9%** OF THE TIME

Deluxe can help if an eCheck is rejected at a bank. **Over 60%** of rejections are resolved when Deluxe calls the bank on behalf of the customer.

## BENEFITS

eChecks Meet all Business Requirements	
BUSINESS REQUIREMENTS FOR A PAYMENT METHOD	eChecks 
Does not require fundamental change in current AP processes.	✓
Payment method must be broadly accepted.	✓
Payment immediacy.	✓
Robust remittance data can be attached and sent with payment.	✓
No Recipient signup/membership required.	✓
No additional Recipient fees.	✓
Recipient does not have to provide sensitive banking data.	✓
Simple implementation.	✓
Secure - considered table stakes.	✓
Endorsed by trusted name(s).	✓

### Top Appeal



Speedier Payments

### Customers find eChecks give them more control



"eChecks work well as a payment method."



"eChecks are convenient."



"eChecks enable fast (same day) payments"

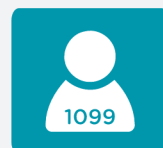


"eChecks are efficient and save me money."

### Four common uses for eChecks



Vendor requires quick payment



Contract Employees/Consultants



Payroll



Suppliers who are not local

Source: Deluxe Research