



FTNI

Payment Processing. Accelerated.

SUCCESS STORY REMOTE DEPOSIT CAPTURE SOLUTIONS

Javlin Capital Realizes 60% Reduction in Days-to-Deposit with SaaS Remote Deposit Capture Solutions from FTNI

Multi-faceted specialty finance firm teams with Financial Transmission Network, Inc. (FTNI) to streamline payment processing operations.

Facing Strong Growth & Preparing for Further Success

Serving businesses looking for capital partnerships — operating from eight locations across the U.S. — Javlin Capital has deployed approximately \$350 million since 2011.

Facing strong growth and an expanding scope of partnerships and operating locations, Javlin sought an integrated receivables processing solution to address inefficient and expensive check-based remittance operations, and position Javlin for its imminent expansion.

"I see our growth coming from any industry we serve. It's not a sole vertical, but across all verticals. We always look into businesses that align to our investment philosophy and are the type of asset we want to underwrite and for which we want to find an acquirer. We are open to any opportunity that fits our criteria," said Curt Becker, Managing Director, Javlin Capital.

Over the past 18 months, Javlin has been working to identify investment opportunities and organizations desiring to partner as a capital provider.

"Leveraging Financial Transmission Network, Inc. (FTNI) and the ETran receivables hub as a value-add when seeking growth opportunities has been valuable. The remote deposit capture module allows us to show some of the efficiencies to be gained working with Javlin," commented Becker. "It's definitely expertise — operational expertise — that we bring to the table when we make deals. Tools like ETran are examples of efficiencies we can deploy that help us make good on our partnerships."

The ETran Receivables Hub

ETran's enhanced Remote Deposit Capture (RDC) module allows Javlin to realize significant savings without any changes to existing bank relationships or back office accounting software. Unlike traditional, disparate, standalone payment processing solutions, ETran's easy-to-deploy, modular design seamlessly accepts any payment type (checks, ACH, credit

and debit cards, cash) from any payment channel (mailed-in, called-in, in-person, mobile, online) within a single interface — providing consolidated settlement, posting, reporting and reconciliation.

"Why was ETran compelling? Well, we wanted additional oversight of the accounts receivables processes, along with tighter controls . . . to speed up the time from receipt of checks to depositing the funds," said Becker. "Ultimately the acceleration of days-to-deposit was the driving factor, and FTNI's ETran provided the solution."

Having numerous office locations receiving and scanning check remittance information for distribution across multiple depository accounts, the implementation of a centralized receivables platform was key to preparing Javlin for future growth. The ETran receivables hub helps businesses implement more innovative, efficient and time saving receivables processes. In Javlin's case, the firm now easily directs funds electronically every day and tracks various settlement accounts with enhanced reconciliation.

Software-as-a-Service

Before FTNI, software-as-a-service (SaaS) wasn't really being used at Javlin other than a few bank products.

"The reporting and reconciliation processes from these bank relationships were not optimal. We wanted a solution and ETran popped out as the AR solution we needed. ETran, being bank agnostic, is a big bonus," commented Becker. "With the recent implementation of an additional bank and probable business and bank changes over time, it's advantageous. Being able to add or move banks without interrupting operations is very convenient."





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Why FTNI

"In making our final decision, the varied benefits FTNI brought to bear were impressive. ETran is solution oriented and extremely agile, plus FTNI's service is outstanding — its partnership philosophy and the ease of doing business," explained Becker. "It's about the people as much as what the software can do. Finding the people willing to treat you like their #1 customer each and every time you need support."

As part of FTNI's ETran integrated receivables hub, the ETran RDC module delivers the ability to scan checks and remittance advices while seamlessly associating and storing all account and payment information in a PCI-compliant, secure, central location.

"Additionally, challenges with prior technology made it difficult to retrieve historical data. To get that information with ETran, it's all out there to access at a moment's notice. Archiving, data retrieval and reporting with ETran is a convenient feature," commented Becker.

The Proof is in the Pudding

Facing an expanded scope of partnerships and operating locations, Javlin's choice of FTNI and ETran has already shown success — a realized 60% reduction in days-to-deposit with SaaS remote deposit capture.

"ETran provided four specific benefits. First, it accelerated cash flow substantially. Second, ETran streamlined operations across the board, removing complexity from the process. Third, it enabled us to automate the reconciliation process. And lastly, we have stronger controls and enhanced oversight with our partners," commented Becker.

“It's about the people as much as what the software can do. Finding the people willing to treat you like their #1 customer.”

"Javlin's use of ETran's RDC module significantly reduced its days-to-deposit by streamlining legacy receivables processes and technology, and ultimately delivered enhanced oversight, flexibility and control over its processes going forward," said Kurt Matis, president and CEO, FTNI. "As a result of this successful implementation, we've also recently rolled out ETran with several of Javlin's partner firms. We're proud Javlin chose FTNI as a key partner to provide them with a single receivables processing platform and look forward to working with Javlin through its future growth and successes."

REALIZED BENEFITS

- 60% reduction in days-to-deposit with SaaS remote deposit capture
- Reduced admin time spent on check and remittance processing
- Enhanced RDC functionality streamlined check processing at multiple locations on a single platform
- Increased corporate oversight of all payment transactions from locally owned properties
- MICR line matching of check information automatically associates bank and account information with residents' accounts — greatly streamlining legacy manual data entry
- Straight through processing allows for acceptance, processing, posting and reconciling of all check remittances via a single SaaS platform
- Posting files automatically update back-office accounting system in a single pass based on unique business rules

About Javlin Capital

Omaha, Nebraska-based Javlin Capital LLC uses operating and valuation expertise to invest in nuanced financial assets. Javlin targets investment opportunities in healthcare, real estate, consumer, and litigation finance assets. Since mid-2011, Javlin has deployed approximately \$350 million in trade sizes ranging from \$100,000 to \$20,000,000. The firm now employs more than 55 professionals working from eight office locations across the U.S. For more information, visit javlincapital.com.

About FTNI

Financial Transmission Network, Inc. (FTNI) accelerates the way businesses accept, process, post and manage payments. Processing millions of transactions monthly, FTNI's integrated receivables hub, ETran, accepts any payment method, via any payment channel — on a single, secure, cloud-based platform. ETran's easy-to-deploy, modular design seamlessly integrates current business processes, bank and processor relationships, and back-office accounting software to deliver increased efficiencies and cost savings as a result of true straight through processing. Founded in 2007, FTNI serves more than 16,000 corporate users from leading organizations such as the American Red Cross, DirectBuy, Five Star Senior Living, Golden Living, Mutual of Omaha, Penn Mutual, Physicians Mutual Insurance, Proxibid, RealPage, Shamrock Foods, The McClatchy Company and many more. For more information, visit fni.com.

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