

# Galileo Securities Solution

Consumers make trillions of financial transactions each year through the U.S. banking system, largely drawing on money in their checking and savings accounts, which earn them little or no interest and contribute nothing to their wealth accumulation.

Why do consumers stand for this no-win status quo? Two reasons: (1) They want sufficient liquid assets on hand to cover their day-to-day spending and emergencies, and (2) They don't know how to make their money work harder for them.

But, what if consumers had another option? One that combines investment returns with complete liquidity and bank-like features. All in one product and from one provider—you!

## Introducing the Galileo Securities Solution

If you're an asset manager, registered investment advisor, broker-dealer, wealth manager or robo-advisor, the Galileo Securities Solution enables you to create an entirely new type of financial product that can become your customers' primary financial product for everyday transacting.

## More than \$9.5 Trillion Ripe for Investment

In the U.S., consumers collectively keep \$656.8 billion<sup>1</sup>, on average, as underperforming assets in low or no-interest checking accounts—mostly to ensure they have liquid funds to meet their everyday needs. In addition, they keep \$8.9 trillion<sup>2</sup> in liquid savings—again earning a low rate of interest.

But, you can transform those underperforming assets into an extraordinary opportunity for your firm and your customers.

With the Galileo Securities Solution, you can open the world of investing to new consumer segments, expanding the assets you manage and making it easy for consumers to invest and transact through an integrated product with bank-like features and conveniences.

1 Moebs Services, "Consumer Checking—Reflects the Time," June 23, 2015, <http://www.moebs.com/Portals/0/pdf/Articles/150623%20MS%20PR%20Avg%20Ckg%20Balance%20v1.8%20Final.pdf>

2 Statista, "Value of savings deposits at all depository institutions in the United States from 1980 to 2016 (in trillion U.S. dollars)," <https://www.statista.com/statistics/246246/total-savings-deposits-at-all-depository-institutions-in-the-united-states/>

## Galileo Securities Solution

The Galileo Securities Solution offers compelling value propositions for you and your customers. For you, it's an extraordinary opportunity to win new customers (making investing achievable for almost everyone) and to attract incremental assets under management (especially from those dissatisfied with no-or-low returns on funds ringfenced for everyday needs). And for your customers, it offers the potential to significantly increase the return on their liquid assets while enjoying bank-like conveniences, including instant access to their money, a Visa- or Mastercard-branded debit card, mobile app, mobile check deposit, bill pay and person-to-person payments.

Plus, 100 percent of your customers' money is invested until the moment they need it to pay their rent or mortgage, for example, or to transfer money to a child away at school or even buy a cup of coffee.

Good for your customers. And, good for you.

### **Merging the Worlds of Securities and Investment with Banking and Payments**

The Galileo Securities Solution isn't just another spin on a debit card that provides access to invested funds.

It merges the disparate worlds of securities and investments with banking and payments to enable a full-fledged, bank-like structure that draws on securities as the source of liquid assets—so your product becomes your customers' primary way to transact.

This means you can compete effectively for the more than \$9.5 trillion consumers set aside in cash for daily expenses and emergencies—offering them immediate access to their invested funds, while keeping their money working for them in suitable investments that align with their preferences for risk and return.

### **How It Works**

The Galileo Securities Solution provides the comprehensive technology and support to achieve your business goals by creating transformational consumer experiences.

It starts with our Galileo Securities Solution API<sup>1</sup>—which enables you to easily innovate and iterate in our robust sandbox. And, it continues with our industry-leading capabilities, including:

- Payment card back-office functionality, including settlement, reconciliation, customer service, card ordering and management, and dispute and chargeback handling

<sup>1</sup> The Galileo Securities API joins Galileo's suite of advanced APIs—including the Galileo Program Master API, Galileo Real-Time Alerts API and Galileo Authorization Controller API—enabling you to achieve your business goals by creating transformational consumer experiences.

## Galileo Securities Solution

- Fraud monitoring, detection and prevention
- Advanced analytics that enable you to turn your data into actionable business intelligence

The Galileo Security Solution even simplifies the process of determining the suitability of investments for your customers. As part of the onboarding process, consumers tap or click on-screen responses relating to their personal situations—including their investment knowledge and sophistication, goals and risk tolerance—and receive custom recommendations for the best matches among the investment options you offer.

### **Accessible Investing for Everyone: Convenience, Simplicity and Yield**

Financial products you create using the Galileo Securities Solution expand the opportunity of investing to consumer segments that previously sat on the sidelines because they didn't know how to get started or thought investing for better returns was too complex or intimidating.

Consumers can, for example, direct deposit their payroll right into the fixed income, growth or other types of funds you choose to offer as part of the financial products you create, and they continue earning on their invested funds until they need to draw on their money.

## Galileo Securities Solution API Functionality

- Onboarding individual customers
- Querying for investment suitability
- Tracking customers' positions in securities in real time, including end-of-day and intraday trading, and fixed and floating NAV
- Providing notifications when trades are necessary to meet consumer purchases
- Tracking confirmations, dividends and interest
- Handling statement management and reporting
- Providing identity collection and verification

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It's not only a great introduction for new investors (and as easy as opening a bank checking account), it's a great solution for your current savvy customers who want to make sure every dollar is generating yield—even the dollars they need liquid for everyday spending.

### **End Underperforming Consumer Assets**

With the Galileo Securities Solution, you're the change agent that ends underperforming consumer assets and empowers new consumer segments to invest.

And, when you choose the Galileo as your payments solution partner, you're beginning a relationship with North America's most innovative payments company. Every Galileo client benefits from our deep commitment to technology and using computer and data science to improve the experience and results for them and their customers. Our passion is empowering our clients to do more.

Together, we can transform the consumer financial experience.

### **Who We Are**

Founded in 2000, Galileo is one of North America's largest and most innovative payments processors and program managers, supporting 87+ million accounts. Galileo continues its commitment to transform the financial experience with the launch of the Galileo Securities Solution, uniquely integrating banking and payments with investing and securities. The API-based Galileo Securities Solution offers investment organizations the power to create custom investment-based products with true bank-grade payments functionality to attract customers and drive incremental asset acquisition. This first-of-its-kind solution is supported by Galileo's nearly two decades of unmatched industry leadership in fraud detection, security, AI, regulatory compliance support and advanced analytics. Learn more at <https://galileoprocessing.com/galileo-securities>.

*We're fintechs' tech.*