Development Committee – 8/27/18

1. **New Committee Member:**

   Grace Swanson grew up in Marietta, Georgia and graduated from the University of Georgia. She earned a Master of Social Work from New York University. She is a former Director of Development and Program for The East Harlem School, a small private middle school for low income children in East Harlem, New York. At The East Harlem School, Grace was responsible for raising an annual budget of $2.3M in addition to completing a $15M capital campaign to build a new school building. Through foundation and corporate grants, events and individual donations, Grace and her team exceeded the annual goal every year.   Upon moving back to Atlanta, Grace was the Director of Development for Girls Inc. of Greater Atlanta where she was responsible for raising an annual budget of just over$1M.

   Grace then moved to the corporate sector to work for the International Division of Wendy's where she supported marketing efforts for 26 countries. Most recently, Grace was a Manager of International Operations for Popeyes Louisiana Kitchen and served on the Development Committee for the Popeyes Family and Friends Foundation.
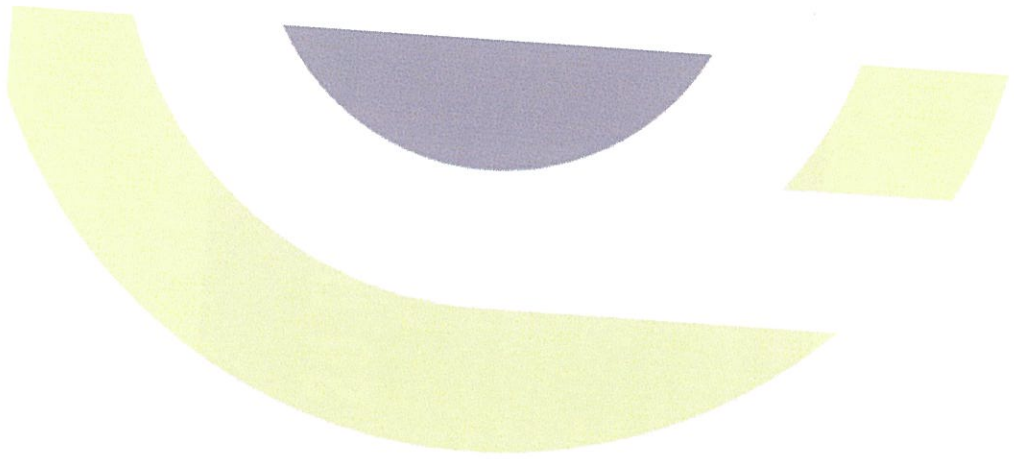
   Grace currently lives in Brookhaven and stays home with her three children ages 3 ½, 1 ½, and 1 week.

2. **Grants Committee -** (led by Jason Goldstein and Meghann Adams):
   - Completed Grant Language Template
     o Goal: to make grant application process more scalable and to create consistent messaging across applications
   - Will begin to apply for grants in September

3. **Datamotio:**
   - Met with CEO and head of Business Development
   - Datamotio provides accounts payable solutions and credit card processing automation:
     o Create new revenue stream for the school due to accounts payable and credit card processing savings (cash back rewards from virtual card spend and potentially eliminates cost of processing paper checks)
     o Datamotio donates 10% of their revenue from Globe Academy back to the school.
     o Datamotio donates 10% of their revenue from companies we refer back to the Globe Academy.
     o Datamotio sample client list: Stanford University, Northwestern University, Cleveland Clinic

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Secure Payment Solutions

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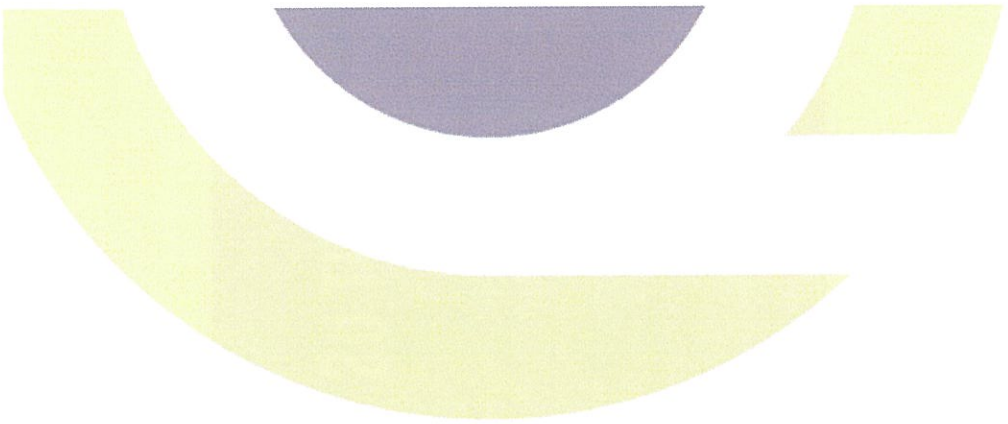   - Will begin to apply for grants in September

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Secure Payment Solutions

CHARGE 4 CHANGE

SUSTAINABLE REVENUE THRU FEWER DONATIONS

Left column (dark box):

- Create a long term sustainable revenue stream
- A donors' business can use datamotio for credit card processing and Corporate Purchase Card programs
- Monthly revenue to your Non-Profit
- Datamotio provides 10% of the revenue derived from these services to your Non-Profit

Right column:

- ✖ No longer have to continually ask your donors for as much money
- ✖ No increase in cost to donor's business and perhaps a savings or increase in revenue
- ✖ No longer need to have awkward conversations with your donors about fundraising
- ✖ Increase your annual income by encouraging donor's companies to use these services thru datamotio versus providing cash donations

CARDCONNECT BEATS THE COMPETITION

> CardConnect beats competitors on PRICE and SECURITY

> CardPointe can be implemented on any desktop, tablet, or mobile device in minutes

> CardConnect provides patented and validated P2PE

> CardConnect's software integrates seamlessly nearly all existing software systems using Bolt's RESTful API

✖ Competitors race to the bottom on price without providing security

✖ Competitors often require special hardware or downloadable software that can be hard to implement

✖ Competitors may claim to have P2PE, but it is likely not patented and/or not validated by the PCI Council

✖ Competitors require their own hardware for the software or gateway to work

cardconnect.
PCI | PAYMENTS | P2PE

ACCOUNTS PAYABLE REVENUE PROGRAM

Turn your accounts payable into a revenue generator just by paying your bills.

Execute all payments at one time

Make virtual card, check, ACH and wire payments in a single payment run from your ERP – no need to for separate payment files for each payment type.

Manage All Payments Using Your ERP

Connect data from multiple systems, business units and locations to manage payments in one place with seamless approval workflows and comprehensive reporting.

Minimize Time Managing Payments

Making all payments in a single run eliminates the need for batch processing, cash requirements approvals and payment execution for each payment mode.

Reduce Account Payable Costs

Using CSI's Paysystems to push as many transactions to virtual credit card or ACH for non-card acceptors means even fewer checks, less fraud risk and less printing and postage.

DATAMOTIO CASE STUDY

ACCOUNTS PAYABLE REVENUE PROGRAM

Case Study: 5-Star Hotel

CSI Paysystems integrated with 5-star hotel's ERP system to facilitate reconciliation and reporting.

Full implementation completed within 4 weeks.

Vendor enrollment campaign yields over 40% enrollment in the first 3 months.

- **$424,460**
  Estimated annual savings from eliminated paper checks ($10/check)

- **$1,026,135**
  Annual revenue through rebate

- **$1,450,595**
  Total savings

HOW DATAMOTIO'S DONATION MODEL WORKS

We help organizations that help others create consistent revenue streams with little impact to donors.

Present value prop to organization

All we need to do an impact analysis is 3 months of credit card processing statements and/or the organization's vendor file. **Datamotio will present the value proposition to the organization within 5 - 7 days, and it can make a business decision to use Datamotio.** Implementation can happen within days, especially with credit card processing. AP solutions take 2-4 weeks.

Several donation options

Corporate donor partners can choose to donate in any one or more of the following ways: **(1)** corporate partner could donate a portion of its AP revenue and/or credit card processing savings to the organization; and **(2)** Datamotio will donate 10% of its monthly revenue from each client referred by the non-profit for the lifetime of that client.
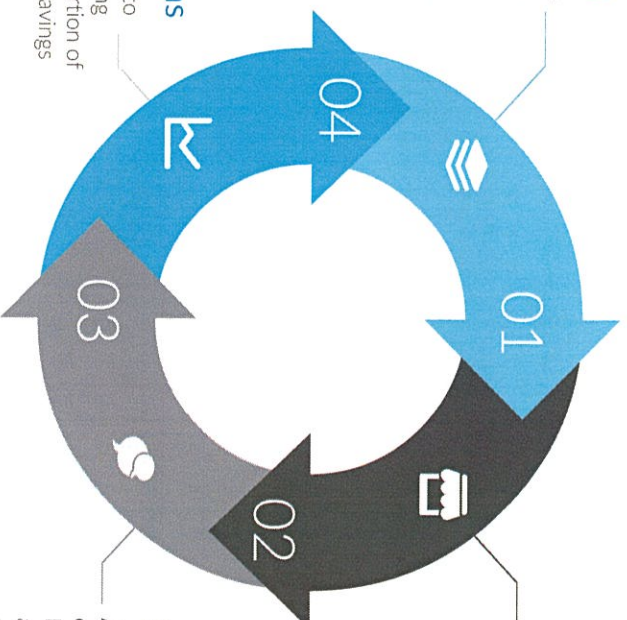
Organization hires Datamotio

The organization becomes a Datamotio client. **Datamotio delivers best-in-class credit card processing solutions and accounts payable solutions to the organization.** Our solutions not only provide opportunity for corporate partners to donate, but they also streamline operations and provide risk transfer in the age of the data breach. The organization names Datamotio as an official charity partner.

Educate corporate donors

As a client, the organization can credibly speak to corporate donors regarding Datamotio services. Explain to the corporate donor that it already pays approximately 2-3% to process credit card transactions, and a portion of that 2-3% spend could go to your organization to help those in need. Similarly, the corporate donor can turn paying its bills into a revenue stream to help those in need by using Datamotio's virtual credit card and other payment card solutions.

01

02

03

04

OUR SOLUTIONS ARE TRUSTED BY

Cleveland Clinic

PPG

GE

Adobe

J&J

Barnes & Noble

Northwestern University

Hoover

The New York Times

Social Security Administration USA

Mount Sinai