About Verestro

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Who we are

Verestro Fintech-as-a-Service platform enables launching various innovative digital, fintech functionalities through integration with one service platform. You can use our APIs, SDKs or white label applications to launch new payment products and solutions for individual or business customers. We cooperate with:

- Banks willing to launch Apple Pay, Google Pay, Issuer Wallets, sophisticated card issuing, expense management or loyalty platforms.
- Fintech start-ups and fintech unicorns willing to go live with innovative digital card products or willing to quickły launch new products for their customers.
- Merchants and eCommerce marketplaces interested in launching new fintech solutions for their users or just accept cards in internet in effective way. We provide multi acquiring card on file solutions as well for them.
- Cities and transport operators interested in smart city and ticketing platforms.
- Payment schemes, PSPs etc.

Our platforms consists of multiple components responsible for various functions like user registration, administration, tokenization, money transfer and many others. Each component is built of several micro-services - small or bigger backend and frontend applications that provide particular sub-functionality. Our frontend components are usually built in native Android or iOS or web view widgets. They are always customizable.

You can integrate with Verestro platform through:

- APIs that enable you to integrate server-2-server,
- native SDKs and web widgets that enable you to quickly install new functionalities in your mobile application,
- white label application that can be easily customized and can contain your functionalities, specific for your business.

Learn more about our products and key components. Ask questions if you need any support from us.
We are lookng forward to working with you.

Best regards,

Krzysztof Drzyzga
CEO and co-founder

Why to use Verestro?

In this article I would like to explain why it is beneficial to leverage the **Verestro** **Fintech-as-a-Service Platform**.

Keeping pace in the fintech landscape

Let's start with a description of the problem. Today's financial and **payment technology** world is a complicated monster. There are new technologies appearing and disappearing every year or even every month. You must invest into new APIs, new interfaces, new frameworks, new security and regulatory requirements. And on the other hand, you have growing costs of **IT development**. Maybe, during the last years the growth of salaries slowed down a bit but in general one of the biggest costs in your P&L is IT expenditures.

Innovation as a challenge

Let's imagine that you would like to be on top of many **innovations in financial technologies**.

You would like to invest into **QR payments**, eCom, contactless etc. And you would like to do it of course in high quality. It means that for each of these functionalities you would need a few people to develop and later maintain and host these solutions. A few people means usually 50-100k USD monthly **costs** for 6-12 months or actually forever. Really forever, because technologies are changing, new frameworks are required, updates are needed.

We think that actually it does not make sense that everybody does it on their own. It would take a lot of time and a lot of money. It is much better and easier if we invest into these **technologies** and our customers will cover just part of the costs involved in **development and maintenance** of these platforms. Additionally, we give benefits of compliance with security, legal, regulatory requirements to simplify customers' lives. How does it work?

Verestro's solution: All-in-One Fintech-as-a-Service Platform

The philosophy is pretty simple. We work on our own, or with **Mastercard**, with **banks**, with **payment institutions** on new products. We are implementing them one-by-one on our **platform** and thanks to this you are getting a big set of **financial technologies in one place**. You do not need to manage multiple vendors, you do not need to learn new technologies. You are focused on users, usually you are focused on front-end, core functionalities and your costs are much lower. Our **standard fees** are lower than AWS or Azure costs of hosting only... but at this price we provide not only hosting but also applications, APIs, connections, regulatory compliance, PCI DSS, business solutions, admin panels, frontend if needed etc.

So, if you want to make use of investments done by multiple parties in the world, get in touch with us!

How does Verestro differ from standard software companies?

Verestro is a **fintech-as-a- service provider -** so we are not really interested in one-off projects - we are not a software house. We prefer to become your partner and help you thrive with our licensed technology, providing support and advice at every single step of your journey.

[Verestro](#) is a company **focused on developing, maintaining and growing multiple fintech products**. Let me give you some examples:

1. If you are big manufacturer and you are interested in software to manage your production site - do not call us, it is not our domain of work, we do not want to focus time of our developers on such a project.
2. If you are a global web provider and you are searching for new ways of building web services incl. Artificial Intelligence - do not call us, it is not what we are interested in.
3. If you are a global technology company and you are interested in ERP software - do not call us, we are not interested in developing it for you.
4. If you are a bank, and you are planning to launch a new credit scoring system - do not call us, we are not interested in it today (however, we are planning to work on credit processes as it is close to our fintech domain).

But if you are searching for various **financial or payment solutions**, especially if they require **multiple integrations**, are connected with all **accounts, card issuing, card acquiring, contactless and eCom payments** - call us. This is our domain where we are very strong. We can build very difficult use cases, we can connect card issuing with acquiring, we can play with technologies.

In other words we are focused on **fintech products**. We perform multiple certifications with **VISA or Mastercard** to be able to deliver these products globally in the most effective way. The best way to use our platform is actually to learn how our products work and try not to change too many things. We implement them in the best possible way, combining experience from various projects, geographies, and industries. If you use such products 'as-is', you will feel the most benefits as you will find out that implementing new payment innovations can be super quick (1-2 months) and very cost effective (10-20k EUR).

Test us, partner with us, play with fintech technology in a **cost-effective** way. Build a fintech innovation pipeline with us!

[Krzysztof Drzyzga](#)

What are the Advantages of the Verestro Fintech-as-a-Service Platform?

Each time we approach our customers, we are asked what **advantages** over the competitors our solution brings. In this article I would like to describe a couple of points which differentiate us among this pot of financial technologies vendors.

Advantages of the Verestro Fintech-as-a-Service Platform

1. Speed

200% faster than building everything in-house. Instead of building every fintech product yourself, You can use our platform and You will have all of those services much faster and at lower investment costs. Let's take **card issuing** for example. To start issuing cards You need to cover very costly and time consuming areas. You have to:

- ☐ build Your architecture and its individual components like data core center to manage cards, '
- ☐ have all kind of backends to tokenize the cards,
- ☐ create admin panels,
- ☐ integrate with Mastercard or Visa platforms,
- ☐ create the SDKs to integrate them with Your mobile interface,
- ☐ finally find or build Your own processing facility,
- ☐ and obtain a license of an official payment institution.

It may take from 1,5 to even 3 years and cost You a fortune counted in millions of euros! Choosing a Fintech-as-a-Service model is way more efficient as You simply do it all **in 3 months**.

2. Cost-Effectiveness

Our services **cost up to 50% less than those of the competition**! Often customers complain of high costs of fintech services. The cost of implementing our fintech services is one of the lowest in the industry, due to the maintained cost discipline, the location of the software house in the relatively cheapest country in the EU in terms of personnel costs, and the accumulated experience

of more than 65 completed implementation projects.

Thanks to the **subscription-based Fintech-as-a-Service sales model**, the cost of our services is also significantly cheaper than the cost of developing such services in-house. As in the above-mentioned example of card issuing, the cost of card issuing program may exceed 1-2 m euros where in fintech-as-a-service case You will be only charged for a setup fee not higher than 20 k euro and then You will need to pay a monthly fee for the maintenance dependent on the type of cards You issue 4-8 k euro per month. Isn't it a good deal?

3. Long-Term Financial Stability

We are profitable, no loans, not dependent on investor money. We have **Mastercard** as a shareholder. You get a partner with long term financial stability which is extremely rare in our industry. Before signing any agreement with any vendor of financial technologies please make sure You double checked their financial condition usually available in the investors tabs on their official websites. You don't want to wake up one day with Your customers cut off from their payment cards.

4. Flexibility

Direct contact and flexibility! At Verestro,You get in touch with **decision makers** and we are ready to listen to Your needs. As long as You are not violating financial, AML rules - we are happy to be flexible and update our rules to Your needs.

Even though we would prefer to sell our off-the-shelf **products** like card issuing, tokenization, money transfers or a business expense management system, we all know, sometimes, some customisations are simply unavoidable. We have wide experience in tailoring the products to our Partners' needs.

5. New Revenue Streams

Generate new revenue with our fintech products! Our clients value rapid implementation of fintech services because it allows them to start **generating revenue** or **reduce costs faster** from such services as payment card issuance and cross-border transfers, online payments.

Based on our **experience** and **optimized processes** and **API/SDK** ,it takes 4 times less effort to launch new products and start generating revenues on them. One of the good examples of the way You can quickly start earning on Your payment cards is a Fees module. Simply set up the fees on each issued card and start to earn from the first day of the project.

Contact

If You want to challenge some of the above-mentioned statements, feel free to book a call with one of our sales representatives at **sales@verestro.com**. We look forward to hearing from you!

Adam Mizołek

What is Verestro not doing?

Verestro is a Fintech-as-a-Service provider building a micro-service platform that enables our partners to launch multiple fintech innovations at very limited cost. Our core products are card issuing incl. global BIN sponsorship, tokenization through x-pays and other contactless payments, money transfer solutions, eCommerce payments, value added services incl. loyalty, virtual cards and expense management, white label apps and web front-end solutions.

In this article I would like to describe what Verestro does not do:

- Verestro is not a software outsourcing company focused on implementing IT projects **outside of the fintech scope** for particular customers. We do not do it and we do not want to do it.
- Verestro is not a software outsourcing company **within the fintech scope** if a particular development cannot be used as an additional benefit for the Verestro platform. We like technology projects that upgrade value of our multifunctional platform and deliver value for all our customers in the long run.

Let me give you more details on fintech products that we do not have live at the moment. But I can assure you that we will have them live soon:

- We do not have softPOS solutions enabling mobile phones becoming payment terminals. But we will be working on it.
- We do not have a full end-to-end mobile banking app. We have a white label app focused on fintech functionalities which - I think - can be treated as a mobile banking app, but we lack credit and investment related features. We can develop these functionalities for you if you are interested.
- On the acquiring side we do not have all local payment methods implemented. We are focused on global ways of payments like cards, Apple Pay, Google Pay. We will implement more local payment methods soon.
- Credit scoring - we do not have a credit scoring platform.

Our mission is: We are inspired by cutting-edge financial technologies and we make them affordable to everyone. If you are interested in going live with multiple payment innovations at an affordable price and extremely high speed, contact us!