

PSE Consulting Fact Sheet

PSE Consulting Background and EPCA

Payment Systems Europe (PSE) is a leading European payment business consulting organisation. The company was founded in 1991 by Peter Jones and operates from offices in London. PSE is a founder member of the European Payments Consulting Association (EPCA), an association of like consultancies which enables each member to conduct Pan European assignments.

PSE Consulting Clients

Our company has worked with and completed a range of commercial and technical assignments for many of Europe's leading financial institutions, retailers and payment systems operators. As a result we understand the problems and issues relating to the payments business in detail.

Specialisation Provides Cost Effective Advice

We are qualified to handle a wide range of payments assignments from the complex, to the simple, from the large to the small. Our skill and experience also means our consultants deliver cost effective advice that enables our clients to react quickly to the changing marketplace.

Payments Experience

Our staff are from a banking and marketing background and are able to offer an in-depth understanding and knowledge of debit and credit card systems, smart cards and electronic purses, mobile payments card schemes, ATM networks, international payment systems, cross border processing, merchant acquisition, paper and electronic clearing and settlement systems.

Focusing on the Customer Need

Our aim is to identify the solutions which will bring our clients market driven business benefits. In our evaluation process we focus on the needs of the customer and identify ways in which customer relationships can be improved and cemented. We draw on our extensive database of payments industry market research data as well as our own studies.

Methodology and Modelling

Our experience is contained within the customer proposition driven methodologies, payment systems frameworks, concepts and methods that we have developed in carrying out assignments for our clients. Use of these helps us deliver our consulting services in a timely and effective manner and enables our clients to benefit from their broad experience drawn from working with many institutions. We make substantial use of financial modelling techniques to enable us to quantify the benefits that new products and services bring to our clients, to ascertain the impact of alternative approaches and to develop business cases.

We are Committed to Excellence & Quality

Our staff are recruited with proven abilities in the financial sector backed up by over 25 years experience. All our assignments are reviewed by a Director or Principal Consultant to ensure that our deliverables meet our very high quality assurance standards. If we do not meet your quality expectations we don't expect you to pay.

Confidentiality and Trust

We build our relationships with our clients on the basis of confidentiality and trust. The company and each of our consultants are happy to enter into written agreement with our clients where they consider it appropriate.

Independence

Payment Systems Europe is totally independent and does not sell hardware, or software. As a result we are able to provide impartial advice, free of commissions or the influence of third parties, ensuring our clients benefit from the best advice available.



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