

Mobile

PAYMENTS CONSULTING



Mobile Payments Consulting

Director Profiles – 2010

Content



Mobile Payments Consulting (MPC) – Profile and Focus

Preface



- Mobile Payments Consulting (MPC) has over ten of experience in the global m-payments market. MPC has been at the forefront of mobile payments and has vast experience in both the developed and undeveloped market.
- The MPC team has worked on numerous project from researching a market entry point, developing RFP's, technically scoping the deployment architecture, building road map roll-out strategies and interim management of m-commerce companies.
- Amongst many insights, we have covered the global rise of Near Field Communications (NFC) and the increasing momentum behind mobile financial services in both the developed and developing world.
- We feel that this gives us a unique position in the market to stamp our authority. The team bring deep industry expertise backed by market insight and a strong m-payment operational heritage, with credentials which include bringing the Austrian interoperable m-payment platform, amongst others to market.
- Mobile Payments Consulting Services offers in-depth opportunity appraisal, strategic and operational advice and professional insight for any mobile financial services or m-payment challenges.

Preface



MPC is your address to realize innovations with **M**omentum

- Our focus is Go-to-Market Projects: Product Introductions, Market Roll-outs, Interim Management and International Research Projects.
- Our team creates momentum in roll-out through innovative marketing, comprehensive management competence and expert technology understanding.
- We can assemble a customer’s “Dream-Team” for working in an interdisciplinary, well functioning, professional, highly motivated and decisive team for implementation.
- We listen – we understand and speak the language of our customers

MPC - Innovations made successful!

Our Approach



We offer assistance with each stage of the business cycle, from setting strategic direction and executing effective business and process change management to ensuring ongoing corporate performance and business success.

We believe that our clients own the process of delivering change. Our role is to provide specialist advice and guidance to facilitate this change.

We only allocate consultants with the appropriate experience for the assignment. It might mean involving a number of specialists during the course of a project but only if and when required.

We always put cost effectiveness and client needs first. Each assignment is directed and controlled by a Partner or Director of Mobile Payments Consulting to ensure total quality control and hands-on management involvement.

We insist that our clients take ownership of both the issues and the solutions. As team players, our consultants work in close partnership with our clients, forming joint working groups and project teams to get the job done. We believe in a joint working approach to ensure effective transfer of knowledge to your staff. Our aim is never to leave a project half-finished and without proper handover.

We decline assignments where we feel there are others better qualified for the job – Client interests always come first.

We strive to foster internal acceptance of change and to generate a strong internal team spirit – a team that is willing and ready to embrace corporate change and to celebrate success.

Our clients



شركة النفط العمانية ش.م.ع.م.
Oman Oil Company S.A.O.C.



MPC Directors



Alexander Rolfe

- Alex is a Management Consultant who has worked on paybox and Sybase 365 projects for the last 4 years.
- Alex was VP Business Development at paybox from May 2007.
- Alex also acts as Managing Director of PaymentsCM LLP, publishers of, amongst others, Payments Cards and Mobile and Mobile Payments World.
- Alex set up the leading publication Mobile Payments World in 2001, acting as Managing Editor. Between 1999 and 2001.
- Alex holds a Money, Banking and Finance diploma from Newcastle University and a BA Archaeology from Manchester University.

Robert Abel

- Robert is a Management Consultant who has worked on paybox projects for the last 6 years. Between 2005 and 2007, Robert as Senior VP Project Delivery and Operations.
- Robert managed the launch of paybox in Austria, headed the paybox launch in Kuwait and acted as overall project manager for the setup of the world's first national m-Payment standard in Austria.
- Before paybox, Robert has been a management consultant for companies such as Erste Bank, Qubus, mobilkom Austria, T-Online.
- Robert holds a Master of Applied Sciences in Marketing and Sales, and is lecturer on the Vienna University for Applied Sciences.

Which steps can we take for you?



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