



M A N A G I N G C A S H I N S O C I E T Y



The accelerating pace of commerce – and more specifically the payment systems that facilitate it – are changing the dynamics of the entire financial supply chain. Timely, accurate exchange of information is now as important as secure, physical movement and processing of cash and other payments. At the same time, new and emerging regulatory statutes governing currency distribution and check processing are effectively rewriting the rules for banks and retailers alike.

The Federal Reserve has indicated its intent to reduce its involvement in currency processing services. As in many other countries, greater responsibility for operating the system is being passed on to those who use it. In this changing environment, trying to manage individual pieces of the cash and check distribution system is both inefficient and unnecessarily costly. Clearly, more comprehensive solutions are required.

**Loomis can help with Integrated Solutions!**

Today's Loomis is an international cash handling services leader with operations throughout the US and eleven Western European countries. We play a central role in the payments system, with far more transformational solutions than ever before. Integrated solutions from Loomis draw on our broad range of service offerings, e-business capabilities, international geographic coverage and, in some cases, strategic partners.

In brief, our integrated solutions create value for you:

- Value that can only be achieved through thoughtful consideration of the entire cash distribution system;
- Value in the form of meaningful direct cost savings that might not be apparent in a simple "price per stop" comparison;
- Value in the form of saved time for your people through more effective and efficient communication channels;
- Value in the form of quicker, more accurate and better information;
- Value in the form of better security resulting in loss or casualty avoidance in your place of business; and
- Most important, value that can help our customers achieve the flexibility to better manage the changing demands that are placed on them to become more competitive.

**THE CENTRAL ROLE OF LOOMIS IN THE CASH DISTRIBUTION SYSTEM**

**International Network**

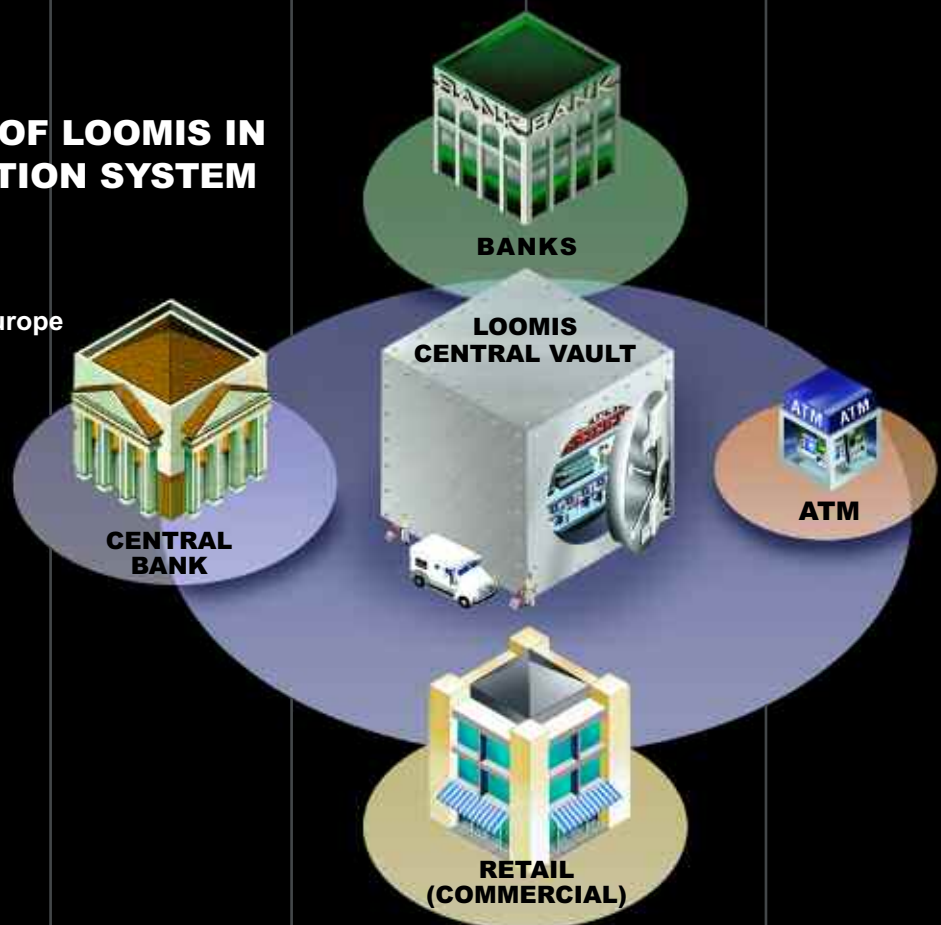
- 440 operating locations
- United States and Western Europe
- Integrated operating systems

**eBusiness**

- Cash orders/shipments
- ATM fulfillment/settlement
- Cash processing data

**Integrated Solutions**

- Banking and retail
- End to end capability





***Risk management is the foundation of all we do at Loomis.***

Whether you engage us to deliver a comprehensive distribution solution or use any of our services individually, you are really engaging us to shield you from risk. Your money is safe with us. In fact, it is guaranteed if lost or stolen.

But you should be asking for more. What about the risk of service failure? For example, if your branch or retail location fails to receive its change order on time,

your business can be disrupted. Using our Customer Information Exchange to place your order minimizes the risk that your order will be lost or the amount incorrect. It also provides an additional tool

to manage the risk of excess inventory if you maintain a large branch network. Similarly, this capability can improve the efficiency of your ATM cash order and settlement processes reducing the risk of error as well as reducing operating costs.

Most important, what about the risk to your people? The consequences of a robbery on your premises can result in potential injury or loss of life. The cost of worker's compensation claims, for example, usually far exceeds the cost of the cargo loss itself. Injury to an innocent bystander during a robbery can result in costly litigation and staggering judgments in addition to the emotional torment. Loomis can help shield you from this exposure.

The key is our people and a corporate culture in which it is clearly understood that risk management is the responsibility of every employee. Our guards and tellers are subject to the toughest screening in the industry before they are invited to join our team. Our route people are carefully trained to identify risky situations and avoid incidents before they happen on your premises. Every employee completes comprehensive training in security procedures that are the benchmark in the industry. They are trained to see the business from the customer's point of view and appreciate your needs. Whether on the trucks or in our cash processing centers, our people are professionals. To back up their training and minimize risk further, we maintain a strict quality control process featuring extensive operational, security and cash audits with the assistance of respected third party auditors. We call it our *Partners-in-Prevention* program.

The result is much less risk for you and a combination of politeness, professionalism and service quality that is the envy of our profession.



***Once known exclusively for armored transportation, Loomis cash management, or vault services (CMS), are increasingly in demand.***

In recent years, we have dramatically enhanced and automated our nationwide cash processing network, including the introduction of an eBusiness capability which has revolutionized the way we communicate service information and transact business with our customers. Today's Loomis is best characterized as a comprehensive cash distribution company featuring an exceptional integrated cash processing and transportation capability. Internationally, over one third of our revenue is generated from cash processing activities.

The quality of our cash vault services is equal to what you would expect of an established financial institution. This is the result of combining the right people, the right technology and strong quality control.

Professionals with banking or other relevant cash processing experience staff most of our key CMS positions. They complete ongoing training and understand the nuances of the business. They speak your language.

Our operating platform offers state-of-the-art technology to increase efficiency and accuracy and provide information when you need it. The system utilizes the Glory VAS and Comp-U-Order systems to process transactions and manage customer cash inventories. Combined with our Internet Change Order product and Customer Information Exchange we offer ease of communication, consistency of processes and an exceptional, flexible reporting capability. Electronic files can be formatted as needed to achieve multi-system integration.

Each of our cash operations features a balance and audit function, providing an independent audit and quality control check apart from day-to-day processing operations. This role is crucial to the integrity of our operation. Our balance and audit professionals ensure proper daily balancing of customer inventories, daily reporting and confirmation to each customer and conduct random audits. Their goal is *nothing less than perfection*.



More than ever, banks, other financial institutions, retailers and other commercial enterprises are looking for more effective ways to process and manage currency and coin. Loomis offers a variety of services and customized

solutions up to and including the full outsourcing of your vault.

Our cash management services include these broad offerings:

- Bulk cash processing, including Federal Reserve breakdowns, change orders and ATM cash preparation, verification and consolidation
- Deposit processing, including night drops, ATM deposit pickups, branch deposits and commercial deposit consolidation
- Coin processing, including wrapping, sorting and delivery
- Currency and coin inventory storage and management
- Check processing
- Electronic activity reporting detailing services performed
- Web-based change order system





*While other cash handling service companies may offer a safe, Loomis offers solutions to address the cash requirements of convenience stores, fast food restaurants, movie theaters or virtually any retail businesses.*

Our SafePoint® solutions offer three distinct options ranging from a basic solution focused on reducing your risk to a full cash management solution. Each option includes armored transportation, a safe, installation, maintenance, warranty and cash processing services all for one monthly price. This is an integrated, one-source solution designed to serve your cash needs simply and reduce risk, while saving you money.



**Basic Deposit Safe Solution**

Our SafePoint Basic Deposit Safe Solution provides an economical answer for small, single location operations.

It represents a prudent choice for managing risk.

The consequences of a theft or robbery loss can be much more than just lost cash. There is potential injury or loss of life, and the cost of worker's compensation claims or injury to an innocent bystander can be extensive. SafePoint's Basic Deposit Safe Solution, as well as our other SafePoint Solutions, keep your cash safe, and your employees and customers safer.

Our Basic Deposit Safe Solution includes a high security grade safe for on-site storage of your cash, armored transportation to our cash processing facility, and consolidation, verification and delivery of your deposit to the bank. Security is assured through dual control – opening the safe requires both a Loomis messenger and your designated store employee(s). Once your cash is in the safe, we guarantee it from loss through theft or fire.



**Validating Safe Solution**

The Validating Safe Solution is intended for multi-location retailers who seek greater security as well as greater control over their cash. In addition to the benefits provided by our Basic Deposit Safe Solution, this solution

provides value in the form of reduced shrinkage, counterfeit detection, real time balancing and shift reconciliation. It also saves time for your employees in deposit preparation.

The Validating Safe Solution offers a choice of electronic safes including single note or time-saving 25 note bulk validators with up to 4,000-note capacity.



**Validating & Dispensing Safe Solution**

Designed for larger retailers and those with high volume cash handling, our Validating & Dispensing Safe Solution represents our

full electronic cash management solution.

In addition to the benefits of our other solutions, this option adds a dispensing unit to provide change. The Validating and Dispensing Safe Solution offers a convenient means to:

- Manage and reduce your change fund needs
- Keep POS/shift in balance
- Create detailed management reports

Our SafePoint Solutions save you money while enhancing security for your people by integrating our various service capabilities, innovative eBusiness products and the right equipment. Contact us and we can do the math together.



***For most of our industry's history, armored transport was the only service provided. Transporting cash in a secure manner throughout the nation's banking network and to and from retail and other business enterprises.***

With roots dating back to the California Gold Rush of 1852, we have been providing armored transport services since the industry began.

Today, our armored transport services represent a critical component of our integrated cash distribution network. Our over-the-road (OTR) and overall transportation network including over 200 operating locations is the most extensive in the United States and Puerto Rico. In most cases, we are where you are to provide

deposit pickup, change order services, emergency and special transport services. Our national network of operating locations is electronically connected through our state of the art SOFI operating system. This system

links contract, routing and service information to help insure accuracy and dependability. Other technology applications, such as our Customer Information Exchange (CIX), have significantly enhanced the ease of doing business with us. For example, national or regional multi-location customers find great convenience, and often savings, by placing orders electronically through our Internet Change Order (ICO) system.

Ultimately what distinguishes our armored transport services, as well as all our services, is the professionalism of our people. Take a good close look at them on the street. You will find that they look sharp. They are knowledgeable and polite. They keep their trucks clean. They respect your place of business. They work as teams to keep each other, your property and your people safe and secure. They understand service as well as security. They take pride in being the best. As a result, you feel confident when your Loomis professional is at your place of business. In particular, you feel confident that the risk of robbery is much lower than it might otherwise be because our people are carefully trained to identify risky situations and avoid incidents before they happen. You can feel confident that you are protecting your people as well as your assets.

Whether you are a small retailer or community bank dealing directly with our local team or a large multi-location retailer or regional bank requiring a more centralized point of contact to coordinate service needs, we can help.





***Most of the nation's cash in circulation comes from ATMs. Over the past decade, the ATM has emerged as the backbone of our nation's cash distribution system.***

Serving approximately 30,000 machines across the United States, Loomis is one of the country's leading providers of ATM services.

You want your machines to be up and running. You want timely, accurate data. If you have a sizable network, you want a service provider with broad geographic coverage. And you want a clear line of communication when you have special needs. Loomis is uniquely positioned to serve all these needs, providing seamless end-to-end service solutions to banks and leading ISOs.



**Cash Replenishment and Settlement**

Our service professionals are trained to be familiar with virtually all ATM models.

This encourages efficiency at the machine and reduces the likelihood of error in settlement at the machine. Frequency of replenishment is determined according to your needs; however, we offer cash management services to help reduce inventories while minimizing the risk of cash outages. After each replenishment, we balance your machines and communicate that information promptly to you. Using our Customer Information Exchange (CIX), we can dramatically simplify the order fulfillment and settlement processes and integrate directly with your cash forecasting system.

**Deposit Pickup**

The fact is, serving the needs of an ATM network requires equal parts transportation and processing expertise. Timely deposit pickup is only the first step. We are committed to provide faster, more accurate methods of processing deposits that consider the broader processing cycle to drive down your per-transaction cost. One example is our check processing capability which creates a solution in designated areas to process both cash and checks in a much more efficient manner than ever before.

**Maintenance and Security**

Loomis works with leading ATM manufacturers in training our people on virtually all models. We also partner with them to provide FLM and SLM solutions throughout our national service network. If we do not offer maintenance services in your area directly, we provide a reliable partner.

As an important component of our overall security program, we are pleased to provide electronic lock solutions on most of the ATMs we service. In addition, all ATM locations are subject to a diligent risk assessment to address any supplemental security needs beyond our normal industry leading practices.



**Communication and information. Specifically, easier communication and better information. These are important benefits our eBusiness Solutions provide to you.**

With a national service network offering a broad array of services, Loomis serves as a cash distribution system for the nation's money supply. Our eBusiness Solutions complement and help integrate that distribution system by providing our customers with electronic links to our computing systems for the communication of customer service information, thereby making it easier to do business with us and improving the quality of information exchange.

To create electronic connectivity among our customer community, the Federal Reserve, our alliance partners and us, we deployed our exclusive Customer

Information Exchange (CIX). Within several years after deployment, most of our major customers are using CIX to order and process cash transaction information. Integrated with our enterprise operations system, this Internet communication vehicle provides an interactive portal to our customers as

well as a gateway to link more efficiently to our customers and vendors computers. Orders can be processed, daily activity reported and other data transferred much more efficiently and accurately than ever before.

**Bank Cash Orders & Shipments**

Loomis offers a secure, user-friendly product for customers to place their cash orders via the Internet using our CIX. The product is called the Internet Change Order. For many of our banking customers, this product has replaced the slow, inefficient, and hard to track method of faxing or telephoning in orders; methods which are fast becoming obsolete. See the separate product sheet for more information on this very popular product.

**ATM Cash Orders & Settlements**

Optimizing inventory levels across an entire ATM network can be a daunting task and can be further complicated by manual ordering and reconciliation processes. Our CIX provides the basis for an integrated system to manage the entire order fulfillment and settlement processes for your ATM network.

Benefits of using our ATM cash orders & settlements solution include:

- Integrates with your cash forecasting software
- Facilitates central cash management
- Reduces operating costs
- Reduces data entry and improves data integrity
- Provides a consolidated file, thus speeding up reconciliation
- Eliminates paperwork, faxes, and emails

**Cash Processing Transactions**

Through our CIX, we can consolidate daily cash transportation and transaction processing activities to provide fast and accurate information to enable quicker and more effective decision-making. We offer several options to format the information in a manner that will best complement your own information processing capabilities. Information can be received actively by logging into our CIX or by having the system automatically send information electronically at a predetermined time.

Examples of the type of information available include:

- Provisional Credit Data
- General Ledger Data
- Currency Transaction Data
- Automated Clearing House (ACH) Data
- Billing Analysis Data

The power of information translates to better efficiency, greater accuracy and improved service to your customers. Our eBusiness Solutions are designed to share that power with you and to make it easier to do business with Loomis.



***One of our most popular eBusiness Solutions is our Internet Change Order (ICO) product.***

ICO is essentially an Internet portal accessed via our Customer Information Exchange through which all of a multi-location bank's branches can place their cash orders.

Once the orders are placed by the individual branches, the system aggregates the orders for bulk delivery from the Federal Reserve to the Loomis branches which provide the transportation, and often cash management services. Those branches then prepare the cash for delivery to the individual bank branches. Depending on the number of branches in your network, this can create a dramatic reduction in Federal Reserve excess delivery end point charges. The

result is a much more cost effective and efficient solution.

For banks which already deploy a cash management software tool to forecast cash volumes, ICO can be linked to a feed from the software to place

orders. By doing so, we can create an exceptional level of visibility and centralized control for the bank's cash management group. Often this results in significant cash inventory reductions.

ICO is secure and easy-to-use. For many of our bank customers, ICO has replaced the slow, inefficient, and hard to track method of faxing or telephoning in orders; methods which are fast becoming obsolete. With ICO, the chance of error is dramatically reduced, you can establish order limits and you will have an aggregate, accurate summary of the day's branch cash order activity quickly and without manual intervention.

Some of the benefits of the Internet Change Order (ICO) system are:

- Simplicity of use
- Increased control of inventory by extended visibility throughout the order-to-fulfillment cycle
- Reduction of Federal Reserve "end point" charges
- Increased speed in transaction processing and reporting
- More complete integration of the ordering/fulfillment process

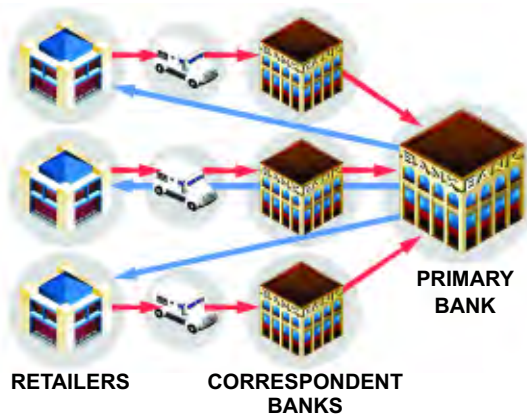
Integrating ICO with our transportation and cash management services is assured to generate meaningful value for you. Contact us to arrange a demonstration of this very popular eBusiness Solution.



*In today's business environment, geographically dispersed, multi-location retailers want a bank that can meet them in every market where they do business.*

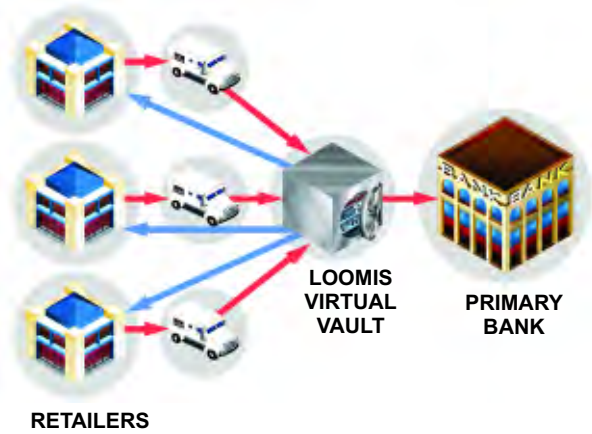
You have a relationship with your bank, built on trust and an understanding of your unique business needs. Now, the Loomis Virtual Vault solution provides your bank with the ability to serve your account virtually anywhere in the country. Put simply, your bank can use our national cash distribution network, supplemented by our suite of eBusiness Solutions to provide seamless service from Portland, Oregon to Portland, Maine.

**The Current System**



Without the ability to directly service your company from coast to coast, your financial management team must rely on a traditional model of service. As the figure above illustrates, a system of correspondent banks is used to manage your account. This system typically creates multiple accounts and contact points, extended cycle time and, often, higher fees. As an alternative, we offer the Virtual Vault solution.

**Our Solution: The Virtual Vault**



Using our national cash distribution network and eBusiness Solutions, your primary bank, the one that you've come to know and trust, can serve you in nearly any market in the country. Our vault becomes your bank's Virtual Vault. We collect, process and reconcile your deposits then transmit the information to your bank. The process is invisible to you. They, in turn, are able to provide you with seamless service by using the most trusted name in the cash management industry – Loomis.

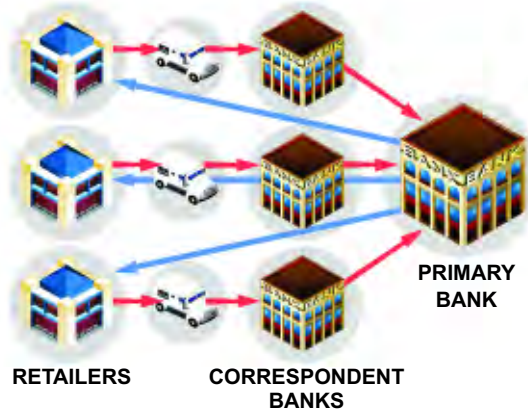
**The End Result for You**

Our Virtual Vault Solution provides significant advantages for retailers. These advantages include reduced cycle time, Internet-based change orders and account management, and deposit detail tracking by location. And you can reduce the number of banks by expanding your current banking relationship beyond its present borders.

*From Portland, Oregon to Portland, Maine, the Loomis Virtual Vault solution offers banks of any size a way to compete in markets where they have no physical presence.*

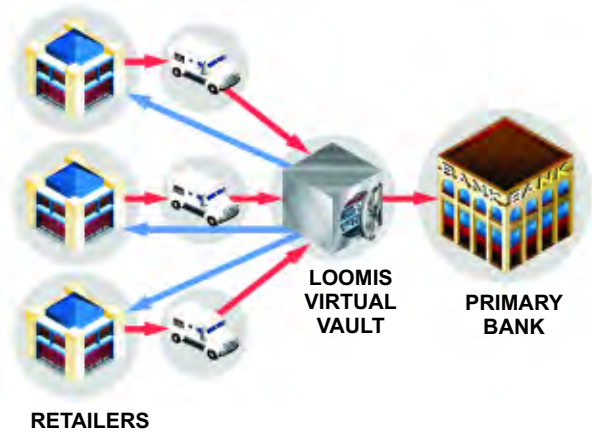
In today's competitive environment, large retailers and other commercial customers want a bank that can meet them in every market where they do business. Our Virtual Vault solution provides your bank with the ability to serve customers where you have no brick-and-mortar presence. Put simply, your team uses our national cash distribution network, supplemented by our eBusiness Solutions to provide seamless service to your retail and commercial customers from coast to coast.

**The Current System**



Without the ability to service clients directly throughout the country, many banks are unable to compete for large, geographically dispersed retail and commercial accounts. If they do choose to serve those customers, they must rely on a system of correspondent banks. This system can result in multiple contact and management points as well as fee structures for your treasury teams. As an alternative, we offer the Virtual Vault solution.

**Our Solution: The Virtual Vault**



Through our national cash distribution network, we essentially become your brick and mortar in markets where you have no physical presence. We handle the transportation, processing and electronic reconciliation for your commercial customers. Our Customer Information Exchange provides an Internet gateway for the transmittal of account processing data. We serve as your Virtual Vault. Think about it: the ability to serve new markets without expensive startup costs. You can enable your retail customers to have one armored carrier, one vault processor and a single national bank account.

**The End Result: Superior Service, Delighted Clients**

Our Virtual Vault solution provides your commercial and retail customers with the convenience they want and the predictability they need. This one-to-one relationship simplifies the cash flow process and reduces their overhead costs. Let's face it, in today's business environment, brick and mortar expansion is risky at best. But by using our established national network of cash management professionals, you can expand your banks' influence beyond its present borders to provide superior service.



**Loomis**

2500 CityWest Blvd., Suite 900 • Houston, Texas 77042

Ph. (713) 435-6700

[www.loomis.us](http://www.loomis.us)