



Commercialization Roadmap 2025

InterPayments

2025 Objectives + Goals

How does InterPayments enable Wells Fargo to stimulate continued growth in 2025?

- **2025 Objectives**

- Streamline and improve coordination and communication
- Create visibility and awareness into product roadmap for all stakeholders
- Continue to build our relationship with Wells Fargo Sales Team
- Develop and distribute enablement materials to facilitate partnership growth
- Create feedback loops to fill product gaps and build for areas of future need

- ★ **Goals**

- ☐ Jointly create 2-year product roadmap for Fee recovery
- ☐ Launch 3 integrated ISV packages with InterPayments Integrated Affiliate or Technology Partners (target 6/30/25)
- ☐ \$2.5MM (~10 deals) in incremental direct API pipeline via ISV channel
- ☐ Execute addendum to contract to include new deal registration terms
- ☐ 600 merchants live through E-bill, up from 250

2025 Product Roadmap

All Extension of Offering

