



## Many countries, one solution.

### A global payments company verifies international clients instantly

In less than four years, Nium (formerly InstaReM) has evolved from a fintech startup to a global payments company, with eight offices located in four continents. Indeed, the company has become a major player in the global payments space, forging partnerships with payment giants such as Ripple, Visa and First Data. In March 2019, it closed a \$41 million Series C round to expand operations and foray into new markets. It already powers payments for four of the top ten southeast Asian banks.

#### How Trulioo helps Nium carry out its mission

Around the world, major financial institutions, corporations and individuals use Nium because of its international coverage, affordable rates, quick turnaround time and superior customer experience. At the backbone of Nium's global payments infrastructure is its robust compliance program; as a cross-border payments company, Nium has to verify the identity of its clients, based on diverse regulatory requirements

#### About Nium

Founded in Singapore in 2015, Nium (formerly InstaReM) offers innovative solutions to send, spend and collect money in fast, convenient ways in multiple markets, providing individual and enterprise users with a seamless digital payments and money transfer experience. Operating in Australia, Singapore, United States, Canada, Malaysia and Europe, Nium has built a global payment mesh stretching over 50 countries and counting. MassPay, its global business payments platform, offers bulk, customized, multi-currency payments and other features to suit the needs of its enterprise clients.

across the various markets that it serves. Nium chose Trulioo GlobalGateway, the marketplace of identity data and services, as its preferred identity verification provider. According to Nium's Co-founder and Chief Operating Officer Michael Bermingham, "each country has different requirements for identity verification and the use of electronic verification. GlobalGateway allows us to meet our regulatory requirements with multiple independent databases in each country."



Image source: Nium

## Why Nium chose GlobalGateway

### A comprehensive solution

According to Bermingham, Nium was looking for a solution that could not only help it verify clients, but also screen them to mitigate the risk of fraud, and comply with cross-border regulatory requirements. "GlobalGateway enables Nium to verify the identity of its clients and screen them for sanction, watchlist, PEP checks, negative news checks, etc. Some other tools we tried earlier offered either verification or screening. We were looking for a comprehensive, all-in-one system. Trulioo GlobalGateway has been the ideal and the best available solution for our specific requirement," said Bermingham.

### Quick and smooth integration

Trulioo makes significant investments in ensuring that GlobalGateway is easily integrated into existing systems and workflows. "The integration process was absolutely smooth. The sandbox environment provided by Trulioo helped us to quickly test and integrate the service to the Nium infrastructure."

### Streamlined client onboarding

From the outset, Nium wanted to democratize global payments for all users, whether they are institutions or individuals. To that end, it offers a quick and convenient onboarding experience to users. According to Bermingham, "Trulioo helped to automate identity and address verification for the U.S. and AU corridors. Thus, making client onboarding process smooth and fast."

### Instant verification

GlobalGateway didn't merely automate Nium's identity verification process, it offered time savings and efficiencies in the verification process. "Verifying clients using GlobalGateway is almost instant. We haven't faced any delays yet in the service."

### An engaged support team

According to Bermingham, Trulioo customer support is another value addition. "Trulioo's service and its relationship with Nium has always been top-notch. Everyone has always been extremely helpful and great to work with on solutions."

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Michael Bermingham, Founder and COO of Nium

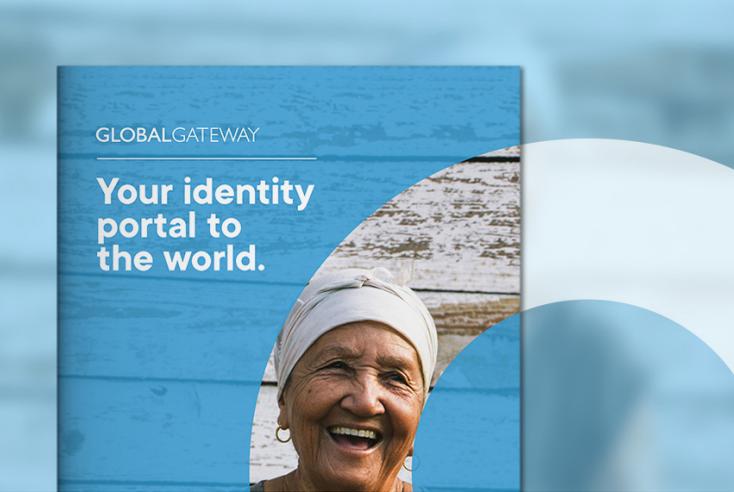
### Built for growth and scale

As Nium expands its operations around the world, it needs a solution that can enable it to scale its client onboarding process to more markets. "We foresee future business opportunities in the UK and Canada, where we will require Trulioo," said Bermingham.

Like Nium, the world's biggest tech companies, banks, payment companies and online marketplaces use Trulioo to verify their customers.

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