WORKSHOP: WEEK 1

Accessing and Mass Enabling Autobooks

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Autobooks

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LAUNCH WORKSHOP

Schedule

WEEK 1: ACCESSING AND MASS ENABLING AUTOBOOKS

Tuesday Workshop Session:

- Expectations and getting ready for launch
- Exploring Autobooks and building your team

Thursday Deep Dive & Demo:

- Guided first payment experience, Overview of the Hub

WEEK 2: YOUR PROGRAM HEALTH CHECK AND GROWTH FLYWHEEL

Tuesday Workshop Session:

- Autobooks Health Check – Your Program Expectations
- Preparing the team and GTM best practices

Thursday Deep Dive & Demo:

- Operationalizing the Hub & Best practices for program growth

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Agenda

- Your Launch Expectations
- Building Your Launch Team
- Supporting Your Launch
- Autobooks Product Details: Setting Up a Test User
- Positioning the New Autobooks Packages
- Intro to the Hub
- Next Steps

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Expectations

What we are here to accomplish

Mass enable Autobooks in my digital banking platform for all my small businesses.

How we'll get it done

Visit our **Partner Page**, locate your digital banking provider, and access your enablement guide.

YOUR TIMELINE TO LAUNCH AUTOBOOKS IN 6 WEEKS

WEEKS 1 – 2

- Complete operational & profit share forms
- Complete testing
- Access the Hub
- Inform your team

WEEKS 2 – 4

- Prepare your team
- Launch Autobooks (or have date set)

WEEKS 5 – 6

- Promote, launch, and market Autobooks to your small businesses
- Monitor activity in the Hub

Survey for the Group

What is your planned enablement date?

Your Launch Team

Building Your Team

Autobooks Champion

Your Autobooks Champion is an **expert on the product and go-to person** at your institution.

Core Launch Team

Your core launch team consists of your **small business team members who will provide support** for Autobooks at your institution.

Identify Your Autobooks Champion

Steps I can take to become an Autobooks Champion

- **Become a Product Expert.** Test Autobooks to experience enrollment and accept test payment(s).
- Know where to find **Autobooks Resources** and how to share with the team.
- **Provide internal support** for your team and be the bridge between your team and Autobooks support.

Tell us who your Champion is!

We'll make sure they receive invites to our monthly product update and hub training webinars.

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Identify Your Core Launch Team

Core Team Roles

- Testing
- Enablement
- Internal support for Autobooks
- Internal documentation

- ✓ Include team in completion of Ops Form
- ✓ Invite core team members to attend launch sprint and join the Hub

First Steps/Tasks for the Launch Team

Autobooks Champion

- Attend or review Launch Sprint content
- Test Autobooks
- Access the Hub
- Complete or delegate operational and profit share forms

Core Launch Team

- Attend or review Launch Sprint content (*deep dive/demo)
- Access the Hub

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Preparing your Team for Launch

THREE STEPS TO PREPARE YOUR TEAM

1
Deploy Internal Materials

2
Prepare Your Core Team

3
Notify Your Organization

Step 1: Deploy Internal Reference Materials

Reference materials are the first stop for your team if they have a question.

- Post materials where team members can easily find and reference them quickly

Include these items:

- Autobooks one-pager
- Autobooks FAQ
- Link to Autobooks basics e-learning module

*Additional resources are available upon request at no cost

Step 2: Prepare Your Core Team

- Distribute and complete the Autobooks Basics e-learning with your core team
- Review SMB and non-profit support procedures
- Register your core team for ongoing product updates

Step 3: Notify Your Organization

Autobooks Template

- Add a link or specific location to your internal reference material location
- Insert a reference to your Core Team in the placeholder and provide instructions on how the team can engage with them

OR

Write Your Own

Be sure to include:

- What the product launch is and who it's for
- Enablement date
- Link to core resources
- How to get help answering questions (how to engage core team)

Ongoing Resources

Monthly Autobooks Hub Webinar Training

Monthly Autobooks Product Update Webinar

Autobooks Training Resource Site

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Supporting Your Team and Your SMBs

How Autobooks Support Works

For Your Team

- Autobooks FI Success supports your team
- Reach out to Support by submitting a ticket in the Hub or emailing fisuccess@autobooks.co
- Support, Q&A, and program growth

For Your Small Businesses

- Autobooks SMB Success supports your SMBs
- Team based in Detroit, MI support@autobooks.co
- SMB Success engages SMBs at enrollment
- SMB Support Center

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YOUR SUPPORT PROCESS

A customer-facing team member receives an Autobooks question or has one of their own

↓

Team member consults internal resources

↓

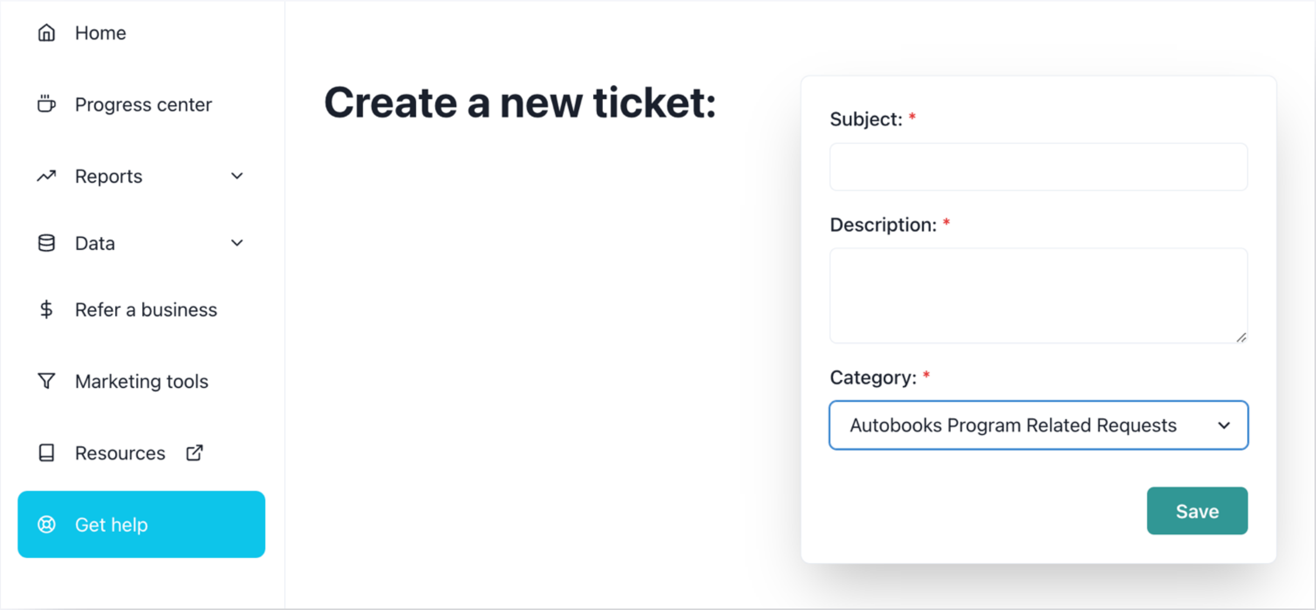
If internal resources are unable to answer the question, escalate it to the Core Team

↓

If Core Team is unable to answer question, they create ticket via the Autobooks Hub

Submitting a Ticket

- Log into Autobooks Hub
- Click the **Get help** tab on lefthand side
- Submit a ticket with your issue or question. If it's for a specific SMB, include the SMB ID.

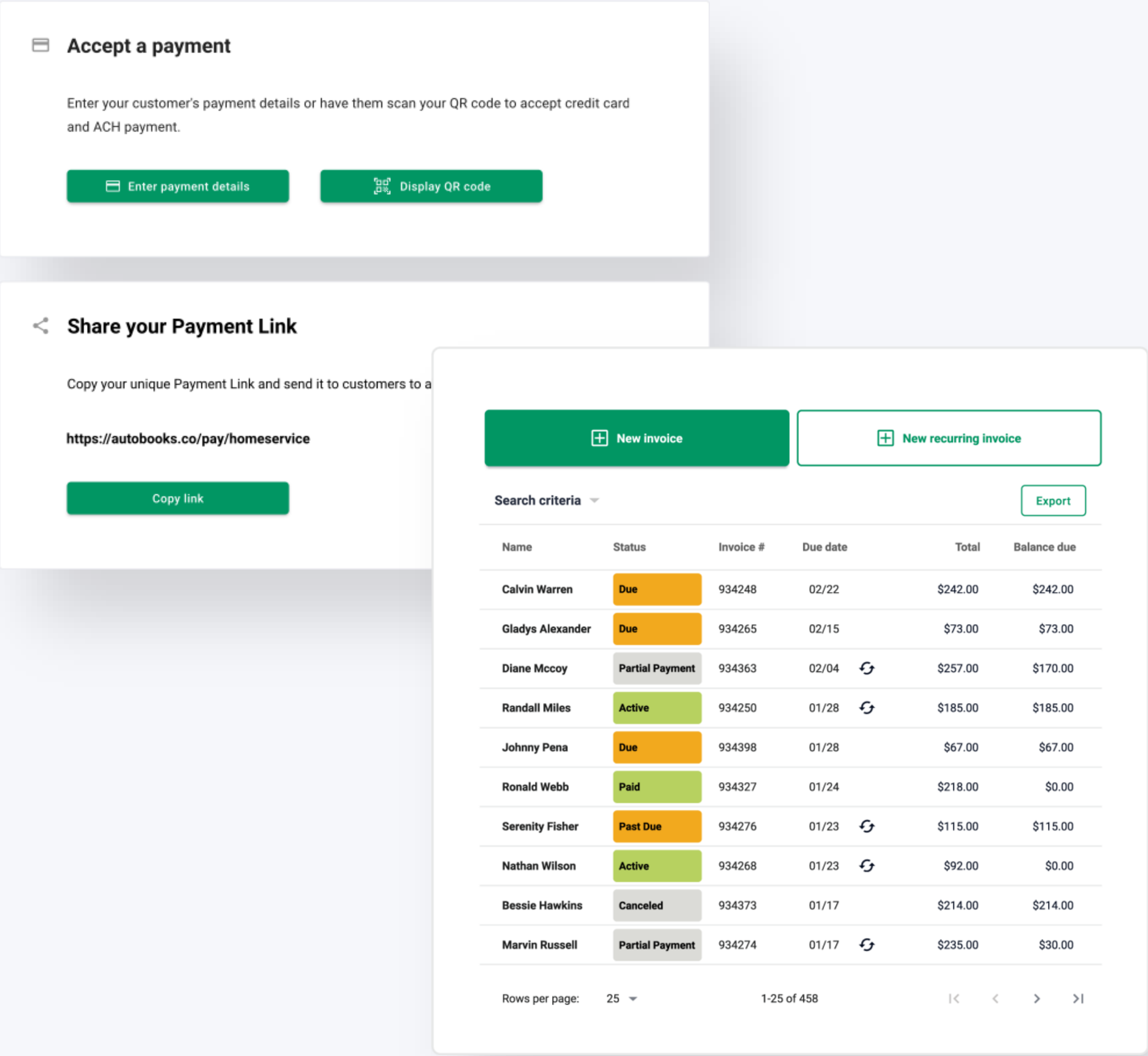


Autobooks Product & Demo Preview

Autobooks Product Demo Preview

Onboarding: A look through the SMB lens at enrollment
and support from the Autobooks team

Product overview: How Autobooks helps SMBs get paid



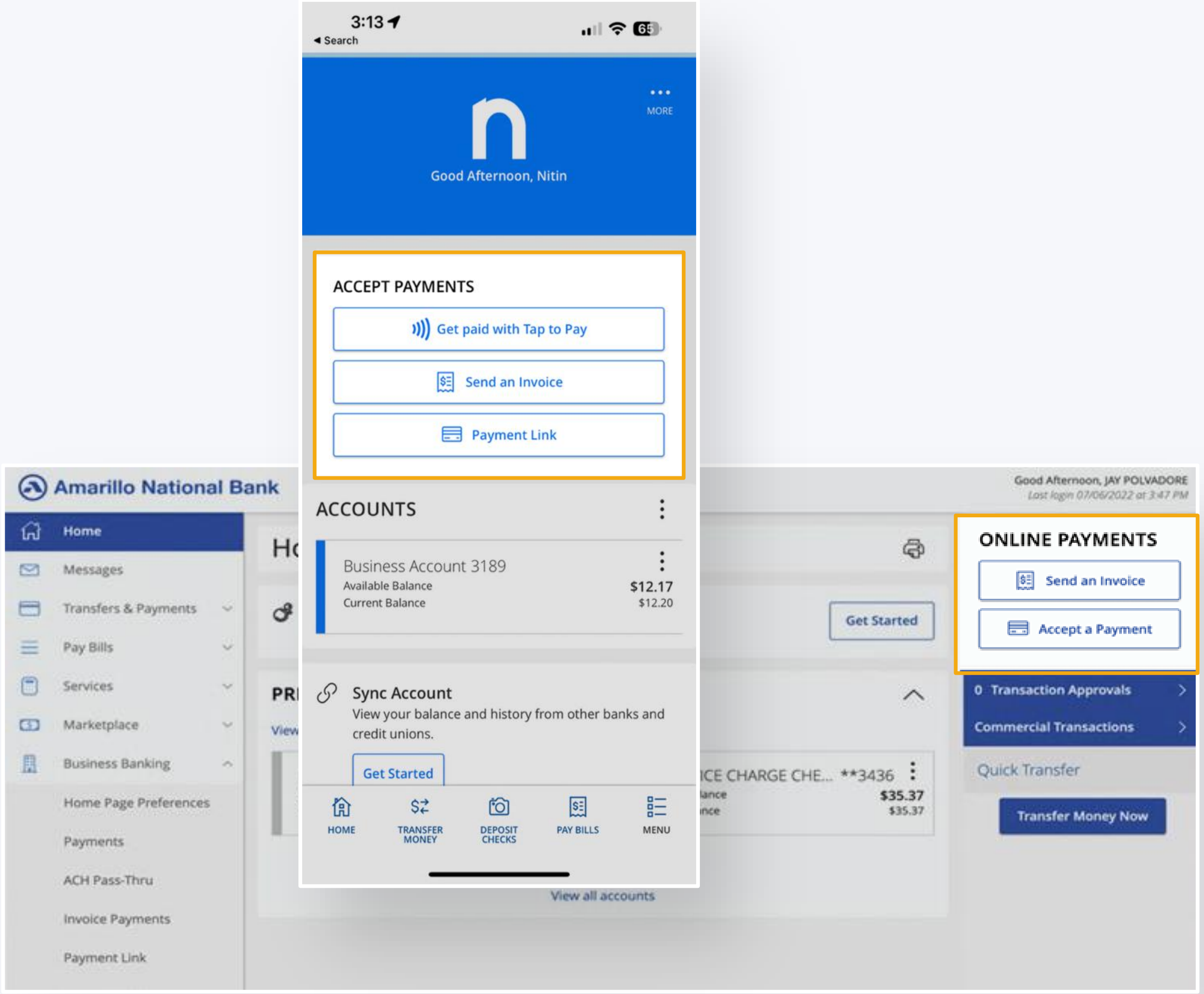
Enrolling in Autobooks: The SMB Journey

Enroll in 3 easy steps

Log into Digital Banking

Click the Autobooks module/tab

Agree to terms of use and submit payment application



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Autobooks Underwrites & Supports the SMB

Autobooks handles all underwriting for payment processing and also owns all transactional risk.

This includes card chargeback and ACH return administration.

A vast majority of businesses can be underwritten, but **there are some in prohibited industries that we cannot underwrite** such as: Alcohol, tobacco, firearms, CBD, cannabis, most pharmaceuticals, and certain types of lending such as payday lending.

By helping small businesses get paid
(through existing digital banking channels)
a financial institution can:

DIVERSIFY REVENUE STREAMS

EXPAND RELATIONSHIP DEPTH

INCREASE PRIMACY

Positioning Autobooks

Product tiers and feature comparison

Autobooks connects receivables, payables, accounting <u>and</u> lending inside digital banking.

A single, connected solution that gives the business owner a true cash position – and gives the bank visibility into the financial health of every business it serves.

RECEIVABLES	PAYABLES	ACCOUNTING	LENDING
Revenue earned and owed to the business (asset)	**Money the business owes to others (liability)**	**Organize, track and record business financial transactions**	**Small dollar loans to support growth, & working capital**
Track customers, estimates, invoices, payments, subscriptions, aging receivables.	Vendors, suppliers & employee expense and spend management tools; incl. Bill Pay	Accurate and up-to-date snapshot of company's financial position, ensuring readiness for credit, audits & taxes	Merchant Cash Advance, Term Loans & Line of Credit repaid through a businesses' cash flow

CASH FLOW INTELLIGENCE

A real-time dashboard that helps businesses ***predict***, ***optimize*** & ***automate*** cash-flow.

Autobooks Packaging for Financial Institutions

Basic

Invoicing and payment acceptance built into digital banking.

Free *— No monthly fee applies.*
5% *Revenue Share*

Base Functionality:

- ✓ **Invoicing**
- ✓ **Check Out Pages**
- ✓ **Payment Link**
- ✓ **Payment Acceptance**
  - ACH
  - Discover, Mastercard, Visa, Amex

Plus

Advanced payment functionality and working capital

Monthly license fee applies.
10% *Revenue Share*

Everything in Autobooks Basic, and:

- \+ **Payment Acceptance**
  - Instant Payouts (Coming Spring 2026)
- \+ **Tap to Pay on iPhone** (standalone app)
- \+ **Autobooks Capital**
  - Data driven merchant cash advance

Pro

The complete small business solution

Monthly license fee applies.
15% *Revenue Share*

Everything in Autobooks Basic, Plus, and:

- \+ **Autobooks Accounting**
  - Transaction Categorization
  - Cash Flow Management
  - Financial Reporting
  - Budgeting
  - QuickBooks Integration
- \+ **Small Business Dashboard Tiles for Digital Banking**
- \+ **Business Bill Pay** (optional add-on)

Feature and pricing packages above are for the financial institution and do not reflect feature bundles offered to the end user.

Click here for end user payment processing and accounting subscription fee schedule

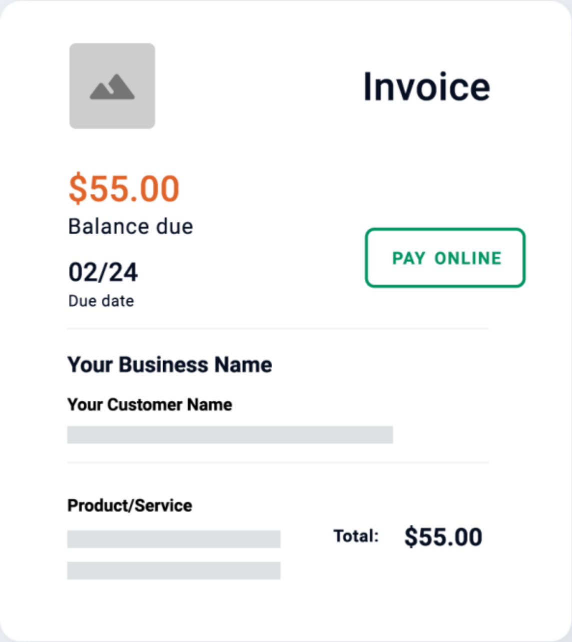
Customer Features

Enable businesses to get paid, pay bills, automate accounting task and manage their cash flow – all from digital banking

“Getting Paid” digital tools have become table stakes:

ONLINE INVOICING

Create and send professional invoices in the same place you do your banking.



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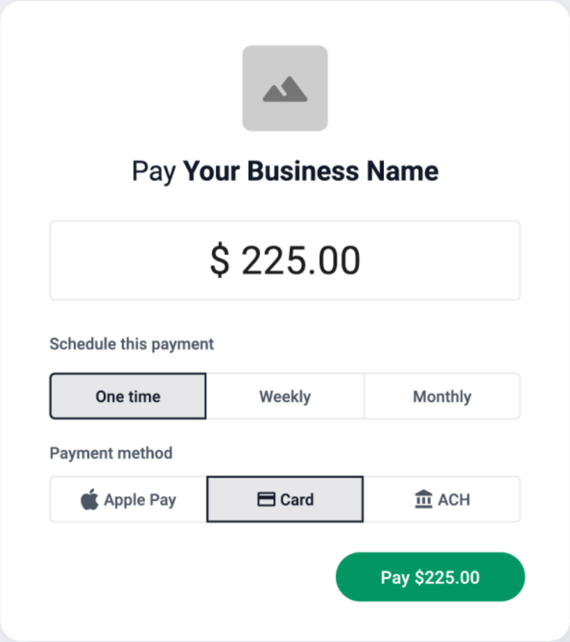
PAYMENT LINK

Accept card payments or donations, anytime. Online, in-app, or over the phone.



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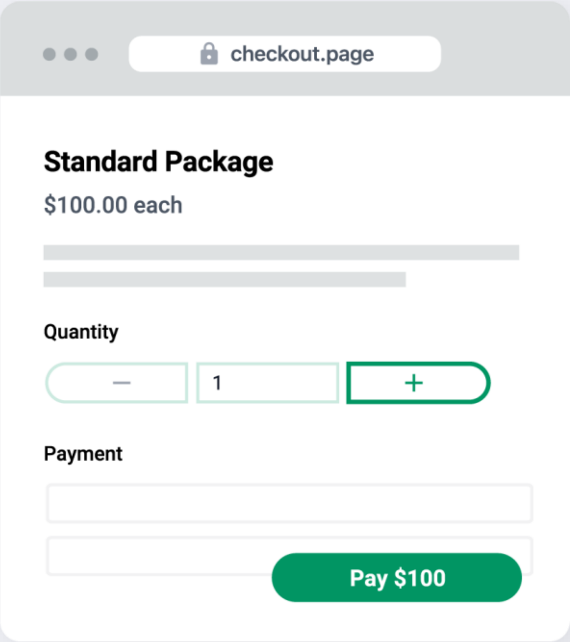
CHECKOUT PAGES

Create a Checkout Page in minutes to sell a product or service, assess a membership fee, or collect a donation.



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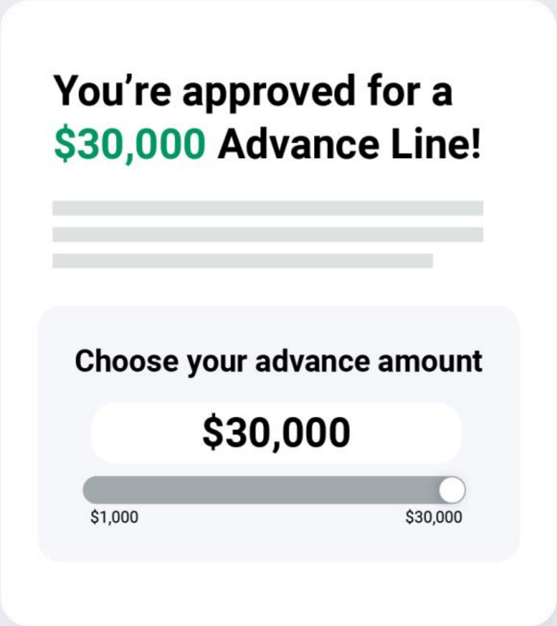
If your FI believes it's crucial to invest in Cash Flow tools that SMBs are demanding today:

AUTOBOOKS CAPITAL

A flexible way for eligible businesses to fill short-term cash flow gaps.



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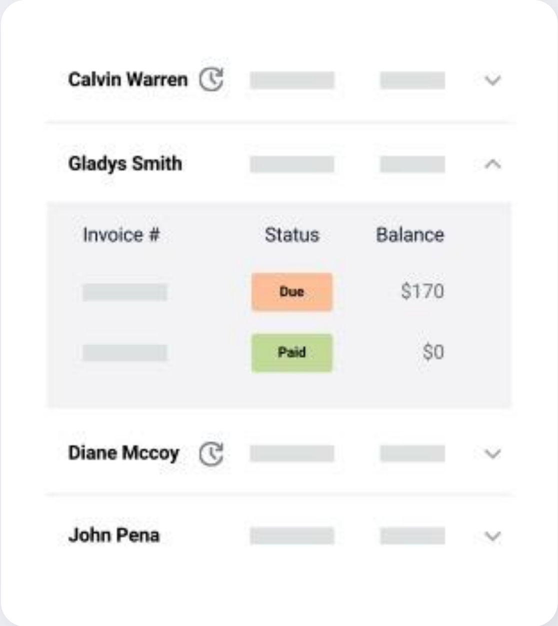
REAL-TIME PAYMENT SETTLEMENT

When you get paid or pay a bill, let the system update your business reports automatically.



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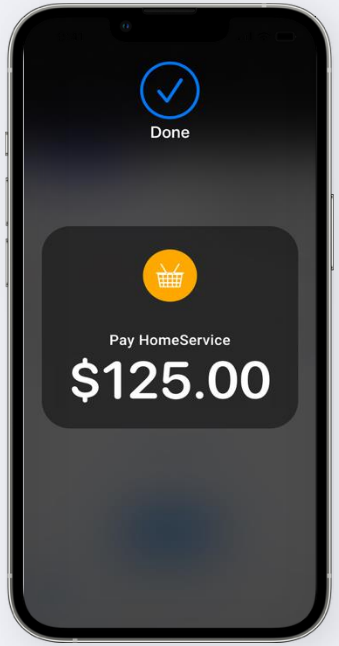
TAP TO PAY ON IPHONE

Accept contactless payments with only an iPhone.



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The future of SMB Banking = "AB's CF Bundle" → AR + AP + Accounting w/ C.F. solutions

INTEGRATED ACCOUNTING MODULE

Every transaction inside your checking account is automatically synced with the Autobooks platform.

Description	Matched, Categorized	Notes	Amount
Cost associated with processing ACH payments and related tr...	Matched (2) / Income / Sales / Retained Ear...	Walbridge family deposit	$482.50
Fees for ACH services and payments apply.	Income / Sales		$215.75
ACH transfer costs and fees apply.	Matched (2) / Income / Sales / Retained Earnings	Refund for faulty part	-$150.00
Charge for processing ACH transactions and bill payments effectively.	Income / Sales / Retained Earnings	Loan transfer - January	$799.99
ACH transactions incur a transaction fee.	Contractors		-$45.20

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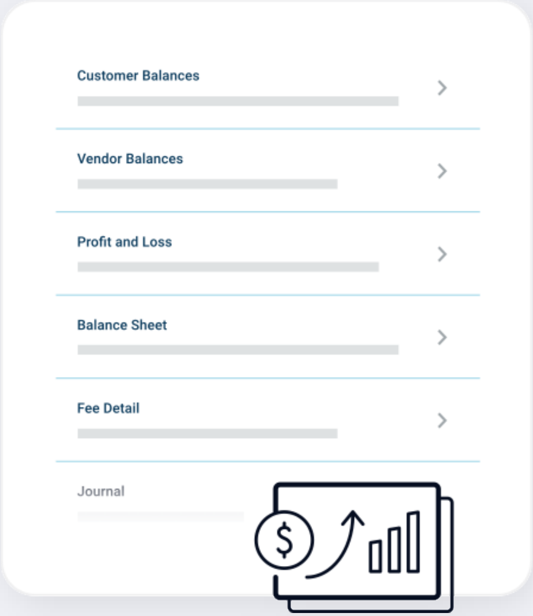
FINANCIAL REPORTING

When you get paid or pay a bill, let the system update your business reports automatically.



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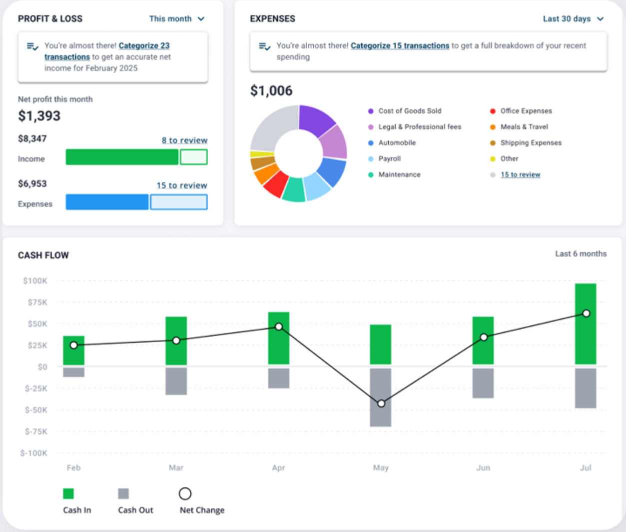
CASH FLOW VISUALIZATION

Understand Business Performance at-a-glance



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POLL:

When evaluating the impact of your Autobooks program, what is the most important metric to your institution?

Enrollment & Testing Preview

Enroll Test User

Access your configuration guide to enable a test user at your institution

- Access our Partner Page
- Select your digital banking provider
- Locate your configuration guide in the "Configure & Test" section

Let us know when you enroll so we can get you payment enabled

Submit ticket through the Hub or contact fisuccess@autobooks.co

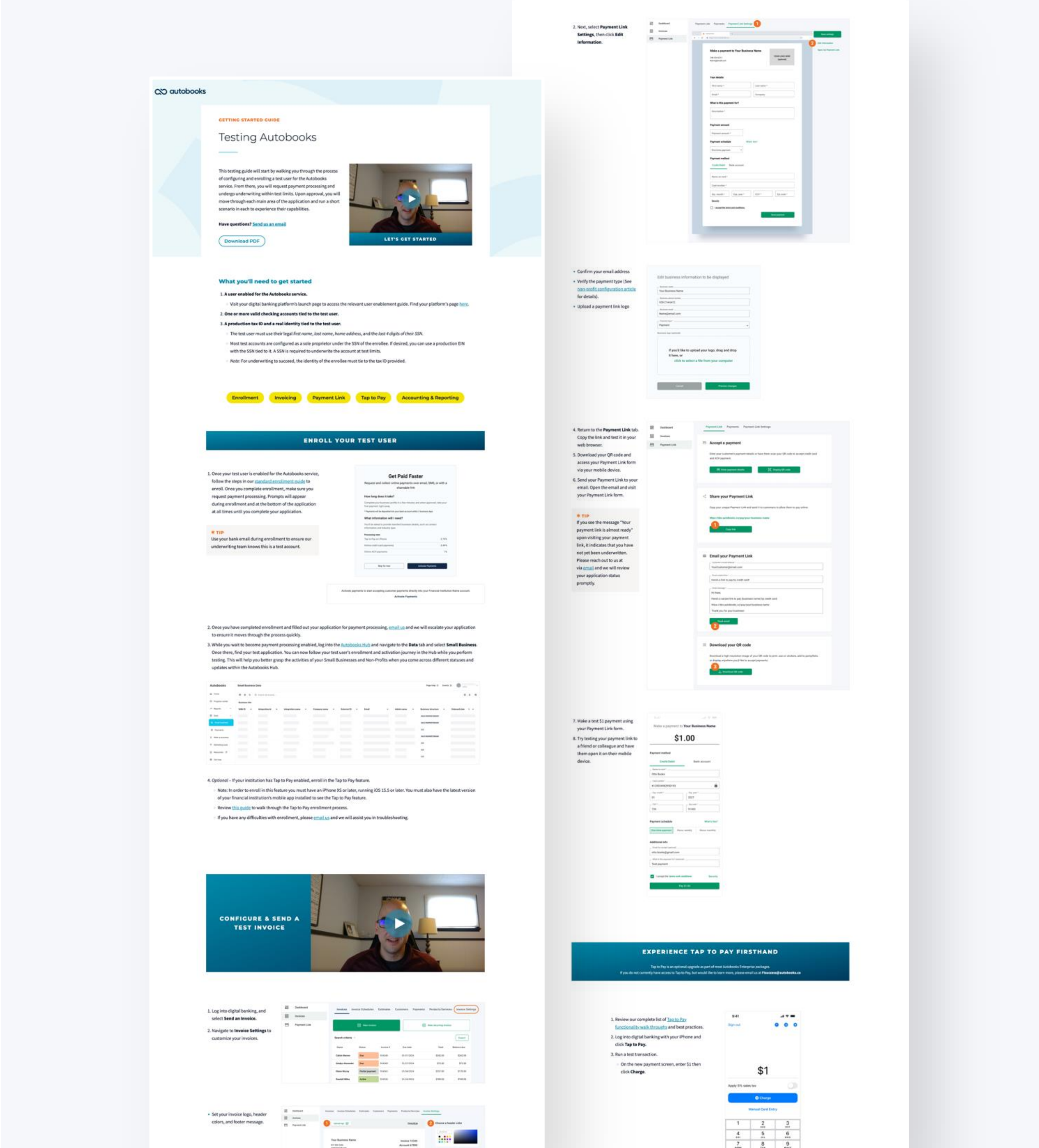
Test the User Experience

Check out the [Getting Started Testing Guide](#) →

Explore Invoicing, Payment Link — including QR Code, URL, and Checkout Pages — and Tap to Pay (if applicable).

Check out the Reporting & Accounting upgrade

Submit ticket through the Hub or contact fisuccess@autobooks.co to request a fee waiver.

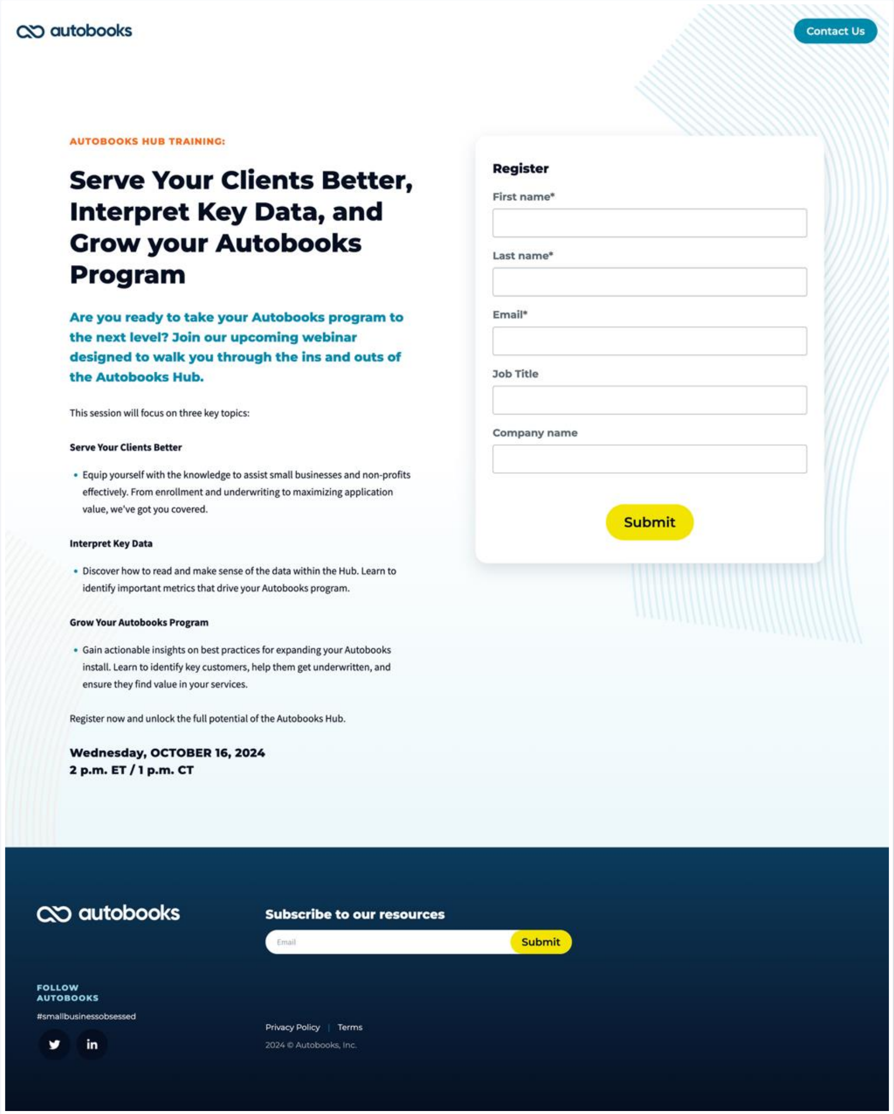


A look at the Autobooks Hub

The Autobooks Hub

Your back office and admin portal for your Autobooks install

Learn more



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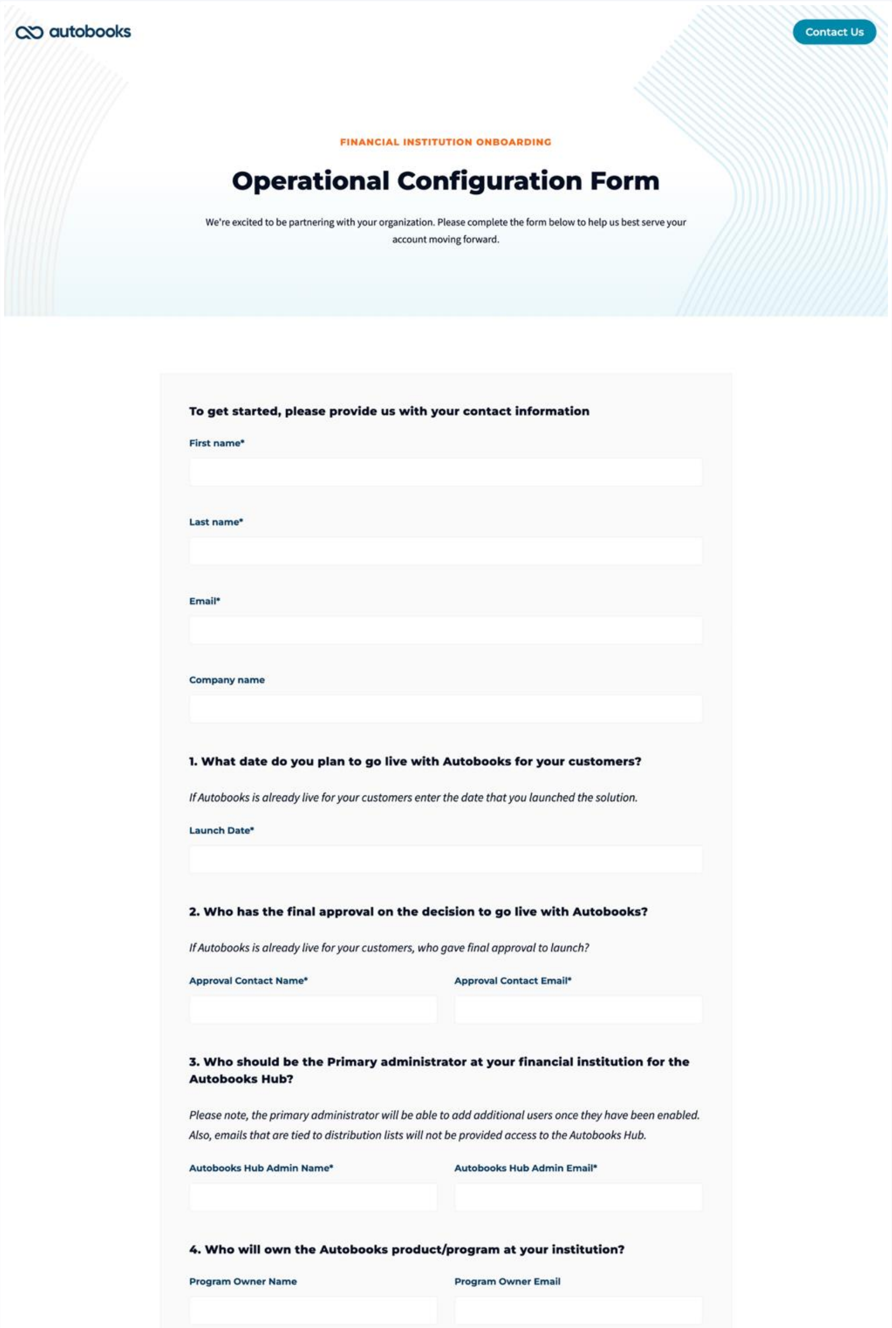
Get access to the Hub

Request Admin access to the Hub by completing the [Operational Form](#).

Invite core launch team members into the Hub. [Learn how](#)



Next Steps

LAUNCH WORKSHOP

Homework

Complete testing user onboarding

- Enroll a test user
- Submit a ticket for payment enablement

Submit operational and profit share forms

Autobooks champion and core launch team should **log into the Hub**

LAUNCH WORKSHOP

Starting Your Launch

Meet with Josh

Review your launch strategy and get answers to your questions

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Next Steps

Attend Deep Dive & Demo on Thursday
Ride along enrollment and product tour

Invite core launch team to **attend remaining Growth Sprint** sessions

Visit Autobooks Partner site, locate “Configure & Test” section to access your Configuration Guide:
Set up test user and prepare for mass enablement

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Thank You!

Let’s connect:

jmoreno@autobooks.co

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