

ASX: 9SP
ASX Release
22 November 2021

9Spokes extends contract with Visa to add 9Spokes Open

Highlights

- 9Spokes and Visa extend contract to resell 9Spokes Open to Visa's global clients. 9Spokes recently launched [9Spokes Open](#); an open API platform that allows (with appropriate permissions) application programs to interact so that customer data can be pulled, standardised, and shared securely.
- 9Spokes Open will be available to Visa in November 2021.
- This marks a significant development in the multi-year global strategic partnership between Visa and 9Spokes, enabling greater support for Visa's FI clients and their SMB customers.
- 9Spokes Open capabilities support clients with streamlined business lending, improved acquisition, enhanced risk management, and richer customer intelligence.

Auckland, NZ | 22 November 9Spokes, an open data platform focused on building digital solutions for businesses and financial institutions (FIs), has extended its contract with Visa to include 9Spokes Open; an open data platform empowering businesses and financial institutions to leverage data in new ways. 9Spokes Open allows access directly into the "engine room" of the 9Spokes platform which powers our small business (SMB) apps; Track, Connect, and Explore. With the inclusion of 9Spokes Open in the contract, Visa now has the full "9Spokes stack" available to offer to its FI customers as well as other partners in its ecosystem.

9Spokes' cloud-based open API infrastructure connects to apps and data sources across accounting, banking, point of sale, inventory, marketing analytics, and more. These connections provide the data essential to powering 9Spokes Open, providing reliability, scalability, and security. By harnessing appropriately permissioned data connections through an open API platform, FIs can build innovative, integrated digital experiences that better serve their customers. As an always-on data-generating engine, FIs benefit from seamless lending origination, robust customer intelligence, and proactive risk management, all at speed.



Business lending: business customers can choose to connect their data to auto-populate product application forms and supply supporting financial information. Financial Institutions get instant access to key information, creating a seamless, lower touch customer experience that leads to better conversion rates.

Customer intelligence: financial institutions get multi-dimensional access to customer profiles, pulled from varied data sources.

Risk management: always-on permissioned connection to customer data supports risk management.

Appropriately permissioned data feeds powered by 9Spokes Open drives acquisition, nurtures better relations between banking clients and their direct customers and build loyalty and trust between parties. 9Spokes continues to work closely with Visa to support FIs and SMBs by developing a full suite of business and finance apps and services, powered by 9Spokes Open data sets.

Gloria Colgan, global head of products, Visa Business Solutions, commented: “Small businesses around the world became much more digitally savvy out of necessity during COVID-19 and now, as the world emerges from the height of the pandemic, we are seeing the trend toward digital continue because of the value that can be realized longer-term. As more of our clients seek new digital products and services to tackle all manner of opportunities within the SMB sector, we are excited to expand on the set of digital solutions we can provide to our bank customers.”

Adrian Grant, Chief Executive and Co-Founder, commented: “Incorporating 9Spokes Open into our Visa contract adds an important dimension to our relationship. It means that Visa can offer not only our full business and bank apps; Track, Connect and Explore, but also our newly released 9Spokes Open proposition.

Over the past 12-18 months we have seen a marked expansion of interest in open APIs which opens an array of new use case possibilities – not just focused on financial services but enabling better insight into business performance.”

About 9Spokes Open

9Spokes Open is an open API environment – making integrations easy for developers. Our API allows application programs to interact so that appropriately permissioned customer data can be pulled, standardized, and shared securely and with consent.



API calls unlock capability to build new open data technologies with freedom. End users connect their business apps, Open ingests the data, and the headless OAuth2 capability integrates with any app design to allow full control over user connection flows and delivery of value-added services. Developers can start experimenting with the 9Spokes Open API today. Play in our sandbox environment at no cost. We also have a pay-as-you-go pricing model that scales with you.

[API keys are available by request](#) from the 9Spokes website and sample dummy data is ready to test in a sandbox environment. With strong externally audited security management, 9Spokes Open ensures data is fully permissioned, secure, and compliant.

Announcement authorised by 9Spokes' Chief Executive, Adrian Grant.



For further information, please contact:

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About 9Spokes

9Spokes is an open data platform. We provide a robust infrastructure on which to build brilliant business experiences — transforming permissioned data into information, and information into knowledge. We empower businesses to better manage their performance and enable developers to harness data, information, and knowledge sets to build great apps to support businesses — small, local, and large. 9Spokes brings businesses, financial institutions, developers, and data together to share the benefits of open data.

Find out more at 9spokes.com

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