



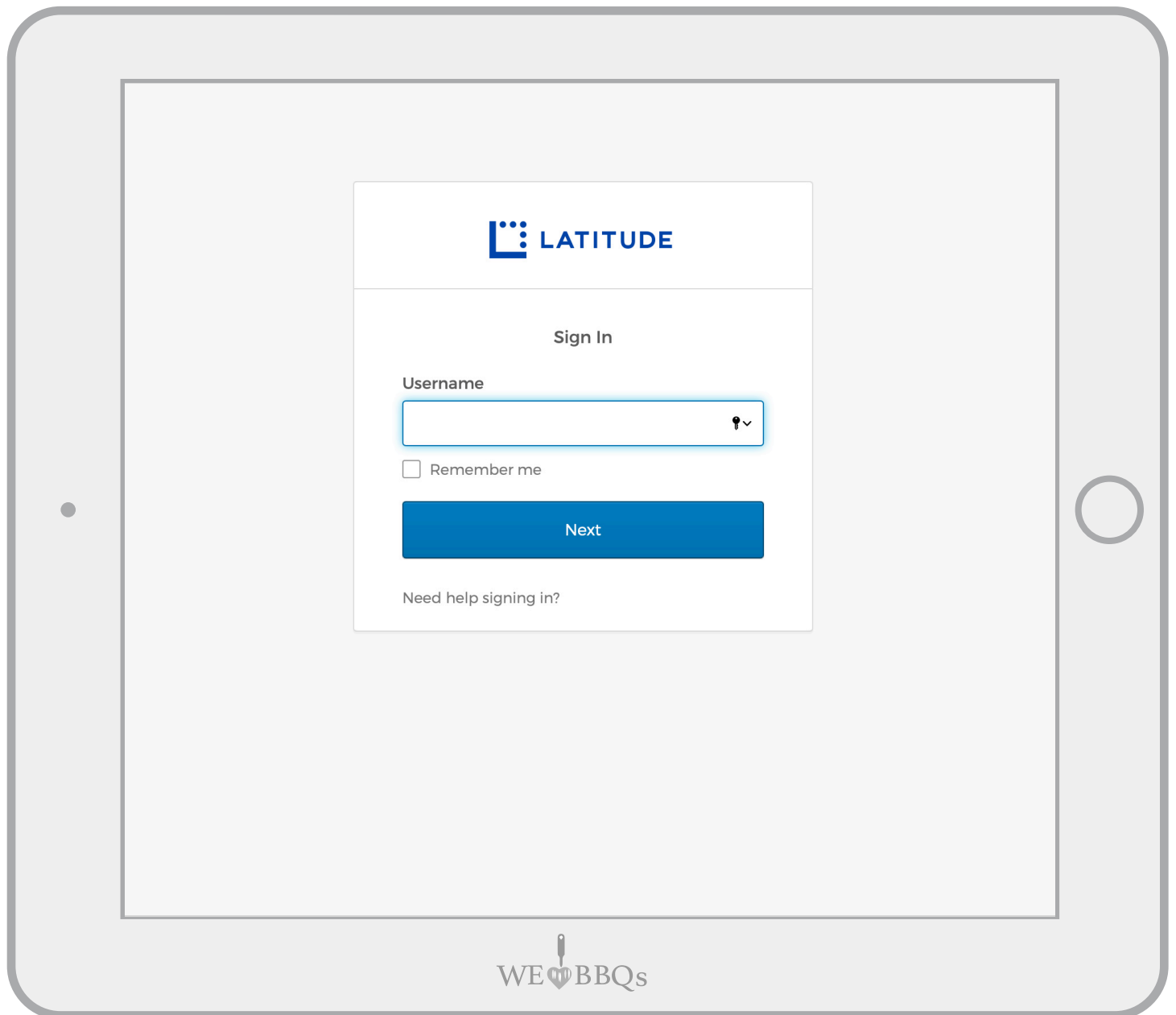
Gem Pay-by-Link & Customer Journey

January 2022

Let's take a look at how the Gem checkout works for merchants and customers from a non-integrated service.



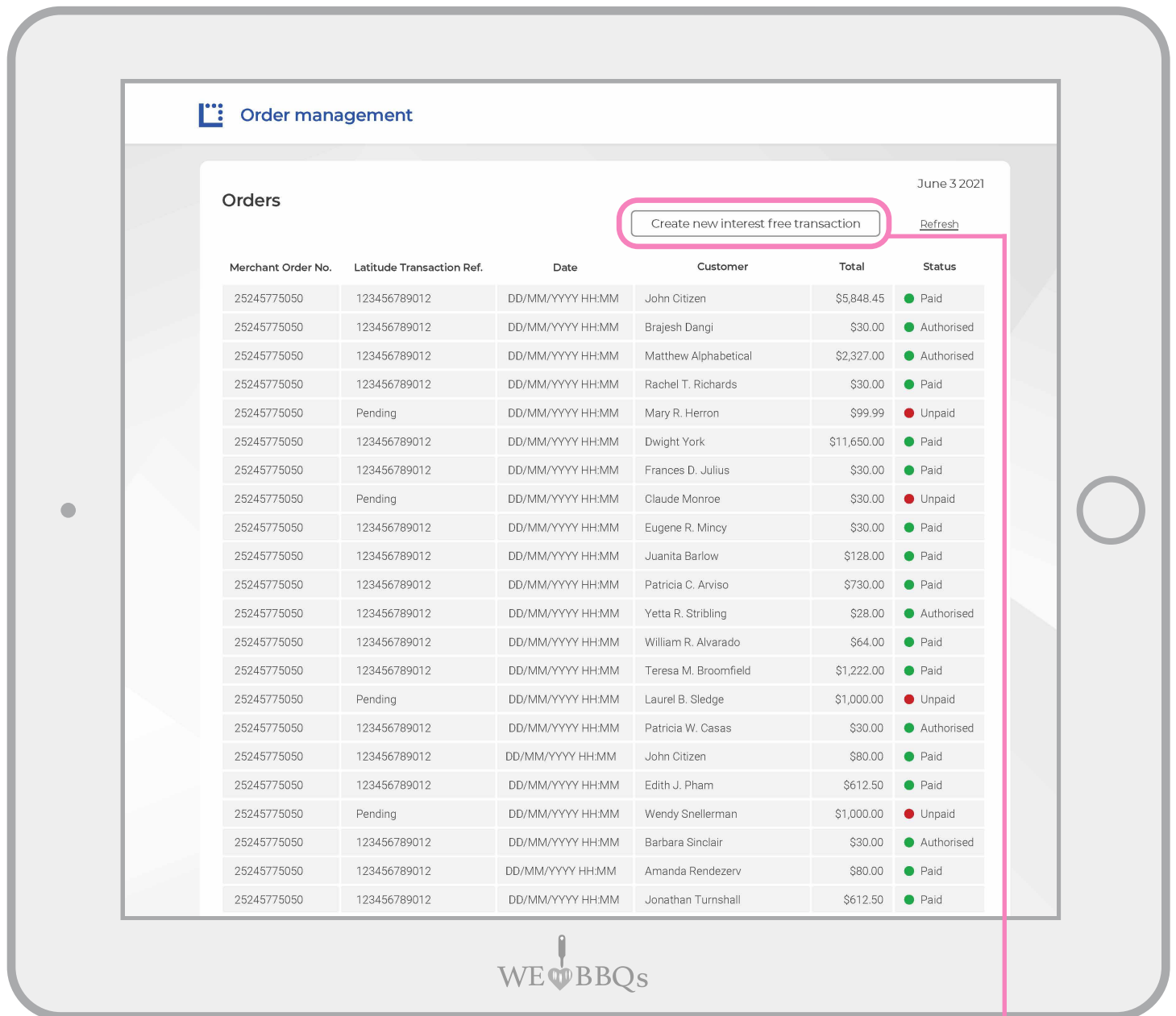
Merchant Signs Into the System



A merchant logs into the Order Management system with their username and password.



Creates a New Interest Free Transaction



The merchant is taken to their Orders screen and from there they can see the status of past transactions and can also create a new Interest Free transaction.



Customer and Item Details are Entered

Order management

WE BBQs

June 3 2021

* Merchant Order No: 25245775050

Latitude Transaction Ref: Pending

Customer Details

* First Name: John

* Last Name: Citizen

* Mobile Number: 0418 123 456

* Email: john.citizen@gmail.com

Shipping Address

173 Cannington Road

City/Suburb: Bayswater

Postcode: 1234

State: Victoria

Item Details

Hide Customer Details

Name	Qty	Unit Price	Item Subtotal	
Galaxy Black BBQ	1	\$4,848.42	\$4,848.42	+ new line
			Subtotal	\$4,848.42
			Total (Incl. GST)	\$4,848.42

Submit

The merchant requests the customer's details and fills out the form. The merchant then adds in the item name, quantity and price details before submitting the order.



Order Summary is Created

The screenshot displays the 'Order management' interface for 'WE BBQs'. It is divided into two main sections: 'Order Summary' and 'Step 1'.

Order Summary:

- Includes a 'Back' link.
- Shows the merchant order number: 25245775050.
- Shows the latitude transaction reference: Pending.
- Includes a table with the following data:

Item	Amount
Invoice amount	\$4,848.45
Total	\$4,848.45
- Lists 'Accepted Interest Free Cards' with logos for QSM, Visa, and Mastercard.

Step 1:

- Instruction: 'Select an Interest Free Payment Plan available below.'
- A dropdown menu is highlighted with a pink box, showing 'Interest Free Payment Plan Options' and a downward arrow.

Step 2:

- Instruction: 'Send customer encrypted link to their mobile no. and email address to complete their Interest Free purchase.'
- Form for 'Customers mobile number' with the value '0418 123 456' and an 'edit' link.
- Form for 'Customers email address' with the value 'john.citizen@gmail.com' and an 'edit' link.
- Three blue buttons: 'Send Payment Link', 'Manual Payment', and 'Cancel Payment'.

A pink line connects the dropdown menu in Step 1 to the text below.

Once all information is submitted an order summary is created. The merchant will then offer the customer any available interest free payment plan options.



Merchant Selects Payment Plan

The screenshot displays the 'Order management' interface for 'WE BBQs'. On the left, the 'Order Summary' section includes a 'Back' link, the merchant logo, and order details: Merchant Order No. 25245775050 and Latitude Transaction Ref. Pending. A table shows the Invoice amount and Total as \$4,848.45. Below this, it lists 'Accepted Interest Free Cards' with logos for Genie, Visa, and American Express. On the right, 'Step 1' prompts the merchant to 'Select an Interest Free Payment Plan available below.' A dropdown menu is set to '24 Months Interest Free - Equal Payments'. A text box explains: 'Pay the purchase balance in equal monthly instalments. Pay on time each month to clear your balance by the end of the Interest Free Plan period.' 'Step 2' instructs to 'Send customer encrypted link to their mobile no. and email address to complete their Interest Free purchase.' It includes input fields for 'Customers mobile number' (0418 123 456) and 'Customers email address' (john.citizen@gmail.com), both with 'edit' links. At the bottom right, three blue buttons are stacked: 'Send Payment Link' (highlighted with a pink circle and a line pointing to the explanatory text below), 'Manual Payment', and 'Cancel Payment'. The WE BBQs logo is at the bottom center of the screen.

Order Summary	
Merchant Order No:	25245775050
Latitude Transaction Ref:	Pending
Invoice amount	\$4,848.45
Total	\$4,848.45

Accepted Interest Free Cards

Genie Visa American Express

Step 1
Select an Interest Free Payment Plan available below.

24 Months Interest Free - Equal Payments

Pay the purchase balance in equal monthly instalments. Pay on time each month to clear your balance by the end of the Interest Free Plan period.

Step 2
Send customer encrypted link to their mobile no. and email address to complete their Interest Free purchase.

Customers mobile number
0418 123 456 [edit](#)

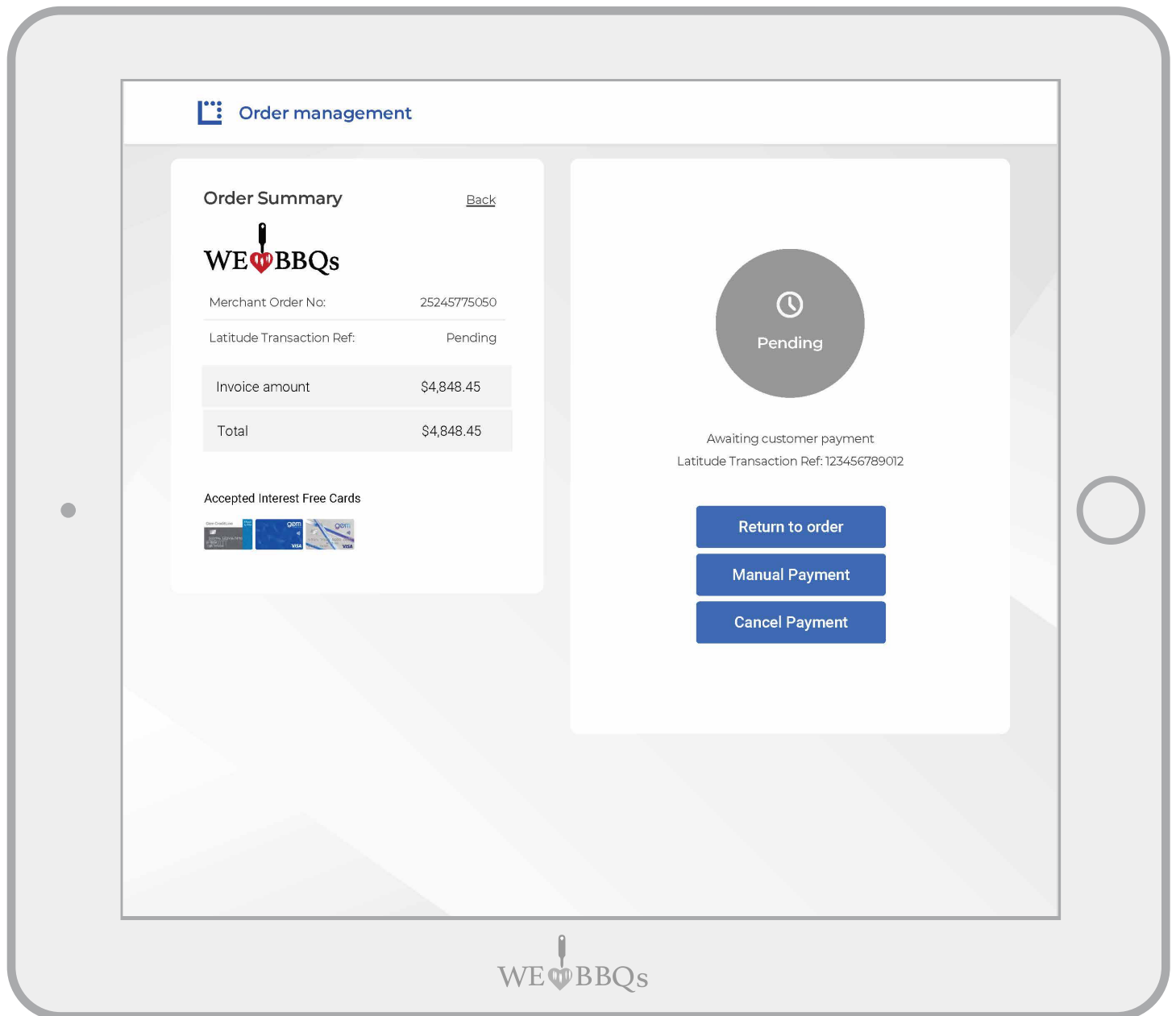
Customers email address
john.citizen@gmail.com [edit](#)

[Send Payment Link](#)
[Manual Payment](#)
[Cancel Payment](#)

Once the merchant has made the payment plan selection for the customer, they will send an encrypted link to the customer's mobile phone.



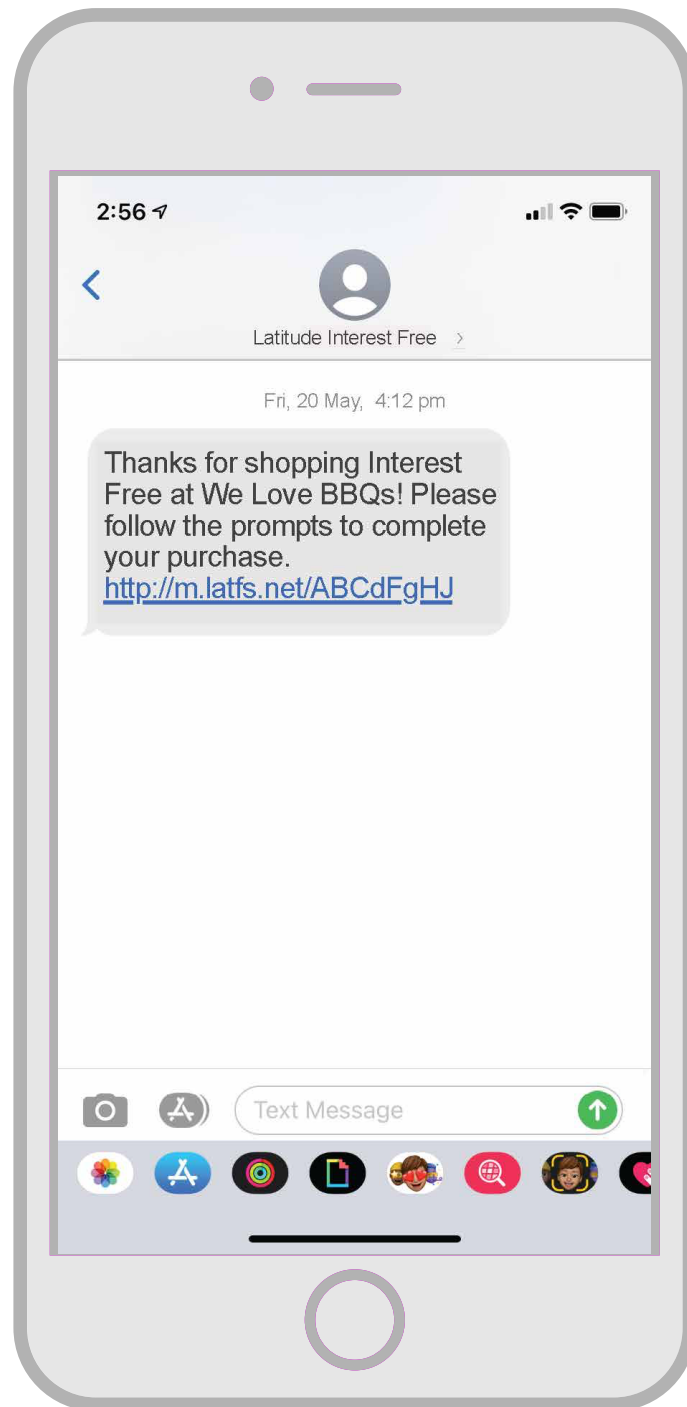
Sale is Now Pending



Once the payment link has been sent to the customer the transaction is now pending.



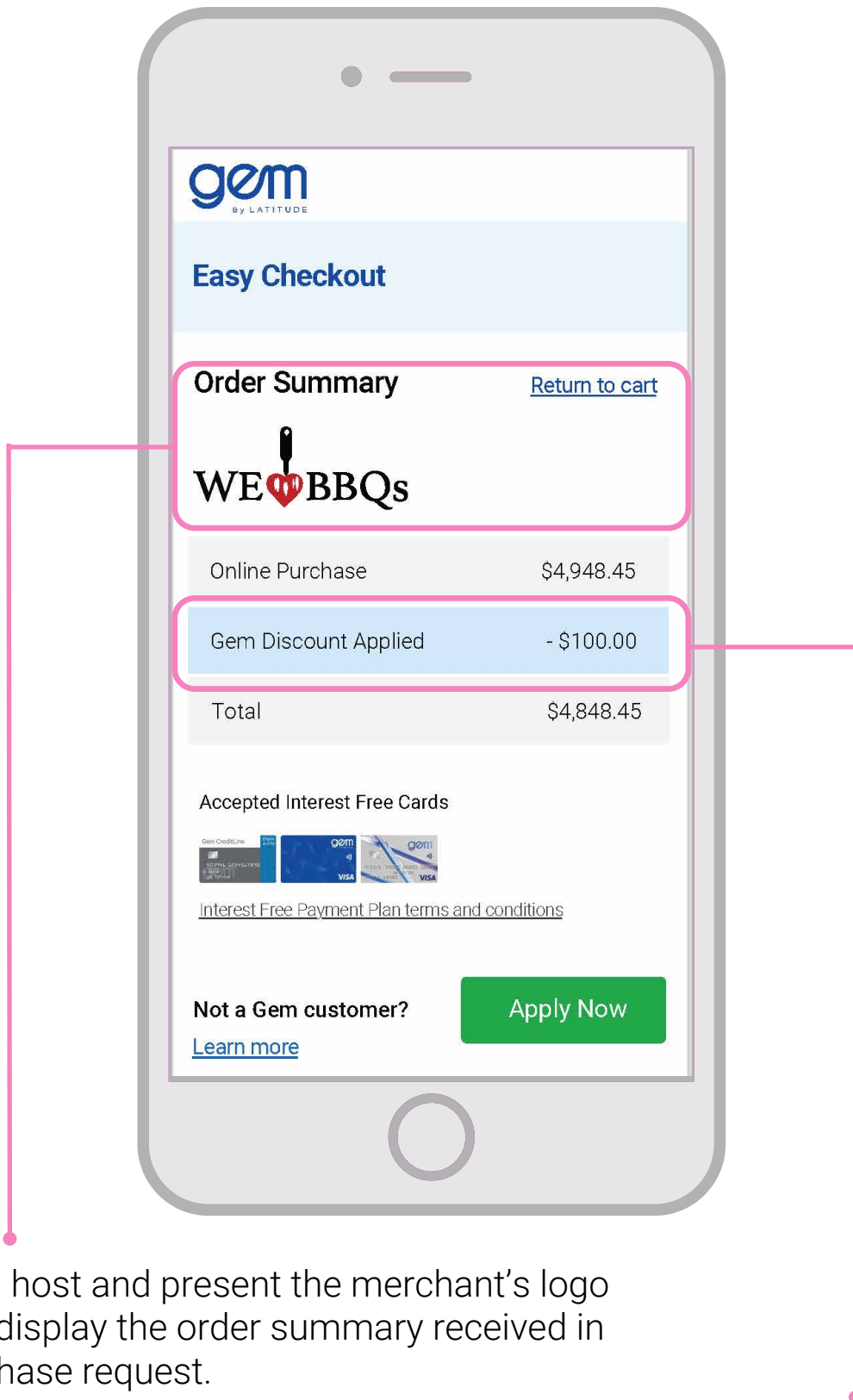
Customer Journey Begins



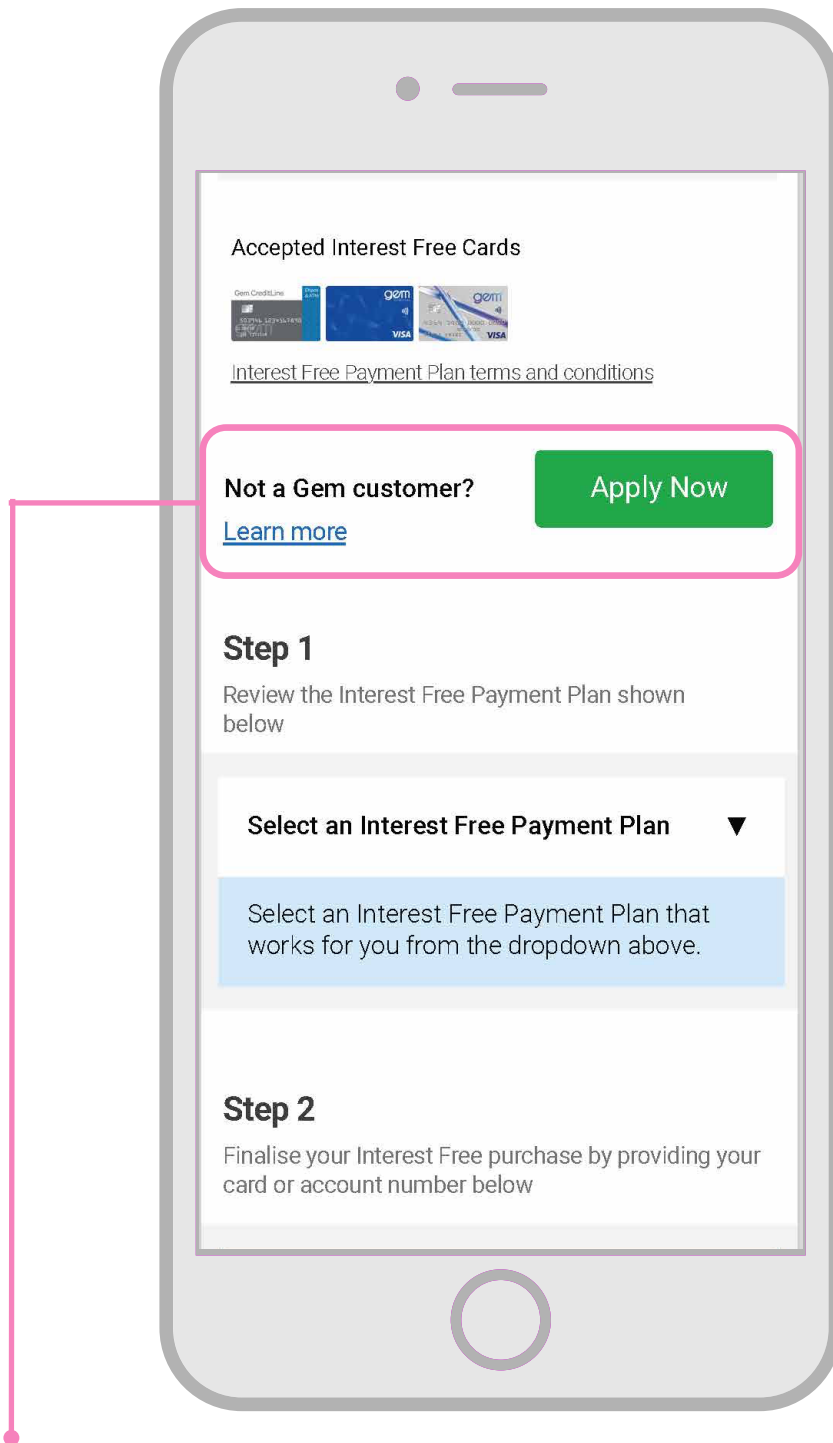
In the current Gem Checkout experience the customer receives the payment link via text message.



Gem Checkout Order Summary



Applying for a Sales Finance Product



Gem can redirect the customer to a new browser tab to complete a sales finance product application. Gem will provide a successful customer an Account Number to complete a purchase immediately.



Customer Reviews the Payment Plan

Step 1
Review the Interest Free Payment Plan shown below

24 Months Interest Free - Equal Payments

Pay the purchase balance in equal monthly instalments. Pay on time each month to clear your balance by the end of the Interest Free Plan period.

Step 2
Finalise your Interest Free purchase by providing your card or account number below

Pay with card number

I don't have my card

Card Number

1234 5678 9012 3456

The customer then confirms if the selected payment plan is correct.



Customer Enters Payment Details

Step 2
Finalise your Interest Free purchase by providing your card or account number below

Pay with card number

I don't have my card

Card Number
1234 5678 9012 3456

Card Expiry Date **CVC** ⓘ
mm/yyyy 000

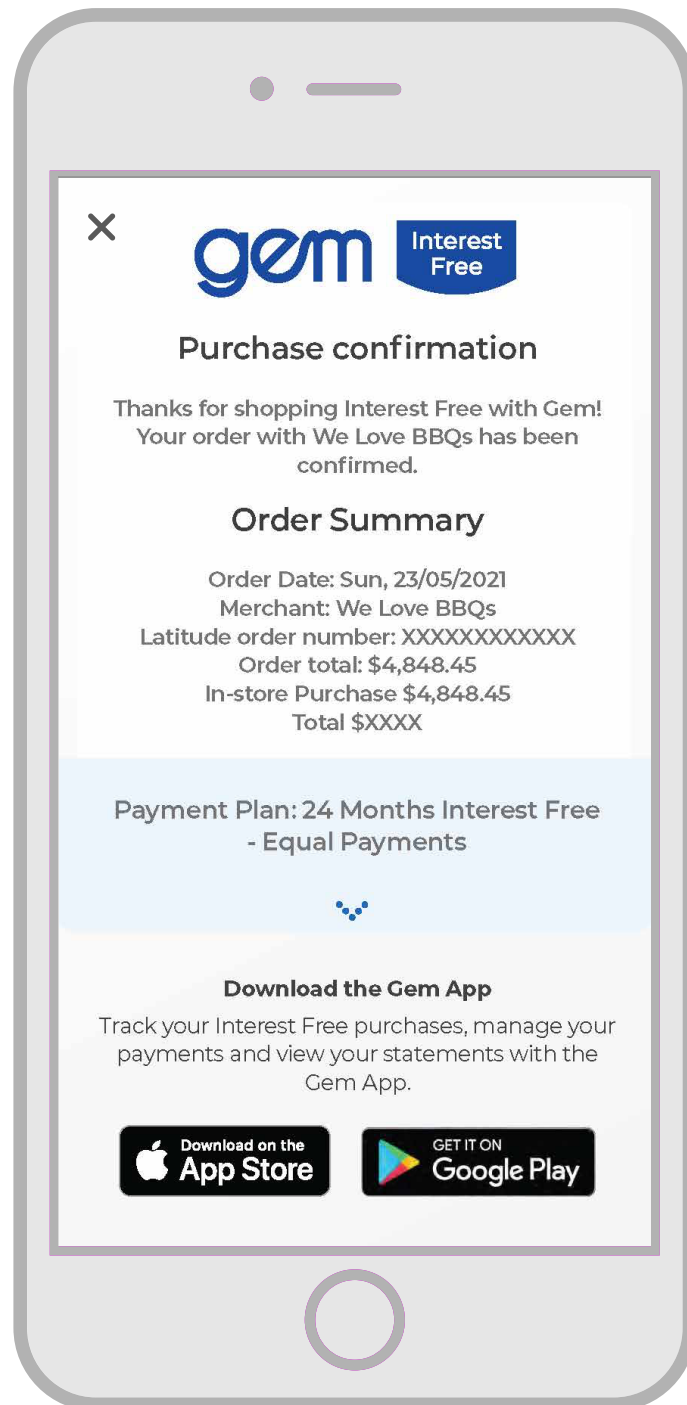
[Need to activate your card?](#)

Pay Now

The customer can now decide to pay with their card details or account number to finalise the payment.



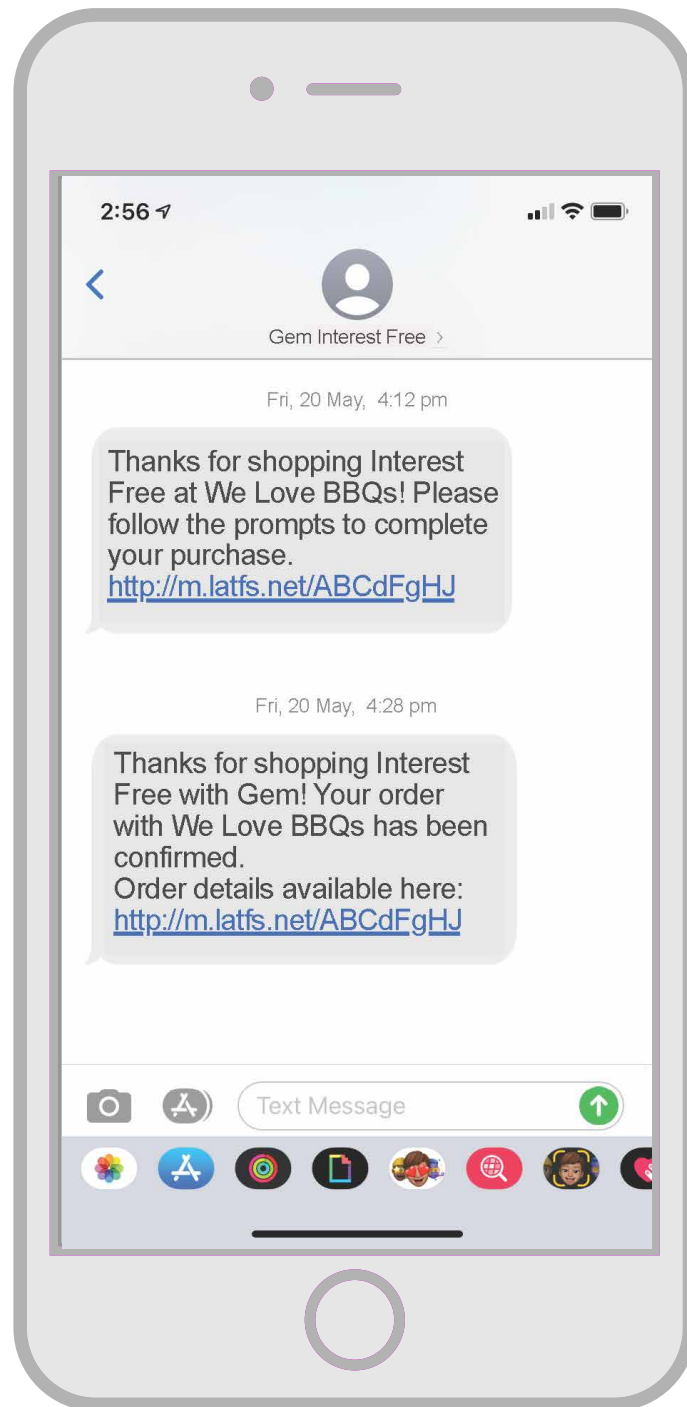
Customer Receives a Purchase Confirmation



The purchase confirmation will be sent as an email to the customer.



A Text Message will Also be Sent



The customer will also receive a text message that includes a link to view their order details.

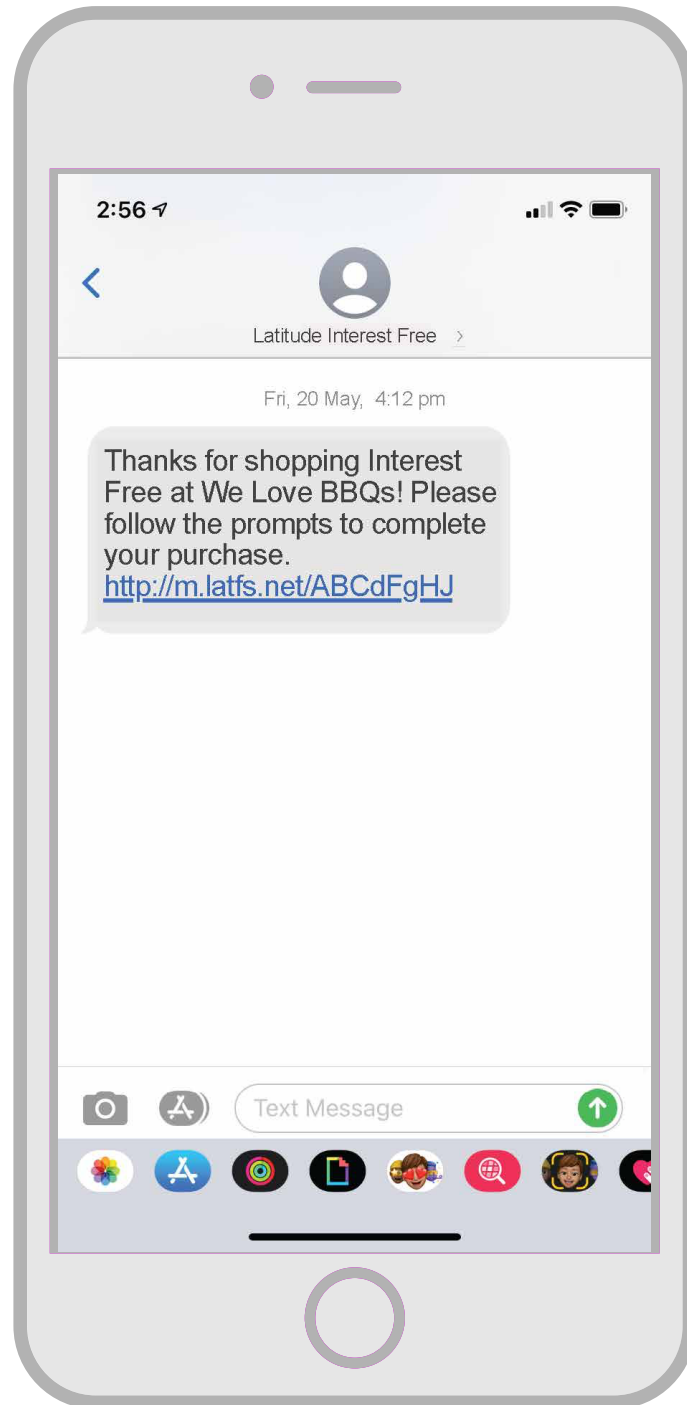


Q2 2022

The Gem Customer Journey



The Customer Journey Begins



In the current Gem Checkout experience the customer receives the payment link via text message.



Faster Customer Access - Log In

The customer can log in from this screen.

Or they can apply & create a Latitude ID

They can choose to pay with card or account number shopping.

Gem can redirect the customer to complete a sales finance product application. A successful customer can complete a purchase immediately using their Gem ID.



Faster Customer Access - Security

The customer will enter their password.

< **gem** By LATITUDE x

**Enjoy now. Pay later.
Interest Free**

Welcome back!

john.citizen@gmail.com

Enter your password below to proceed.

..... [forgot?](#)

☒ Remember me for faster checkout

Log in

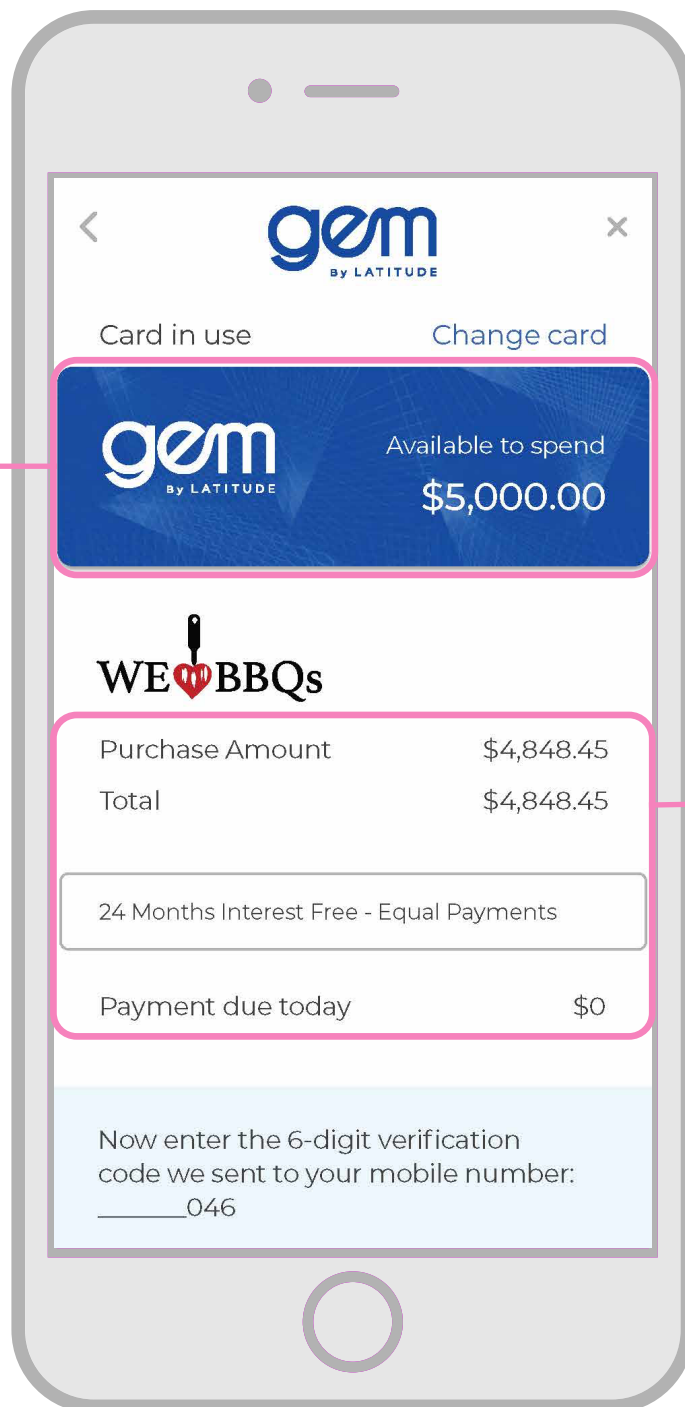
Log in with a one-time code

Or they can request a one time code that will be sent to their mobile.



Faster Customer Access - Checkout

The customer's sales finance product will appear in their digital wallet.



The customer will confirm the amount and payment plan.



Faster Customer Access - Checkout

WE BBQs

Purchase Amount	\$4,848.45
Total	\$4,848.45

24 Months Interest Free - Equal Payments

Payment due today	\$0
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Now enter the 6-digit verification code we sent to your mobile number:
_____046

----- [Resend](#)

[Pay now with one-time code](#)

Customer will need to enter the one time code sent to their mobile number to finalise payment.



Customer journey is now complete.