

First Annapolis Consulting, Inc.

Founded in 1991, First Annapolis is a specialized advisory firm focused on the electronic payments industry. We offer a suite of consulting and M&A advisory services to stakeholders across the electronic payments value-chain. We draw on over 25 years of industry experience and have one of the largest and strongest advisory teams focused exclusively on electronic payments.

For more information visit www.firstannapolis.com

Highlights

- Market coverage in the United States, Canada, Europe, and Latin America
- Leading advisor on financial services partnerships (co-brand, private label, prepaid, personal loan)
- Actively engaged in the evaluation and development of mobile/alternative payments innovations
- Track record of executing transformational M&A transactions in the payments space
- Advisor of choice on significant industry changes such as EMV, Durbin, and CARD Act
- Specialized portfolio management and implementation resources for new product launches, platform conversions, etc.
- Experts on large scale sourcing initiatives in areas such as the selection of processors, service providers, payment networks, etc.

By the Numbers

- Experience advising over 60 issuers and card partners on projects involving over \$200B in card receivables
- Advisory relationships with the largest retailers, T&E providers, and manufacturers in North America
- Supported most of the top 25 credit card issuers in the U.S.
- Represented a broad range of sellers and buyers on over 20 transactions in the ATM, EFT, and prepaid segments
- Represented sellers and buyers, in the U.S. and abroad, on 40+ transactions within the merchant acquiring industry

Practice Areas

Credit Card Issuing
Payments Strategy and Innovation
Commercial Payments
Merchant Acquiring
Mobile/ Alternative Payments
Retailer Services

Services

M&A Advisory
Partnership Finance
Strategic Sourcing
Portfolio Management
Rewards Program Support

Our Professionals

- Over 80 experienced professionals on staff
- Consultants with prior experience at Capital One, GE, Citigroup, American Express, Fair Isaac, and Bank of America
- Subject-matter experts across the payments value-chain
- Coverage of mobile and alternative payments / lenders
- More than two decades of experience advising market leaders on electronic payments
- International market coverage via European office

Contact Information

U.S. Headquarters

Three Park Place, Suite 200 ▪ Annapolis, Maryland 21401
P: 410.855.8500 ▪ info@firstannapolis.com

Europe Office

Keizersgracht 313-I ▪ 1016 EE Amsterdam ▪ The Netherlands
P: +31 (0)20 530 0360 ▪ joel.vanarsdale@firstannapolis.com



Media Contact

Lindsey B. Bauer ▪ Marketing Manager
P: 410.855.8565 ▪ lindsey.bauer@firstannapolis.com

Publications

The Navigator is our free monthly publication that highlights our views on key industry events and trends.

Visit us at www.firstannapolis.com to subscribe.

Follow us on LinkedIn and Twitter  

We routinely publish thought leadership articles / infographics on LinkedIn and Twitter.