



ACND

2018



ACND is a **blockchain-based corporate travel payment platform**, specifically designed to be the cryptocurrency for the business travel industry. ACND will tokenize the entire corporate travel payment ecosystem. ACND eliminates inefficiencies, middle men, and fees while providing faster payment processing. The ACND ecosystem is the first easily accessible and consolidated source of all corporate travel spend data for corporations, travelers, suppliers and travel agencies.

PROBLEM:

The B2B travel payment and expense landscape is fragmented and antiquated. In this \$1.6 Trillion industry, corporate travelers are forced to use a multitude of disparate payment methods such as emails, phone calls, faxes, billing, payment authorizations, personal credit cards, corporate credit cards, virtual credit cards (VCC), virtual account numbers (VAN), checks and cash. Corporations, suppliers and travel agencies are then subject to intensive reconciliation and reimbursement processes, processing and work flow inefficiencies, continual expense submissions, hidden fees, administrative costs and bypassing spend policies... which are all time consuming and expensive back office activities.

SOLUTION:

By leveraging blockchain distributed ledger technology, the ACND token will provide an extremely secure and efficient B2B payment platform for corporations, suppliers and travel agencies. ACND will automate commission payments from suppliers to agencies and automate reconciliation of the expense data for corporations. ACND will also eliminate the need to submit expense reports and eliminate the expense reimbursement process for corporate travelers.

Why Blockchain?

Immutability – The immutable nature of blockchain technology will eliminate disputes between travelers, agencies and suppliers. Another costly issue, chargebacks, which are common in the industry will be eliminated by the use of our blockchain solution.

Distributed Payment Processing – The distributed ledger inherent in blockchain technology will allow for fast, cost effective cross-border payments. Currently, agencies and corporations pay significant fees for processing cross-border payments along with additional FX fees. Our blockchain solution will significantly decrease the fees and time of payment processing.

Smart Contracts

Using smart contracts, we are automating the commission payment process from suppliers to agencies. The amount of commission due to an agency will be automatically escrowed and paid instantly once the consumers' trip is complete and service is rendered.

The ACND wallet will match expenses with corporate spend policies in real-time to ensure compliance. ACND is an ERC20 compliant token enabling integration of necessary information within the transaction. The ACND token allows us to program applications tailored for any client travel transaction. The ACND token automatically settles these payments instantly, as opposed to days, and at a significantly reduced fee.

Have you ever arrived at a hotel on a business trip paid for by your company, so the name on your ID doesn't match the name on your form of payment? Or the hotel needs a fax with the front and back of the credit card to authorize your stay? ACND's **vertically integrated digital payment ecosystem** solves these issues, and many more, with quick and cost effective B2B payments.

Loyalty – As a part of our solution, travelers will receive loyalty rewards from bookings. These rewards may be spent with any of our supplier partners at preferred rates. The loyalty feature of our token will drive the network effect, an important aspect of our tokenomics.



Current Market Solution - Virtual Card Numbers (VCNs) are currently viewed as the most “progressive” payment technology in the space, with steady 10% YoY growth, expected to reach a spend of \$377 Billion this year. The VCN company, Enett, generates over \$50M per quarter as Travelport’s fastest growing company, with revenue growth of 68% per year. However, these VCN solutions use antiquated technology such as fax machines for payment authorizations, and they require a trusted third party such as Mastercard (middleman) to execute the transaction. The corporate travel industry is ripe for disruption by an innovative payment solution.

ACND has a strategic partnership with a leading global travel management company, Teplis Travel. Teplis and their global infrastructure partner, will provide real-time intelligence and use-case scenarios for our B2B payment solution, as well as \$2B in critical mass of clients to beta test and expedite the official launch and scalability of our global program.

ACND is positioned to claim a significant market share of this \$1.6 Trillion industry through its first-mover advantage and innovative platform solution, driven by an experienced and professional team.

Team

Gary Teplis, CEO

As CEO of Teplis Travel, Gary has built Teplis Travel into a leading global Travel Management Company (TMC). A graduate of Rollins College and London University, Gary regularly interacts with companies that have a global footprint, fine-tuning service delivery in a constantly evolving marketplace. Gary integrates the latest developments in travel technology to keep Teplis ahead in a very dynamic industry. In addition to leading Teplis Travel, Gary is an angel investor and venture capitalist in numerous industries. For example, Gary was a founding investor in travelscape.com, which was eventually sold to Expedia. Gary developed the corporate HQ location for Under Armour in Baltimore, which was eventually sold to Under Armour. Gary has invested in many other Industries such as telecom, finance, medical, real estate, technology and is currently an active investor in blockchain and cryptocurrency opportunities.

Chase DuBois, COO

A graduate of University of Florida (BS & MS), Chase DuBois began his career with Ernst & Young as a CPA. He has experience in management consulting and technology with McGladrey. Chase has worked with Fortune 500 companies such as SunTrust, ING (Voya), and others. He also managed a decision support team at Travelport in their technology division. Chase’s work in strategic finance during his tenure at Travelport drove significant improvements in the organization’s processes while enabling the business to make informed technology investment decisions. Chase is a proponent of blockchain technology and an investor in cryptocurrencies.

Blake Jackovitch CIO

Blake Jackovitch has extensive experience creating, producing and executing projects. An experienced designer he honed his creative skills during a successful career with Look-Listen where he performed numerous roles leading to successful projects with NCR, City of Atlanta and Clemson University. His ability to originate and implement new ideas led him to a co-founder role at Mobile Monday Atlanta and partner at Raider Films. Leading vision and strategy, external communications, marketing and social media for both organizations. An early adopter of cryptocurrencies and blockchain, he remains well-versed and proficient in the technologies.

Tharwat Abdul-Malik Lead Architect

With over 20 years of technology and business experience. He is skilled in software development, agile project management, enterprise architecture, systems integration, APIs, and blockchain technologies. He has been an independent consultant and entrepreneur for most of his career, working for such clients as Travelport, Delta Airlines, McKesson, Sharecare, Vodafone, Racetrac, Raytheon, and a host of startups in advisory, development and leadership roles.

