



Centrip
Stories

Falcon Corporate Services

PR agency empowers its people for best results

Falcon Corporate Services is an international public relations business with a special focus.

“The biggest problem for an organisation like mine has, historically, been payments. We need to engage people all over the world, pay their fees and fund their expenses for the project.”

José Neif Jury,
Founder and Director, Falcon Corporate Services

“We build bridges between the east and the west,” explains founder and director José Neif Jury, “from Asia and the Middle East on one side, to Latin America on the other, because, historically, there’s been very little connection between these two parts of the world. That’s our niche.”

It’s a business built on trust, relationships, networks and contacts. Inevitably, it involves a lot of travel, meeting with clients in government and industry and making essential connections.

“For example, one of our clients is an Arab government. We help them organise trade delegations. If a minister wants to travel to, say, Argentina they may not know the best people to talk to on any particular industry sector. They may not have the contacts or the language fluency to facilitate those introductions, but we have the skills and contacts. And, if necessary, we’ll make a thousand phone calls to find the right people.”

But, Falcon is concerned with more than simply making introductions.

“Too often with such trips, people enjoy their dinner at the embassy, take pictures and go home. But then, nothing happens. We do the post-event follow-up because results need to be built. They don’t happen magically. Those follow ups have been the key to our success.”

The business has a core team of 20 staff and hires other required skills, on a project basis, from its extensive network.

“We can have up to 100 temporary employees and associates working on projects around the world,” José Neif explains.

“The biggest problem for an organisation like mine has, historically, been payments. We need to engage people all over the world, pay their fees and fund their expenses for the project. That could be travel expenses, phone calls, equipment, whatever’s required. We often need to move quickly and traditional wire transfers can be too slow.”

Bank transfers can also increase business risk when dealing with new associates.

“Before, we might have transferred money to an individual’s bank account, but then have been exposed if they didn’t complete the work.”

Centtrip, for everything international

“Centtrip is now involved in pretty much everything we do internationally. It’s become a trusted partnership and I’m super happy with them.”

Falcon Corporate Services needed an international payments solution that would bring complete control, anywhere in the world, enabling the business to operate as smoothly as possible. A friend of José Neif’s recommended Centtrip.

Centtrip specialises in the needs of organisations with internationally mobile teams and individuals.

The Centtrip platform provides multi-currency deposits, payments, foreign exchange and multi-currency payment cards. Designed for the needs of international business, the Centtrip prepaid Mastercard has the highest balance and transaction limits in the industry.

Multiple cards can be managed from each account and clients can hold up to 15 currencies, to a total value of £350,000, on a single card.

Centtrip met Falcon’s needs and it quickly became a part of the firm’s regular operations.

“Centtrip empowers my people”

Today, Falcon Corporate Services uses around 50 Centtrip prepaid cards for its consultants around the world.

“Having a Centtrip Mastercard, which is accepted anywhere in the world, allows us to be truly global.”

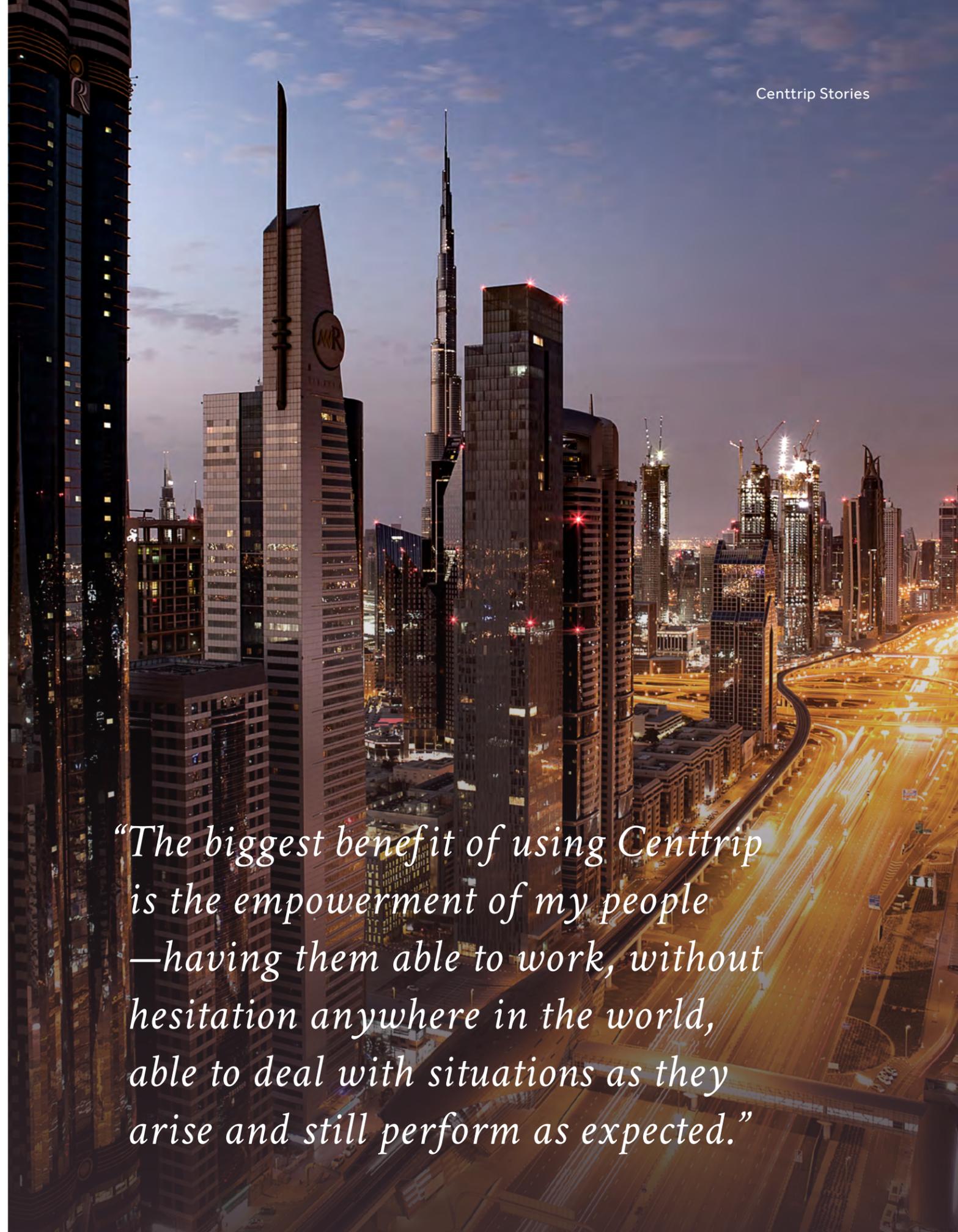
Using the Centtrip prepaid card means that Falcon remains in control. José Neif can instantly transfer funds to any card while flexible, real-time reporting makes it simple to analyse and manage project

expenses, ensuring everything is accurately accounted for and/or recharged to the client.

“Empowerment is the key to everything,” José Neif says. “When people know the company has their backs, they feel empowered and motivated and they get things done. But, if you ask them to pay from their own pocket

and say you’ll reimburse them, that’s a different story. With the Centtrip prepaid card, they know we have their backs. The biggest benefit of using Centtrip is the empowerment of my people—having them able to work, without hesitation anywhere in the world, able to deal with situations as they arise and still perform as expected.”

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Improving business agility

Using Centtrip means that Falcon Corporate Services can better manage its business anywhere in the world.

"With the Centtrip app, or the website, I can make payments myself and keep track of everything. The exchange rates are very good and I can make payments at the push of a button. Centtrip gives me better control over expenses and faster payments," José Neif explains.

"Centtrip's high card and transaction limits are very important for Falcon, too" he continues. "When one business class ticket from Singapore to Miami, or from Dubai to Buenos Aires, can cost more than \$10,000, we need high card limits just for day-to-day expenses."



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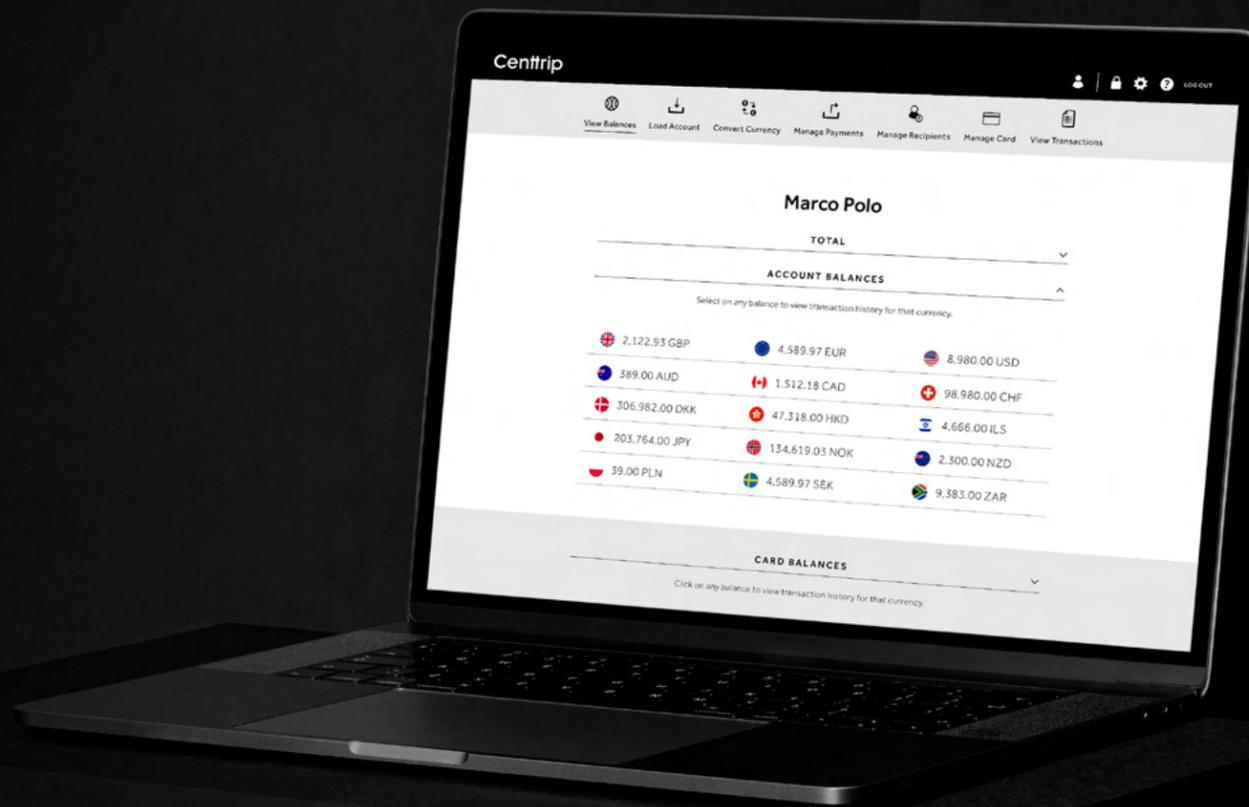
“Centtrip is light years ahead of everybody else, just because of its people.”

“Remarkable service”

“The number one reason to work with Centtrip is the team,” says José Neif.

When managing multiple projects, people and payments around the world, it is reassuring to know that there is a dedicated team on hand to help with any query you might have.

“The Centtrip team is super important,” José Neif finishes. “Compared to other card suppliers and banks, the quality of the team is remarkable. I deal with many banks, card issuers and payment companies around the world and Centtrip is light years ahead of everybody else, just because of its people.”



Centtrip is an award-winning financial technology company with global reach. We provide intelligent real-time treasury and payment solutions to companies of all sizes.

Our cutting-edge technology is used by over 16,000 clients worldwide and our premier financial services and dedication to customer experience have made us industry leaders in the marine and music sectors, paving the way for successful partnerships in other industries, including aviation, film and TV, sports and media.

To discuss how Centtrip can support you, contact us today

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Centtrip

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