



# Payments Without Borders

Smart international payments are helping tech traders move faster, trade smarter, and stay in control

For resellers and distributors in the mobile and electronics industry, managing international payments isn't just about moving money - it's about doing it quickly, securely, and without unexpected costs.

That's where Equals Money comes in. With infrastructure spanning 40 currencies and a proven track record in cross-border finance, the company has become a reliable partner for businesses navigating complex global supply chains under constant cash flow pressure. After making its debut at ITC Malta in 2024, Equals Money is focusing on the specific needs of this industry, offering a combination of transparency, control, and real-time execution.

## Beyond Borders, Built for Control

"Trust is foundational," says Mark Bolsom, Group Sales Director at Equals Money. In a climate where one late payment can stall a shipment or derail a deal, that foundation matters. From Tier 1 banking rails to real-time payment tracking and multi-jurisdictional compliance, Equals has built its platform with resellers and distributors in mind. Clients - whether they're moving £5,000 or £5 million - stay in control at every step.

That control also extends to transparency. Unlike traditional banks where costs often hide in the fine print, Equals offers blended FX pricing, live visibility, and no hidden fees. For businesses operating on wafer-thin margins, the difference isn't just procedural - it directly impacts the bottom line. "You get the speed of a fintech with the scale of a bank, without the cost or friction of either," says Mark.

## One IBAN, Forty Currencies

For companies sourcing in Asia, selling in Europe, and reconciling payments in the US, complexity is baked into the model. Equals Money's unified IBAN feature simplifies this equation by allowing clients



to operate across multiple regions from a single account. That means fewer reconciliation headaches, less need for region-specific banking, and far greater visibility. “You can operate like a local business – even if your suppliers span continents,” Mark explains.

### Automation Where It Matters Most

In high-volume payment environments, speed isn't a luxury – it's survival. Equals' API-driven platform integrates directly with client systems, letting distributors trigger payments and manage FX exposure straight from their ERP or finance tools. No file uploads. No delays. Just embedded control. For some clients, it's the difference between chasing issues and leading with clarity.

**“Automation means fewer errors, faster execution, and real-time visibility. That capability is critical when you're sending thousands of payments a month.”**

– Mark Bolsom, Group Sales Director

### Helping Clients Think Strategically About Payments

While many still see payments as back-office admin, the most successful Equals clients don't. They automate wherever possible, centralise treasury functions, and use local payment rails to save on cost and time. For Equals, that's not just advice – it's a client profile. “The businesses that grow globally treat payments as a strategic function,” says Mark. And Equals is built to support that mindset.



**“We simplify regional complexity by offering ‘collect globally, deliver locally’ capabilities – all through one account.”**

– Mark Bolsom, Group Sales Director

From real-time currency conversion to unified global accounts, Equals Money is quietly rewriting the playbook for how money moves in the electronics and mobile industry. Whether it's helping clients cut FX costs by 40% or reducing payment times from days to hours, the focus stays the same: give businesses the tools to move faster, with less friction and more control.

From real-time currency conversion to unified accounts, Equals Money delivers what traders need most: **less risk, lower cost, and more control.**

Learn more at: [equalsmoney.com](https://equalsmoney.com)