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# PayPoint makes new hire to lead parcels growth

*Gary Winter appointed to new Parcel Services Director role*

**Welwyn Garden City, 12th April 2017:** PayPoint today announced the appointment of Gary Winter to the newly created role of Parcel Services Director.

Gary has worked in the eCommerce and delivery industry for 17 years and has held senior positions with a number of UK parcel carriers including UK Mail, Royal Mail/Parcelforce and Hermes.

The appointment follows the new Collect+ agreement between PayPoint and Yodel, in December 2016, which opens the industry-leading service to other parcel carriers for the first time, so that more retailers and consumers can benefit from the convenience of Collect+.

Gary Winter commented; “My role at PayPoint is to widen the usage of the Collect+ network and to make the industry leading Pick Up/Drop Off network available to as many on-line shoppers as possible, regardless of who they shop with. I’m looking forward to working together with retailers and carriers to increase the reach of this service and the value that it brings to their businesses”.

Tim Watkin-Rees, PayPoint’s Business Development Director, commented; “We’re pleased that Gary has joined us to accelerate our parcel growth plans and his appointment is further evidence of our commitment to drive innovative services that consumers love and that give a real benefit to our retail partners”.

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## **NOTES TO EDITORS**

## **ABOUT PAYPOINT**

We support market leading national networks across 39,000 convenience stores in the UK and Romania so that our customers are always close to a PayPoint store. In thousands of locations, as well as at home or on the move, people use us better to control their household finances, essential payments and in-store services, like parcels. Our UK network contains more branches than all banks, supermarkets and Post Offices together, putting us at the heart of communities for over 10 million regular weekly customers.

We have a proven track record of decades of tech-led innovation, providing retailers with tools that attract customers into their shops. Our industry-leading payments systems give first class service to the customers of over 1,500 clients - utility companies, retailers, transport firms and mobile phone providers, government and more.

We are on and offline; providing for payments by cash, card including contactless; retail, phone and digital; at home, work and whilst out and about from Land's End to the highlands and islands – helping to keep modern life moving.

### **Multichannel payments**

We offer clients streamlined consumer payment processing and transaction routing in one, seamlessly integrated solution, through MultiPay. This gives customers the flexibility to pay in the way that best suits them; including mobile app, online, text, phone/IVR and cash in-store.

MultiPay is live with Utilita, a fast growing challenger energy supplier. We have signed several other energy companies, a framework agreement with Procurement for Housing and, significantly, Scottish and Southern Energy, our first Big 6 energy client

### **Retail networks**

In the UK, our network includes over 29,000 local shops including Co-op, Spar, Sainsbury's Local, Tesco Express and thousands of independent outlets. These outlets are quick and convenient places to make energy meter prepayments, bill payments, benefit payments, mobile phone top-ups, transport tickets, TV licences, cash withdrawals and more.

Our Romanian network continues to grow profitably. We have more than 10,200 local shops, helping people to make cash bill payments, money transfers, road tax payments and mobile phone top-ups. Our clients include all the major utilities and telcos and many other consumer service companies.

In the UK, our Collect+ network offers parcel collection and return services in nearly 6,000 convenient outlets. Customers use Collect+ for their parcels from major retailers including Amazon, eBay, ASOS, New Look, John Lewis, House of Fraser, M&S and Very. The Collect+ brand is jointly owned with Yodel.

The UK network also includes over 4,200 LINK branded ATMs, and 10,000 of our terminals enable retailers to accept debit, credit and contactless payments, including Apple Pay.

We operate over 3,000 Western Union agencies in the UK and Romania for international and domestic money transfers.