

# HNB Partners with Pay&Go to Enable Card Acceptance Solutions for SMEs



*(L-R): Krishan Jayamanna, Aggregator Solutions Executive, HNB; Gayan Gunawardane, Product Head of Merchant Services and Digital Pay Products, HNB; Zacky Ahmed, Head of Acquiring and Digital Payment Solutions, HNB; Gauthami Niranjana, Head of Cards, HNB; and Vardan Aslibekyan, General Director, MegaPay; Ushantha Samaraweera, Head of Sales and Marketing, MegaPay; and Shashika Malagamuwa, Project Manager, MegaPay were present during the occasion.*

Further strengthening the partnership with MegaPay, HNB partnered with Pay&Go to introduce an accessible and affordable card payment acceptance solution for Small and Medium Enterprises (SMEs) in Sri Lanka.

Through this partnership, SME entrepreneurs will be facilitated with an advanced POS system that will enable them to expand using contact, contactless, and QR transactions through Pay&Go Android POS terminals. Gauthami Niranjana, Head of Cards, HNB, and Vardan Aslibekyan, General Director, MegaPay, were present during the occasion.

“SMEs are a key driver of the Sri Lankan economy, accounting for 45 percent of all employment and more than half of all GDP. In the face of an unprecedented economic crisis, one of the surest paths to recovery is to provide these invaluable enterprises with the technology, tools and expertise to transform themselves to

compete in an increasingly digital world. Our partnership with Pay&Go represents another major step forward in this vital effort to empower Sri Lanka's SMEs technologically," Gauthami Niranjana, Head of Cards, HNB, said.

Through the partnership, HNB SME entrepreneurs will gain access to enterprise-grade advance payment acceptance solutions, including bill payments, peer-to-peer transactions, and QR code payments. It will also enable low-cost payment acceptance and several value-added services designed to provide SMEs unprecedented access to new customer segments, leveraging robust e-commerce capabilities. It also allows access to other services, such as payment options through mobile, utilities, internet, insurance, television, banks, wallets, online services, and donations, radically optimizing each SME's ability to transact with customers and other partners during the course of their daily operations.

"Currently, HNB has the largest portfolio of entrepreneurs in Sri Lanka, and this partnership will further accelerate the growth of our services in upgrading the country with seamless payment solutions for all business purposes. We look forward to working closely with HNB to leverage their advanced tech expertise to make the lives of our customers more accessible and better," Vardan Aslibekyan, General Director, MegaPay, said.