



## Securing Chase Small Business

Kudos to the U.S. Chase Account team. This team recently secured a three-year renewal on the bank's small business program. The win is especially notable since Chase has been working closely with Visa for other lines of business. Retaining the portfolio was paramount.

Late last year, we discovered an opportunity to negotiate the recovery of the portfolio before it left, explains Ray Champ, account leader for JPMorgan Chase. Working in tandem with teams in Finance and Law & Franchise Integrity, MasterCard put forth a proposal to keep the business. "We were able to stop the conversion in its tracks," says Ray.

JPMorgan Chase has always been an important customer for MasterCard. Our brand graces many of the bank's products including cobrands with IHG and Amtrak as well as a sizable commercial card portfolio. We also continue to manage debit cobrands with key NFL teams.

Says Max Krause, general manager, Customer Account Management, "We could not have asked for a better outcome. This is the best way to ensure Chase remains a key customer for MasterCard."

Adds Ray: "We will spend the next three years reminding the bank of our value. Our many products and services can help Chase increase revenue, gain wallet share and deepen relationships with their cardholders. We intend for the bank to stay with MasterCard for a very long time to come."

Share your congratulations in the comments below!