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## Building Billions with DR. ANDY KHAWAJA

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# Building billions with Dr. Andy Khawaja

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Dr. Andy Khawaja, multi-billion-dollar CEO of Allied Wallet, has led this world leader in payment processing and merchant services for over a decade, building its success in 196 countries by enabling consumers to transact with merchants at the most affordable rates with high quality service.

Dr. Khawaja sat down with China Economic Review to discuss the approach that Allied Wallet takes to ensure that their clients are successful and secure when it comes to accepting online payments around the world.

*“Every Allied Wallet payment is encrypted using PCI Level 1 security - the*

*highest level of security for credit card data – so the beauty of using the gateway is the convenience it provides for our client. They can focus on helping their customers, and we take on the security measures so that they don’t have to worry about it.”*

Allied Wallet’s global presence connects merchants and customers by supplying a safe and easy-to-use payment gateway, that allows merchants to accept more payments from regions that were previously out of their reach with other processors, and has often been called the fastest growing payment processing solution in regions such as Asia, Europe, and South America. One of the key factors in the international company’s

success, however, is their understanding that no two countries are alike when it comes to online consumerism.

*“Last year, China spent more money in e-commerce than the UK and US combined,” says Dr. Khawaja. “It’s a market that’s growing at about 20% every year, and we want to make sure that the merchants who are selling their goods and services are receiving the kind of secure and flexible processing they need to see major success.”*

The ability to adapt to a wide variety of business types across all seven continents makes them truly stand out amongst their competitors. They are continuously adding more

payment methods to allow consumers to make purchases more easily with card brands such as China Union Pay, Visa, MasterCard, and Discover, among dozens of others.

Allied Wallet’s recently released NextGen payment gateway effectively offers the services of five separate companies, all in one easy to access place, with the system specifically built to be entirely customizable, flexible, and interactive. They have built a system that supports third party app development and even app creation, along with universal integrations with any shopping cart solution. With over 70 pre-existing APIs, the Next Gen Payment Gateway allows for simpler integrations for both merchants and their web developers, and can be tailored to the specific needs of their individual businesses. Additionally, any internet-connected application or device can access the state-of-the art functionalities of this revolutionary payment platform.

Often referred to as the ‘Pioneer of E-Commerce Solutions’, Dr. Andy Khawaja is known around the world for his drive to constantly improve and innovate, so that the services his company offers is always leading the industry in security, functionality, and a user-friendly interface. Features such as a point-of-sale Swipe device, a pre-paid debit card, and the Allied Wallet mobile app, allow merchants to more easily check on new sales, receive information about payouts, and continue to improve their business no matter where in the world they are. Whether the clientele is based in Asia, North America, Europe, or anywhere else, Allied Wallet ensures safe transactions, live updates, and exceptional customer service.

Dr. Khawaja does this by making sure

he has the best team that the industry can offer, who share the same dedication and hard work-ethic that he does.

*“I can come to work knowing that my team will be working from the heart. By working smart and participating actively in the company, we stay ahead of the game,”* he says. *“Having the freedom to innovate benefits us all and enables us to grow.”*

The passion to make something truly great, and to help people achieve a level of success they had previously only dreamed of is the driving force behind Allied Wallet and its billionaire creator.

Allied Wallet and its founder are often recognized in major American and British institutions such as Forbes, TIME Magazine, CNN, The Sunday Times, Fortune, and Wired for their contributions to the financial tech industry, and with the rapidly growing online economy in China, Allied Wallet has seen great success in this region as well. CEO and founder Andy Khawaja knows first-hand how difficult it can be to build a business from the ground up.

As a child, Dr. Khawaja grew up in war-torn Lebanon, showing his entrepreneurial spirit early on by collecting bullet casings from the street to turn in to the local bureau for money. After moving to America as a teenager, his determination and unyielding work ethic quickly made him a success at each job he held. In 2002, he recognized the need for secure payments when the internet was experiencing its

first big tech boom, and he started Allied Wallet from his one-room apartment in Los Angeles. In the 15 years since, his company has reached over 150 million users around the world, and has received innumerable awards for their creativity in protecting business owners and consumers alike from online fraud.

His philanthropic endeavors have also provided him with international recognition for his help in global children’s protection, assisting veterans, and providing guidance to young entrepreneurs so that they can reach their goals through education and working intelligently. As for his advice to people around the world who are just starting their business, he says to them *“Dream and aim big because the sky’s the limit and you will get there if you really want to.”* ♦



Dr. Andy Khawaja, CEO of Allied Wallet