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This Week's NewsFilter...

While the ETA Expo quickly approaches, some U.S. acquirers, with the backing of ETA, have begun to organize the first [International Acquiring Forum](#).

This week [Bitcoin has been all the rage](#), including news of a Texas family [selling their Porsche](#) for approximately 300 Bitcoins.

Other highlights include:

- [PayPal eyes merchant cash advances for online retailers](#)
- [Schnucks confirms payment data was compromised](#)
- [Discover releases March U.S. Spending Monitor results](#)

As usual, be sure to check out the assortment of [Payments Press!](#)

Featured

TSG to Participate in ETA's Investment Community Forum

We at TSG thought you might be interested in what is always a great event being hosted by the ETA on **Tuesday April 30th** in New Orleans immediately preceding the ETA Annual show. The Investment Community Forum (ICF) is geared towards anyone investing or guiding investors in the payments space but is equally valuable to existing payments participants. This year's event tops those of the past with an opening key note focused on the changing face of payments, followed by the best line-up of panels from across the technology, payments and investment sectors. This year we will have three amazing panels: Technology, International, Processor and we will close with a panel that will debate the Future of the Payments Space.

[Click here to view the ICF agenda.](#)

[Acquisition Multiples & Attrition Summary](#)

[Merchant Aggregation](#)

[Acquirer Strategic Assessment](#)

[TSG MPPS Benefits](#)

[MPPS Example Report](#)

[ETA/TSG Economic Indicators Report](#)

[Case Study: Driving Value Through Competitive Bidding](#)

[Should Traditional Merchant Acquirers "Beware of Square"](#)

[What Benefits Me By Paying a Credit Card Swipe Fee?](#)

This Day in History: 1614

Pocahontas Marries John Rolfe

Pocahontas, daughter of the chief of the Powhatan Indian confederacy, marries English tobacco planter John Rolfe in Jamestown, Virginia. The marriage ensured peace between the Jamestown settlers and the Powhatan Indians for several years.

In May 1607, about 100 English colonists settled along the James River in Virginia to found Jamestown, the first permanent English settlement in America. The settlers fared badly because of famine, disease, and Indian attacks, but were aided by 27-year-old English adventurer John Smith, who directed survival efforts and mapped the area. While exploring the Chickahominy

To learn more about this event and register, please [click here](#).

I hope to see you there!



U.S. Acquirers, Including ETA, Planning International Forum

4/03/13 ISO & Agent

Some U.S. acquiring industry veterans are organizing the first International Acquiring Forum, which is scheduled for Sept. 17-19 in London and has the backing of the Electronic Transactions Association. One of the organizers, Linda S. Perry, a consultant and former Visa Inc. executive, took time out this week from creating a website for the event to describe the forum to ISO&Agent Weekly.

Yes, You Should Care About Bitcoin, and Here's Why

4/04/13 GigaOM

Everybody's talking about Bitcoin these days, which is quite remarkable given the highly technical nature of the crypto-currency. So why is it such a big deal? To explain why, I'm going to start with the implications of Bitcoin, then get into the technical nitty-gritty. Why that way round? Because there's more to Bitcoin than the technical wow-factor, or indeed the crazy speculation that's going on now. Even if Bitcoin itself fails, it's a sign of things to come.

PayPal Eyes a Growing Market for Cash Advances to Credit-Starved Internet Merchants

4/04/13 Digital Transactions

Merchant cash advances for online retailers suddenly are coming into vogue with the entry of PayPal Inc. into the market. PayPal revealed it was eyeing the U.S. merchant-cash advance market last week during an eBay investor event. The San Jose, Calif.-based company didn't give many details about its coming test, but it is expected to start this year and be modeled on the British program, which is now being rolled out.



Mobile Payments

PayPal, Google Wallet Contribute to Digital Payment

River in December 1607, Smith and two colonists were captured by Powhatan warriors. At the time, the Powhatan confederacy consisted of around 30 Tidewater-area tribes led by Chief Wahunsonacock, known as Chief Powhatan to the English. Smith's companions were killed, but he was spared and released, (according to a 1624 account by Smith) because of the dramatic intercession of Pocahontas, Chief Powhatan's 13-year-old daughter. Her real name was Matoaka, and Pocahontas was a pet name that has been translated variously as "playful one" and "my favorite daughter." [Click here to read more.](#)

Evolution

4/02/13 eWeek

Merchants have a growing set of payment options that do not adhere to the traditional interchange or processing fee model. Digital disruptors are at work in the payments arena, removing friction along the path to the moment of payment and creating products and services that are stirring up a transformation in the consumer payments industry, according to a report from Forrester Research.

Texas Family: We Sold This Porsche Last Night For 300 Bitcoins

4/03/13 Business Insider

A father and son from Austin say they've just sold their 2007 Porsche Cayman S for approximately 300 Bitcoins. That's \$39,000 (not including a 0.99 percent processing fee). Blane, an IT specialist and software engineer, and his father say they sold the car last night to an anonymous buyer who cashed out his Bitcoins using the site Bitpay. (They asked us not to use their last name.)

Bitcoin ATMs Coming Soon

4/04/13 CNN Money

42-year-old media entrepreneur Jeff Berwick hopes to bring Bitcoin ATMs to a city near you soon. Berwick expects to put the first two ATMs in Los Angeles and Cyprus in the next two weeks and is choosing between several different retail locations in both areas. He added that orders are coming in by the hundreds from 30 different countries.

Report: Over a Half Billion NFC Devices on the Market Within a Year

4/01/13 NFCNews

A report by ABI Research shows that the number of NFC-enabled devices hitting the market will greatly increase by 2014. In "NFC Devices, Strategies, and Form Factors," the firm has analyzed the market to find that at least 285 million NFC-enabled mobile and consumer electronics devices will ship in 2013, and that number will increase to over 500 million in 2014.

Silicon Valley Start-Ups Criticize State Money Transmission Law

4/01/13 LA Times

California is applying money-transfer laws to high-tech start-ups and others in the business of moving funds, subjecting them to the same strict regulations and heavy scrutiny as financial service companies. And that has some Silicon Valley entrepreneurs crying foul. The regulations, they say, are hobbling their ability to develop new Internet technologies that, like PayPal Inc. and Square Inc., make fast, secure payments with smartphones and tablets.

Square Wallet for iOS Gets Ability to Send Gift Cards Right From Your Store Receipts

4/01/13 TNW

Mobile card payment service Square has released an update to its Wallet app for iOS. Users can now send gift cards to their friends right from their

store receipts. While it may not appear to be a major release, this move is one that could greatly benefit both the merchant and the customer.

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Regulation & Security

Retailer Says 'Code' Compromised Cards

4/02/13 Bank Info Security

On March 30, Schnucks issued a statement confirming that a forensics firm it hired had discovered malicious computer code within the grocery chain's payments system that had been used to capture payment data stored on the magnetic stripes of credit and debit cards of customers shopping at its stores.

Partnership Adds Latest PCI Security to Mobile Retail Solution

4/04/13 ZDNet

Revel Systems is one of several companies that have captured the attention of smaller retailers and businesses with an iPad point-of-sale (POS) solution for restaurants, grocery stores and retail establishment. Now, the company is teaming up with a cloud-centric startup, MokiMobility, to integrate the PCI Security Standards Council's latest guidelines with Revel's POS technology.

Why The SAQs Will Change This Year

4/01/13 Bank Info Security

October is likely to see significantly revised Self-Assessment Questionnaires (SAQs) from the PCI Council. Few merchants will be more surprised than those E-Commerce merchants who have outsourced their card processing. Effective with PCI DSS version 3.0, many E-Commerce merchants will learn that their Web servers are in scope for PCI compliance and that SAQ A got a bit longer and a bit more complicated.

Economy

Hiring in U.S. Tapers Off as Economy Fails to Gain Speed

4/05/13 The New York Times

The United States economy posted disappointing job growth in March. The nation's employers increased their payrolls by 88,000 last month, compared with 268,000 in February, according to a Labor Department report released Friday. It was the slowest pace of growth since last June and less than half of what economists expected.

Sequestration and the Jobs Report

4/05/13 Economix

The March jobs report came in much weaker than expected, with employers adding just 88,000 workers over the course of the month. Did

sequestration - the \$85 billion in mandatory budget cuts that Congress never managed to unwind, despite promises to the contrary - take a bite?

March 2013 Discover® U.S. Spending MonitorSM Results

4/03/13 Discover

The Discover U.S. Spending Monitor was flat in March, dropping just one half point to 93.3, as consumer confidence in the economy and personal finances slightly declined. The decline in economic and financial confidence was largely driven by consumers ages 18 to 39 and those making under \$75,000. However, plans to increase spending on major and discretionary purchases grew. The Monitor is a 5-year-old daily poll tracking economic confidence and spending intentions of nearly 8,200 consumers throughout the month.

Payments Press

Credit Card Issuers Must Keep an Eye on the 'Spend'

4/01/13 BankThink

Baseball players are told from an early age to keep our eye on the ball. In credit card banking, we should be told to keep our eye on the "spend." Monitoring the activity of your cardholders provides valuable insights that should not be ignored. Unfortunately, most banks don't give this crucial aspect of their business the attention it deserves.

Associated Bank Renews Debit, STAR Network Relationship with First Data

4/02/13 First Data

First Data Corporation, a global leader in electronic commerce and payment processing, today announced that it has signed an agreement renewing its relationship with Associated Bank. Associated is a \$23 billion bank holding company based in Green Bay, Wis., serving more than 150 communities throughout Wisconsin, Illinois and Minnesota with approximately 240 banking locations.

Financial Transaction Services Rebrands as CardConnect™, Relocates Headquarters to Philadelphia

4/02/13 CardConnect

Financial Transaction Services (FTS), a fast-growing payment processing company that helps more than 45,000 U.S. businesses accept billions of dollars in payment transactions each year, has changed its name to CardConnect™, effective today. The change was made to better reflect the company's mission: to make payment processing as simple and easy as possible, marrying personalized service with the most flexible technology platform available today.

Global Payments Reports Third Quarter Earnings for Fiscal 2013, Reaffirms Fiscal 2013 Annual Revenue and Cash Earnings Expectations

4/02/13 Global Payments

Global Payments Inc., a leading, worldwide provider of electronic transaction processing solutions, announced results for its fiscal third quarter ended February 28, 2013. Chairman and CEO Paul R. Garcia said, "We are pleased with the progress we have made on our strategic

initiatives, and we are on track to achieve our full-year earnings expectations in 2013.

TSYS Signs Long-Term Renewal Agreement with Columbia State Bank

4/02/13 TSYS

TSYS announced the signing of a long-term renewal agreement with Columbia State Bank. TSYS' Merchant Services segment will provide full-service payment processing solutions and tools to support the bank and its clients. Based in Tacoma, Columbia Bank was recognized in 2012 and 2011 as the best bank headquartered in the state of Washington on Forbes' list of America's Best Banks.

Scentsy Partners With PayAnywhere on Mobile Payments

4/03/13 The GreenSheet

Scentsy, the direct selling, international leader in fragrance, announced today the selection of PayAnywhere as its exclusive mobile processing partner. As part of Scentsy Select, the company's partnership program, the award-winning PayAnywhere mobile app and credit card reader will now be the mobile credit card processing tool of choice for Scentsy Independent Consultants across the U.S.

Unified Grocers Extends Strategic Processing Relationship with Vantiv

4/02/13 Vantiv

Vantiv, Inc., a leading provider of payment processing services and related technology solutions for merchants and financial institutions of all sizes, announced that Unified Grocers has extended its strategic processing relationship with Vantiv with a new multi-year agreement for credit, debit, gift and EBT card processing.

Global Payments to support Visa V.me release in UK

4/04/13 Finextra

Visa Europe today confirms that Global Payments will be the second card payments processor to support the launch of the V.me by Visa digital wallet service in the UK. Global Payments, the UK's third largest card payments processor, will use its relationships with retailers across the UK to ensure that the V.me by Visa acceptance network grows rapidly from launch.

Calpian's Emerging Market Mobile Payments Solution Experiences Largest Growth Month to Date

4/04/13 BusinessWire

Calpian, Inc. announces that, as of March 31, 2013, the Money-on-Mobile service offered by its Indian subsidiary is now being supported by over 130,250 retail locations, increased from 126,200 on February 28, 2013, and accessed by approximately 44 million unique phone number customers, up from the 39.5 million reported from the previous month.

Fiserv Launches Prepaid Source Capture, Enabling Instant, Guaranteed Funding for Prepaid Cards

4/02/13 Fiserv

Fiserv, Inc. announced mobile loading capability for prepaid cards, giving cardholders the ability to safely load immediate, guaranteed funds from a

personal or business check using a smartphone's camera. Prepaid Source Capture™, delivered through Mobile Source Capture™ from Fiserv, provides prepaid processors with the ability to guarantee a check before it is accepted, and offer their cardholders a convenient mobile service that increases card load volumes and customer retention.

CardinalCommerce Receives 2013 METAward for Most Innovative Anti-Fraud Technology.

4/03/13 CardinalCommerce

CardinalCommerce, a global leader in Consumer Authentication, is pleased to announce that its Cardinal Centinel® Select™ platform has received the Merchant Risk Council's (MRC) 2013 MRC Emerging Technology Award (METAward) in the existing company category.

CenPOS Adds Payments Industry Veteran Christopher Justice as CEO; Founder Jorge Fernandez Becomes Chairman

4/02/13 CenPOS

CenPOS, announced that it has named mobile and electronic payments executive Christopher Justice as President and CEO. Chris joins CenPOS at a time to further cement the company's position within the integrated electronic payments market. Current CEO and co-founder Jorge Fernandez will continue with the company as its Chairman.



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