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NEXT GEN DINE
iPad Restaurant Point of Sale
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Trending This Week...

Today, Google Wallet made another significant change to their solution, announcing they will [turn off NFC support for stored gift and loyalty cards](#). What does this mean for the future of Google Wallet?

On the other side, [ISIS announced a deal this week with Amex](#) to integrate the Serve platform.

[The FTC continues to crackdown](#), this week charging an ISO with deceptive marketing. This is the third ISO charged in the last few weeks.

Other highlights include:

- [Double-billing error](#) causes manic Monday
- PayPal tests mobile payments [using your face for verification](#)
- [New retail breach](#) among 2013's biggest?
- [Visa Europe appoints new CEO](#)

[56% of SMBs Paid Under \\$1K for POS Hardware](#)

The Strawhecker Group has recently released a new report titled - *SMB Merchant Survey: POS Feature/Functionality*. This 49 page report highlights results from an online survey of small business owners and those responsible for small business payments. A total of nearly 300 surveys were gathered covering five segments: restaurants, retail sales, retail food/liquor, business/personal services. and auto/boat/mobile/dealers/shops. [Click here for a preview of this report](#). This enhanced preview contains a table of contents containing

[Transaction Advisory](#)

[Acquisition Multiples & Attrition Summary](#)

UPDATED [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?](#)

[Use a Smart Phone to Buy Things!](#)

This Day in History: 1974

Unusual Succession Makes Ford President

In accordance with his statement of resignation the previous evening, Richard M. Nixon officially ends his term as the 37th president of the United States at noon. Before departing with his family in a helicopter from the White House lawn, he smiled farewell and enigmatically raised his arms in a victory or peace salute. The helicopter door was then closed, and the Nixon family began their journey

the outline for the full report, you will know everything you are getting before you purchase. [You can order it here](#) for \$1,195.

Featured

Google Wallet Dropping NFC Loyalty Points & Gift Cards

8/09/13 Engadget

Google is fundamentally changing how an aspect of Wallet works. Again. On August 21st, Mountain View is turning NFC functionality off for Wallet-stored gift and loyalty cards and recommends spending any gift card balances before the deadline later this month (i.e., within 12 days from now). However, if you still have the physical cards, you're in the clear and can use them without worry.

The Dick Durbin Debit Card Fiasco

8/06/13 Hoover Institution

A recent ruling in federal district court is sending tremors through an already roiled market. One of the great financial innovations of the 1990s was the now ubiquitous debit card. But its salad days may well be coming to an end. Why? Because of two events. First, the Federal Reserve in 2011 set rates for debit card transactions at \$0.21 per transaction. Second, this past week, Richard Leon, a judge on the District Court for the District of Columbia, set aside two of the Fed's regulations in *NACS v. Federal Reserve*.

Continuing Its Payments Crackdown, the FTC Charges an ISO With Deceptive Marketing

8/07/13 Digital Transactions

If independent sales organizations needed more evidence that the Federal Trade Commission is monitoring their activities more closely, it came last week with the filing of yet another complaint against an ISO. Within weeks of charging two ISOs with violations of the federal Telemarketing Sales Rule, the FTC filed a complaint charging Spokane, Wash-based Merchant Services Direct LLC (MSD) with a more familiar violation: deceptive marketing practices.

Double-billing Error Causes Manic Monday

8/07/13 The Green Sheet

May have to scroll to read article. First Data Corp., the largest acquirer in the United States and privately owned by investment firm KKR & Co. LP, double-billed a sizable amount of its merchants on one day in early August 2013. The merchants affected were those whose transactions are processed on First Data's Omaha processing platform, one of five platforms First Data operates in the United States. ISOs have been inundated with calls from double-billed merchants who have their customers' payment card transactions processed on the Omaha platform.

Court To Fed: Keep The (Inter)Change

8/08/13 StorefrontBacktalk

On July 31, a federal court in Washington sent shock waves through the merchant, banking, and credit/debit card industry by overturning the Federal Reserve's rules implementing limitations on the interchange fees banks can charge merchants for processing signature- and PIN-based

home to San Clemente, California. Richard Nixon was the first U.S. president to resign from office.

Minutes later, Vice President Gerald R. Ford was sworn in as the 38th president of the United States in the East Room of the White House. After taking the oath of office, President Ford spoke to the nation in a television address, declaring, "My fellow Americans, our long national nightmare is over." [Click here to read more.](#)

debit cards. In doing so, the Judge ruled that the Fed had not reduced these fees enough to comply with the wording and the intent of Congress. While this is good news for merchants and bad news for banks, how much the good news is worth depends on how much a debit card transaction costs.

New Reports: Attrition & Profitability Data

7/26/13 TSG Metrics

The Strawhecker Group is announcing a new series of reports - TSG Data Briefs. Using dynamic data, TSG Data Briefs are host to vital information within the payments industry such as attrition, profitability, vertical attractiveness, and much more. See the previews below, which represent an example of the full report minus the data.

- **U.S. Acquiring Industry Volume & Net Revenue Attrition & Growth: 2010 - Q1 2013 - \$499**
 - Detail on account attrition, dollar volume net attrition, and net revenue net attrition as well as same-store-sales and growth
- **U.S. Merchant Portfolio Profitability: 2009 - Q1 2013 - \$900**
 - A snapshot of the collective performance of TSG's SMB database including attrition & profitability
- **U.S. Merchant Vertical Attractiveness Q1 2013 - \$3,900**
 - Analysis on where opportunities reside within given verticals in the merchant acquiring industry
- **U.S. Merchant Acquiring Discount by Tier: Q1 2012 - Q1 2013 - \$4,900**
 - Profitability decomposition trends by merchant size category

ROI of this data:

At a cost of \$4,900 buyers would need to acquire approximately five (5) new accounts processing around \$170K in annual volume in the identified merchant verticals from this analysis in order to generate enough gross profit to cover the cost of the engagement. (Assuming annual gross profit per merchant of .00598)

TSG Data Briefs are sourced using thousands of perimeters found in [TSG's exclusive database of 1.6M merchants.](#)

[Click here to order any of these exclusive reports.](#)



Mobile Payments

ISIS Moves Beyond NFC With Amex Serve Tie-Up

8/09/13 Finextra

Isis has moved to extend its upcoming mobile wallet beyond NFC payments by striking a deal with American Express to integrate the card

giant's Serve platform. Last year AmEx agreed to add several of its cards, including Serve, to the Isis wallet, enabling users to make mobile NFC payments from their accounts. The new deal means that when Isis launches across the US later this year, all customers will be offered an integrated AmEx Serve account, enabling them to also pay bills online and P2P payments.

PayPal Tests Mobile Payments Using Your Face for Verification

8/08/13 CNET

PayPal is rolling out a new trial for British consumers to see if they really can leave their wallets at home. Recently kicking off in London borough Richmond upon Thames, the test includes 12 different merchants set up to accept PayPal payments, according to the company.



Using the PayPal app for iOS, Android, or Windows Phone, shoppers can see nearby participating merchants highlighted on their mobile phones.

Samsung Wallet Set for International Push After Going Live on Google Play

8/09/13 The Next Web

Samsung Wallet, the smartphone giant's answer to Apple's Passbook service, has stepped out of Korea after landing on the Google Play store ahead of what will presumably be a broad push of the ticketing service in the US and other counties, as SammyHub reports. Samsung announced Wallet back at Mobile World Congress in February, and the service quietly debuted in Korea in May. While it may draw comparisons to Google Wallet based on its name, the service is really more akin to an Android version of Passbook.

MasterCard CEO: NFC Should Be Seen As "A Longer Term Effort"

8/05/13 NFC World

MasterCard CEO Ajay Banga has suggested that NFC should be seen as a longer term effort, while acknowledging that some markets have adopted NFC much faster than others. "I don't think these are 12 and 18 months things," he said during MasterCard's Q2 2013 earnings call. "Just think of the ecosystem and the infrastructure that needs to be built for any of these to happen and so I tend to look on it as a longer term effort."

Groupon: Mobile Driving Close to Half of North American Transactions

8/08/13 FierceMobile

Groupon reported better-than-expected second-quarter sales, crediting its turnaround to the continued growth of its mobile commerce business: Close to half of the company's North American transactions are now completed on mobile devices, increasing from 30 percent in June 2012.

Groupon posted revenues of \$608.7 million in the second quarter, up 7 percent over the year-ago period.

Square for iOS Gets Payment Recording & Tracking, Cash Management & Bluetooth Printer Support for iPad

8/05/13 TNW

Square today updated its iOS app with new features for all of Apple's mobile devices as well as added some iPad-specific improvements. You can download the new version now directly from Apple's App Store. On the iPhone, iPad, and iPod touch, Square now lets you record and track "all kinds of payments," including checks and gift cards. Previously it only kept an eye on credit card and cash purchases.



Regulation & Security

New Retail Breach Among 2013's Biggest?

8/07/13 Bank Info Security

A cyber-attack that hit Harbor Freight Tools and likely exposed card data processed at all 400 of its retail tool stores could rank among one of the biggest retail breaches this year, one card issuer says. In fact, the issuer, who asked to remain anonymous, says compromised cards linked to the Harbor Freight attack will likely hit totals similar to those that resulted from a breach at Schnuck Markets Inc., discovered in April, and a similar breach at Raley's Family of Fine Stores, discovered in June.

U.S. Judge Says SEC Can Pursue Bitcoin-related Lawsuit

8/06/13 Reuters

U.S. regulators got the green light from a federal judge to proceed with their lawsuit against a Texas man accused of running a Ponzi scheme using Bitcoin, the virtual online money system. Trendon Shavers of Bitcoin Savings & Trust had challenged the Securities and Exchange Commission's case against him, saying the regulator had no jurisdiction to sue him because the Bitcoin investments he offered are not securities or subject to any U.S. regulation.

How Scammers Drained \$1,700 from My Bank Account Using Starbucks Cards

8/08/13 GigaOM

I don't know about you, but I find bank-account hacking the ultimate bogeyman. As a 20-something living in the uber-expensive New York City, the thought of a late-night ATM run for taco-truck money turning into an avenue for crooks to take my hard-earned cash always keeps me on alert. To say I'm diligent about checking my account, especially around paydays, is an understatement.

Economy

U.S. Jobless Claims Edge Up to 333,000

8/08/13 MarketWatch

New applications for unemployment benefits rose less than expected last week and remained near a five-year low, perhaps a sign of some improvement in the labor market. Initial jobless claims climbed 5,000 to a seasonally adjusted 333,000 in the week ended Aug. 3, the Labor Department said Thursday. Economists polled by MarketWatch had forecast claims to rise by twice as much to 339,000.

Retail Sales Miss Forecasts in July, Raise Back-to-School Worries

8/08/13 LA Times

Retail sales for July missed expectations as discounters and teen apparel stores struggled, causing Wall Street to fret about the fate of back-to-school shopping. A monthly gauge of same-store sales from Thomson Reuters found 4.2% growth from a year earlier, though analysts had expected a 4.4% uptick. Stripping out the effect of drug stores, the industry got a 3.7% boost, which also fell short of predictions.

Americans With Best Credit in Decades Drive U.S. Economy

8/05/13 Bloomberg

Americans have made progress putting their finances in order and are ready to borrow again -- giving the world's largest economy another driver of spending and growth. Household net worth soared to a record high in the first quarter, Federal Reserve data show, and the financial-obligations ratio relating consumer debt to income matched the lowest in 33 years. Consumer loans are rising, and the American Bankers Association reports the share of delinquencies on bank cards is the smallest since 1990.

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Payments Press

Wells Fargo and American Express Announce Credit Card Issuing Partnership

8/07/13 American Express

Two companies that share the same founders and a rich history, Wells Fargo and American Express, announced today a new chapter of partnership that will see Wells Fargo issuing new credit cards accepted on the American Express network. Wells Fargo will make the cards available in the marketplace nationwide by mid-2014. Financial terms of the agreement were not disclosed.

Visa Europe Appoints New CEO

8/07/13 Visa

Visa Europe today announced the appointment of Nicolas Huss as its next President and CEO. Huss (48) will join Visa Europe from Apollo Group, where he is Chief Executive, Avant Spain and Ireland, on 1 October. After seven and a half years as President and CEO, Peter Ayliffe has decided to

step down at the end of September in order to concentrate on his expanding portfolio of non-executive roles.

WorldPay eCommerce Transaction Volume Grows 45%

8/08/13 WorldPay

The eCommerce division of WorldPay, a global leader in payment processing, risk and alternative payments, has today announced significant growth across all product groups with transaction volumes up 45% compared to the first half of 2012. In the first half of 2013, over 257 million gateway transactions were processed.

Alliance Data Announces Agreements With PayPal

8/06/13 SacBee

Alliance Data Systems Corporation, a leading provider of loyalty and marketing solutions derived from transaction-rich data, announced its Retail Services business, which manages more than 120 branded credit programs, has come to multiple agreements with payments industry leader PayPal, an eBay Inc. subsidiary.

VeriFone Simplifies Payments Complexity for US Merchants and Service Providers

8/05/13 VeriFone

VeriFone Point payment-as-a-service solution decouples payment data from the POS, enables rapid compliance updates and adoption of value-added services. Today at RetailNOW, VeriFone Systems, Inc. announced the launch of VeriFone Point, a payment-as-a-service solution that simplifies the complexities of payment for the company's direct merchant customers and channel partners in the U.S.

Discover's Pulse Offers New Payment Channel to Consumers Via mPOS

8/07/13 Mobile Commerce Daily

Discover's ATM network Pulse is launching a QR-based mobile wallet to improve payment efficiency and enhance transaction experiences for consumers. Pulse is partnering with Paydiant to provide its mobile wallet platform, which is available on iPhone and Android devices. The platform can be integrated with point-of-sale terminals used by participating merchants without them having to buy new hardware.

CardConnect Acquires SmartPay from Onsharp

8/08/13 CardConnect

CardConnect, one of the nation's fastest-growing providers of payment processing services, today announced its acquisition of SmartPay, an enterprise online billing tool developed by Onsharp, an interactive agency that designs, builds and supports web-based technology solutions. The SmartPay enterprise billing tool gives a business's customers the ability to receive, view and pay their bills online, eliminating the need for paper invoices.

First Data and Talmer Bank and Trust Enter Merchant Processing Partnership

8/05/13 First Data

First Data Corporation, a global leader in electronic commerce and payment processing, and Talmer Bank and Trust, today announced the

companies recently finalized a long-term strategic merchant services partnership. Under terms of the agreement, First Data will partner with Talmer Bank and Trust to distribute payment processing services to the bank's clients throughout their client-facing channels, including its 42 retail branch network.

Moneris, TouchBistro Partner to Offer iPad Payment Solution for Restaurant Customers

8/08/13 Visa

Visa Europe today announced the appointment of Nicolas Huss as its next President and CEO. Huss (48) will join Visa Europe from Apollo Group, where he is Chief Executive, Avant Spain and Ireland, on 1 October. After seven and a half years as President and CEO, Peter Ayliffe has decided to step down at the end of September in order to concentrate on his expanding portfolio of non-executive roles.

Mercury Introduces MercuryActivate to Drive Merchant Enrollment Online

8/05/13 Mercury

Mercury Payment Systems today launched MercuryActivate at the RetailNOW 2013 Convention and Expo in Las Vegas. The new MercuryActivate solution will provide an innovative API for point-of-sale system developers to capture merchant enrollments online for Mercury payment processing.

Sterling Aligns with Former Cox Target Media Execs to Expand Loyalty Programs

8/05/13 Sterling

Sterling Payment Technologies announced that direct marketing veterans William Disbrow and Jim Sampey, both former chief executives of Valpak/Cox Target Media, have joined Sterling to identify opportunities and expand Sterling's loyalty products, including its new mobile loyalty solution Perkz. "Jim and I believe effective local marketing is greatly enhanced through the use of POS data," Mr. Disbrow said. "We are excited to align with Sterling Payment Technologies because of their expertise and commitment in developing these types of solutions. "

Blackbaud MobilePay Makes it Easy for Nonprofits to Accept Mobile Payments On The Go

8/07/13 Blackbaud

As nonprofits project doubling their investment in mobile technologies this year, Blackbaud today released Blackbaud MobilePay™, a mobile credit card processing application that is integrated with the company's payment processing services. Blackbaud MobilePay is now available in the Apple®App Store and the Android®Play Store to nonprofits in the United States using Blackbaud Merchant Services. Blackbaud clients receive up to two complimentary Blackbaud MobilePay card readers.

Bluefin Payment Systems Partners with Community TechKnowledge for All-in-One Payment System

8/06/13 Bluefin

Bluefin Payment Systems and Community TechKnowledge Inc. (CTK), a nonprofit database software company and creator of nonprofit software solution, Apricot, announced today that they have entered into a

partnership to make Bluefin's payment platform, PayConex, available to their U.S. customer base.

CSR Executives Achieve Financial Services and Privacy Credentials

8/06/13 CSR

CSR announced that Director of Compliance Mark Brady has earned the prestigious CIPP/E from the International Association of Privacy Professionals (IAPP) in pan-European privacy law while both CSR's Founder Ross Federgreen and Brady received IAPP's CIPM designation as Certified Information Privacy Managers. Additionally, EVP Sales and Client Solutions Darrel Anderson was awarded an esteemed Fellow of CSI® financial services credential from the Canadian Securities Institute.

American Dairy Queen Corporation Selects Mozido for Mobile Payments, Loyalty and Targeted Marketing Pilot Test

8/06/13 Mozido

American Dairy Queen Corporation (ADQ) has selected Mozido, LLC, a leading provider of cloud-based, white-label integrated mobile solutions, to launch its mobile application pilot test. The consumer app will feature a simple and engaging DQ® customer mobile experience for loyalty rewards, offers and payments.

Startup Creates Websites For Small Merchants

8/05/13 ISO & Agent

When a web search for a local merchant comes up empty, the business can seem diminished. What's on that café's menu? When does the doctor's office open? What band's playing tonight? You mean that mechanic everybody's endorsing doesn't even have a website? Well, that could all change. A start-up plans to use acquirers to promote the low-cost, hassle-free sites it wants to create for the 50% of Tier 4 small merchants too intimidated or too pressed-for-time to set up their own.

3dcart Partners with BitPay to Offer 16,000+ Merchants the Option to Complete Online Transactions Using Bitcoins

8/05/13 PRWeb

3dcart, an increasingly popular ecommerce platform with more than 16,000 global merchants, announced today that it has partnered with BitPay, an electronic payment service provider that gives online store owners the ability to accept Bitcoins as payment for goods and services.

USA Technologies Launches ePortGO, a One-Stop Solution for the \$11 Billion Taxi and For-Hire Vehicle Market

8/07/13 USA Technologies

USA Technologies, Inc officially launched ePortGOTM an end-to-end cashless payment, dispatch and navigation solution designed to simplify and economize the daily processes of today's taxi and for-hire vehicle businesses while accommodating the increasing demand for secure, in-vehicle credit/debit card acceptance.



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