



Apr. 12th, 2013
Edition #349

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Trending This Week...

A [judge gave a smack down](#) this week to the retail group's anti-settlement websites that were host to bad information causing some retailers to drop out.

In other news, [opportunity awaits at VeriFone](#) as they seek out a new CEO, while the Paypal/Discover deal is nearly live meaning [PayPal will soon be accepted where Discover cards are accepted.](#)

Additional highlights of the week include:

- [Apple is rumored to unveil a 'killer app' in June](#) - perhaps mobile payments?
- [Global Payments closes the book on their data breach](#)
- [First Data Releases March 2013 SpendTrend](#)

TSG plans to release the **NEW Merchant Processing Pricing Benchmark Study** before the end of April. In anticipation of release, please [click here](#) if you are interested in pre-ordering the report. The price is \$4,900. [Click here to see a preview for the previous edition.](#) This extremely valuable and popular report details the line-item cost of third-party processing to ISOs/MSPs.

Featured

Judge Slaps Down Retail Groups Over Swipe-Fee Websites

4/11/13 *Businessweek*

Websites critical of a settlement that Visa Inc. (V) and MasterCard Inc. (MA) reached with retailers over so-called swipe fees are misleading and must be corrected, a federal judge ruled. The sites contain "bad information" that may have caused some retailers to drop out of the

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[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: 1861

The Civil War Begins

The bloodiest four years in American history begin when Confederate shore batteries under General P.G.T. Beauregard open fire on Union-held Fort Sumter in South Carolina's Charleston Bay. During the next 34 hours, 50 Confederate guns and mortars launched more than 4,000 rounds at the poorly supplied fort. On April 13, U.S. Major Robert Anderson surrendered the fort. Two days later, U.S. President Abraham Lincoln issued a proclamation calling for 75,000 volunteer soldiers to quell the Southern "insurrection."

As early as 1858, the ongoing conflict between North and South over the issue of slavery had led Southern leadership to

settlement, U.S. District Judge John Gleeson said. He gave the parties a week to decide on changes. "I'm not going to belabor this with you," Gleeson told a lawyer representing retail trade associations that established the sites and have opposed the settlement. "I'm just talking about basic fairness."

Mining Digital Gold

4/12/13 The Economist

IN 1999 an 18-year-old called Shawn Fanning changed the music industry for ever. He developed a service, Napster, that allowed individuals to swap music files with one another, instead of buying pricey compact discs from record labels. Lawsuits followed and in July 2001 Napster was shut down. But the idea lives on, in the form of BitTorrent and other P2P filesharers; the Napster brand is still used by a legal music-downloading service.

Opportunity Awaits At VeriFone

4/10/13 ISO & Agent

VeriFone is seeking a new CEO to take on a laundry list of challenges, but whoever steps into the role will also have lots of opportunities to revive the point-of-sale terminal maker. From the moment the new CEO walks through the door, it'll be hard to dodge comparisons to Bergeron. VeriFone's next CEO will have to make the tough decisions to right the VeriFone ship, and also earn the loyalty of the company's 5,000 worldwide employees - and of the investors who had grown wary of the boisterous and outspoken former CEO.

EMV Implementation: Who Is Ready?

4/09/13 Bank Systems & Technology

With EMV deadlines approaching, merchants, acquirers, issuers and consumers are all going to be affected as new merchant terminals and messaging protocols must be developed and customers need to be educated about what EMV will mean for them. Today, there is a growing incompatibility between traditional magnetic stripe payment cards still used in the U.S. and widespread EMV acceptance abroad.

U.S. GAO - Some Consumer ATM Fees Have Increased

4/11/13 GAO

Automated teller machine (ATM) operators include financial institutions--banks and credit unions--as well as independent firms. Industry representatives GAO spoke with estimate there are approximately 420,000 ATMs in the United States. They estimate that financial institutions operate and set the fees for about half of the market, and independent operators work together with merchants to operate the remainder and to determine the fees incurred by consumers.

Banks Barreling Into The Prepaid Debit Card Market

4/10/13 The Washington Post

Four years after the financial crisis, more than a dozen of the country's largest banks have jumped into the once-niche market of prepaid debit cards, courting the millions of Americans on the margins of the banking system. The banks, including JPMorgan Chase, Wells Fargo and PNC Bank, are tapping into the pools of consumers who either don't qualify for a traditional banking account or can't afford one.

discuss a unified separation from the United States. By 1860, the majority of the slave states were publicly threatening secession if the Republicans, the anti-slavery party, won the presidency. Following Republican Abraham Lincoln's victory over the divided Democratic Party in November 1860, South Carolina immediately initiated secession proceedings. [Click here to read more.](#)



Mobile Payments

Mobile Payments Poll - What Do You Think?

As members of the payment industry TSG is interested in your opinion on the status of mobile payments. Please vote on the following poll question and the results will be published next month!

[Do you think 2013 is the year mobile payments will reach the 'tipping point' in the U.S., based on news, partnerships, and product developments since the start of the year?](#)

PayPal Hopes to Break U.S. Shoppers' Swipe Habit in Stores

4/12/13 Reuters

PayPal will soon be ubiquitous in U.S. retail stores, but just being there may not be enough. The online payment service will take a giant step beyond its Internet roots on April 19, when a partnership with Discover Financial Services officially kicks in. The deal means that, by the end of this year, PayPal will be accepted as a payment option in roughly 2 million retail stores that already take Discover credit cards.

PayPal 'Digital Wallet' Seen Adding \$750 Million In Revenue By 2015

4/11/13 Investors

EBay's PayPal, which is expanding its payments business from the Web into retail stores, could generate \$750 million in revenue in 2015 from off-line transactions, says Morgan Stanley in a new report. PayPal has forged key partnerships to move its payment processing business into retail stores, says Morgan Stanley.

Apple Could Unveil 'Killer App' This Summer - Mobile Payments?

4/11/13 CNET

Apple may shake up the next version of iOS with the introduction of a true mobile wallet, forecasts Morgan Stanley analyst Katy Huberty. Dubbed a "killer app" by the analyst, the mobile wallet feature would surface as part of iOS 7, which Apple is expected to preview at its Worldwide Developers Conference in June.

Digital Wallet Race Is Far From Over

4/08/13 BTN

Payments players with digital wallet aspirations - including Visa, MasterCard, Google, PayPal, Apple and Isis - are all vying for customers' virtual pocket books in a race to truly electronic transactions. Yet none have had much luck, so far. There have been delays in launches (e.g. Isis's delays on launching in its two pilot cities); changes in the way at least one major, digital wallet innovator processes its transactions (think: Google

Wallet); and, most importantly, a lack of features appealing enough to spur widespread adoption.

China UnionPay and Intel Join Forces for Secure Mobile Payments

4/11/13 Engadget

At IDF's second-day keynote in Beijing today, Intel announced its collaboration with bank card giant China UnionPay for secure mobile payment, with the latter utilizing Intel's Identity Protection Technology and also its distribution of the Hadoop software framework for data centers. With UnionPay being China's top bank card organization boasting a total of 3.5 billion cards to date, this is obviously a big deal for Intel both locally and around the world.

MasterCard MasterPass Arrives in Canada

4/11/13 Finextra

MasterCard Canada today announced the launch of MasterPass, the future of digital payments, making Canadian consumers the first in North America to be able to register for MasterPass services. As of launch, merchants including Porter Airlines, WagJag, Jaunt.ca and Grocery Gateway have enabled MasterPass checkout services on their eCommerce websites.

Never Mind Facebook; Winklevoss Twins Rule in Digital Money

4/11/13 Dealbook

The Winklevoss twins, Cameron and Tyler - Olympic rowers, nemeses of Mark Zuckerberg - are laying claim to a new title: bitcoin moguls. The Winklevii, as they are known, have amassed since last summer what appears to be one of the single largest portfolios of the digital money, whose wild gyrations have Silicon Valley and Wall Street talking.

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Regulation & Security

Processor Global Payments Prepares To Close the Book on Its Data Breach

4/08/13 Digital Transactions

With little fanfare, Global Payments Inc. last week disclosed that the payment card networks had returned it their lists of processors compliant with the Payment Card Industry data-security standard (PCI) following remediation efforts the merchant processor began after the data breach it disclosed a year ago. Global Payments also said that thanks in part to insurance reimbursements, it expects its final breach-related tab to total about \$95 million, less than its earlier estimates.

MasterCard Faces Anti-Trust Probe Over Cross-Border Fees

4/10/13 Irish Examiner

MasterCard Inc faces an EU anti-trust probe into bank fees on foreign card payments such as when tourists go shopping in the 27-nation bloc. The European Commission, the EU's competition watchdog, said it opened a probe into possible "competition distortions" in interbank arrangements on fees and other practices at a time when European consumers and businesses are making more than 40% of their non-cash payments a year by card. Preventing such violations is a priority, it said.

The Hannaford Data Breach Case Lives On. Lawyers Ask For Judge To Reverse Himself

4/12/13 StorefrontBacktalk

Lawyers for consumers affected by a huge data breach involving the Hannaford grocery chain have asked a federal judge to reverse himself and to allow a class-action lawsuit against the grocer to proceed. In a twist, the attorneys are asking that any awarded money be given to bank officials, who would then-in theory-distribute it to victim consumers.

Retailers Attacked by POS Malware

4/10/13 Bank Info Security

A point-of-sale-software vulnerability is to blame for a malware attack that exposed hundreds of debit and credit accounts in and around Louisville, Ky., says one affected card issuer. Area card issuers have tied fraudulent transactions back to a number of merchants that have one thing in common - the same POS-system remote-access software.

Economy.

Retail Sales Rise Slightly in March

4/12/13 Los Angeles Times

Consumers shopping during a chilly March gave retail sales for the month a half-hearted push, with spending weighed down by the bitter weather, ongoing economic strains and an earlier Easter that shaved off a full selling day. "The deck was stacked against both retailers and consumers alike," said Ken Perkins, who puts out sales data through Retail Metrics Inc.

Jobless Claims Drop Affirms U.S. Labor Market Progress: Economy

4/11/13 Bloomberg

Applications for unemployment benefits in the U.S. fell more than forecast last week, easing concern the labor market was taking a turn for the worse. Jobless claims plunged by 42,000 to 346,000 in the week ended April 6 from a revised 388,000, Labor Department figures showed today in Washington. Consumer confidence was little changed last week as gains for top earners helped overcome growing pessimism at the other end.

First Data Releases March 2013 SpendTrend® Analysis

4/09/13 First Data

First Data Corporation released its First Data SpendTrend® analysis for March 1-29, 2013 compared to March 2-30, 2012. SpendTrend tracks same-store consumer spending by credit, signature debit, PIN debit, EBT, closed-loop prepaid cards and checks at U.S. merchant locations. Year-over-year dollar volume growth increased 6.0% in March, up from

February's 4.6% growth, as the earlier Easter holiday and lower gas prices provided an extra boost to spending during the month.

Payments Press

What Place Does The Credit Card Hold in the Future?

[VIDEO]

4/11/13 Total Payments

The credit card has been around for decades. Despite the outcries about "the death of cash", it's managed to hang on firmly - and certainly isn't going anywhere soon - but could the credit card be meeting its match?

ACH Payment Volume Exceeds 21 Billion in 2012

4/09/13 NACHA

Total ACH payment volume grew to over 21 billion transactions[1] in 2012, up 4.19 percent over 2011, according to new statistics released today by NACHA - The Electronic Payments Association. A total of \$36.9 trillion was transferred over the ACH Network in 2012, an increase of 8.76 percent.

PayPal Buys Young Startup Iron Pearl to Help it Acquire More Users

4/11/13 Venture Beat

Payments giant PayPal has acquired Palo Alto startup Iron Pearl to help it grow past 123 million customers, the company announced today in a blog post. Iron Pearl offered customer acquisition and engagement software to help companies understand the best ways to grow using predictive modeling. Ideally, that skill set will now go toward helping PayPal grow its user base.

W.net to Host SuperLINC at ETA Expo

4/10/13 The GreenSheet

The Women's Network in Electronic Transactions (W.net) is pleased to announce the schedule for the annual SuperLINC event. The 2013 SuperLINC will be held on Tuesday, April 30 from 12:00pm - 4:00pm at the Ernest N. Morial Convention Center in New Orleans. SuperLINC is an unparalleled occasion for professionals in electronic transactions to convene for a dynamic half-day program packed with innovative ideas and networking opportunities.

Sterling Payment Technologies Announces Partnership With CAP Software

4/10/13 BusinessSolutions

Sterling Payment Technologies announced today that CAP Software has completed their certification with Sterling and has selected Sterling as their preferred payment processing provider. CAP Software, a POS software developer located in Ft. Worth, Texas, provides custom tools and software to a variety of specialty retail markets including liquor and beverage, apparel, pools and spas, jewelry, gift boutiques and others.

Payment Alliance International's Donna Embry Named one of the Most Influential Women in Payments

4/10/13 PAI

"Donna is truly one-of-a-kind," states John J. Leehy, III, president and chief executive officer for PAI. "Throughout her brilliant career she has demonstrated an instinctive gift for spotting trends and recognizing subtle shifts in the payments landscape. There's no one who loves this business more than Donna," adds Leehy. "Everyone in the company is proud and excited for her to receive this well-deserved recognition."

PayAnywhere Mobile Card Readers Offered at Five New Regional Retailers

4/11/13 BankCreditNews

PayAnywhere, a mobile point of sale solutions provider, announced on Wednesday the availability of PayAnywhere mobile credit card readers for purchase at five new regional retailers, including Meijer's, Fred Meyer's, Hastings Entertainment, Brandsmart and Microcenter.

Vantiv First U.S. Acquirer to Complete MasterCard Requirements to Process EMV Transactions for Both ATM and Point-of-Sale Locations

4/08/13 Vantiv

Vantiv, Inc., a leading provider of payment processing services and related technology solutions for merchants and financial institutions of all sizes, announced today that it was the first U.S. acquirer to complete MasterCard's testing requirements to process EMV transactions for MasterCard, Maestro and Cirrus brands at both ATM and at the point-of-sale locations.

Vantiv Certifies FTNI's Payment Platform

4/10/13 ETran

Financial Transmission Network Inc. ("FTNI"), announced that it has completed the certification of its ETran payment platform by Vantiv, Inc. FTNI's ETran platform incorporates check scanning, ACH processing, credit card processing and ID verification on a single, managed platform ("SaaS") to help clients reduce costs, accelerate timelines and improve transaction processing quality.

Apriva Launches AprivaPay™ Plus Mobile POS Application

4/09/13 Apriva

Apriva, the leading provider of end-to-end wireless transactions and secure information solutions, announced the availability of its highly anticipated AprivaPay Plus application. Compatible with iOS and Android smartphones and tablets, AprivaPay Plus enables merchants to accept and record payments through mobile devices in storefronts and in the field.

Safeway's Blackhawk Network Prices its IPO, Could Raise Up to \$220M

4/09/13 San Francisco Business Times

Blackhawk Network Holdings Inc., a gift card business owned by Safeway Inc., said it will sell shares in its upcoming initial public offering at \$20 to \$22 each. The Pleasanton company will offer 10 million shares -- all Class A shares owned by existing shareholders -- in the offering, so it could bring in \$220 million at the highest price.

Now Processing \$500M Yearly, Swipely Announces Coming

Reputation Management and Campaign Features

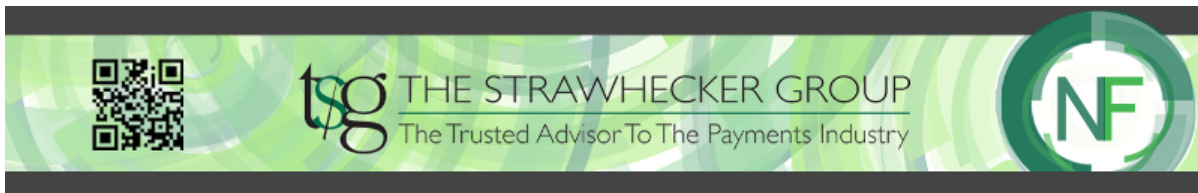
4/11/13 *The Next Web*

Swipely has doubled the total 'flow' of payments through its system in the past quarter. That's to say that the company is now processing payments at a rate of \$500 million per year, and 90 days ago it was at half that level, or a pace of \$250 million per annum. Today, in addition to the new processing rate milestone, the company announced two upcoming features for its payment platform, and support for a larger crop of point of sale (POS) solutions, extending its potential reach.

Bieber Backs a Debit Card for Teenagers, From Parents

4/10/13 *The New York Times*

JUSTIN BIEBER earned \$55 million in 2012, according to Forbes, but in new videos for the SpendSmart Payments Company, which offers a prepaid debit card for teenagers, the singer talks about his modest upbringing. "I learned if you have \$100 or \$100 million - if you spend more than you have, you're going to go broke."



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