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Trending This Week...

This week, Bain and Advent [cancel the sale of WorldPay's U.S. unit](#), VeriFone's [Interim CEO Cleans Up](#), and Visa's new CEO outlines [key themes for the future](#).

[Apple filed iMoney patent](#), while mobile wallet users spent \$500M in 2012 - [mostly at Starbucks](#). At the same time [cash usage is forecasted to continue growth](#) for another decade.

Also, see commentary below: [Payment Card Settlement Should Move Forward Without Major Delays](#)

Other highlights include:

- FDIC: [2011 FIS breach worse than reported](#)
- [Economic confidence on the rise](#), but consumers remain cautious on spending
- [ISO gives itself a tech makeover](#)

About to Renegotiate Your Contract?

TSG's Merchant Processing Pricing Benchmark can help! TSG has released their seventh edition of this widely popular report which includes the detailed line-item cost of third-party processing to ISOs/MSPs.

[Click here to see a preview of the report.](#)

[Read an article on the report here.](#)

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[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: 1913

First successful ascent of Mt. McKinley

On this day in 1913, Hudson Stuck, an Alaskan missionary, leads the first successful ascent of Mt. McKinley, the highest point on the American continent at 20,320 feet.

Stuck, an accomplished amateur mountaineer, was born in London in 1863. After moving to the United States, in 1905 he became archdeacon of the Episcopal Church in Yukon, Alaska, where he was an admirer of Native Indian culture and

Please [click here](#) if you are interested in ordering the report. The price is \$4,900. Please email info@thestrawgroup.com with questions.

Featured

Commentary: Payment Card Settlement Should Move Forward Without Major Delays

6/07/13 *PaymentsPulse*

Commentary by Tim Schmidt, CEO - **Managed Care Advisory Group**

In recent weeks, there has been a great deal of publicity regarding the Payment Card Settlement (MasterCard/Visa Card Settlement). Most of the publicity has centered on the objectors to the settlement which includes large retailers (Walmart, Target, others), Attorneys General from multiple states, and national associations (grocers, retailers, restaurants and others).

While the objectors have made some very loud and valid objections, it is helpful to remember that a settlement is an agreement between two parties and is rarely more favorable to one party or the other. It is simply an agreement that attempts to address the concerns of the plaintiffs, provide some financial relief to the plaintiffs to offset their concerns (usually a very small percentage of the alleged loss), and provide protection to the defendants for having addressed the plaintiffs concerns.

[Click here to read more.](#)

Exclusive: Bain, Advent Cancel Sale of WorldPay's U.S. Unit

6/03/13 *PEHub*

WorldPay's private equity owners, Bain Capital LLC and Advent International Corp, have canceled the auction of the payment processing firm's U.S. unit, WorldPay told Reuters on Friday. No potential buyer was willing to meet Bain's and Advent's price expectations of \$800 million to \$1 billion, sources familiar with the matter said. The buyout firms bought 80 percent of WorldPay from Royal Bank of Scotland Group Plc in 2010 for about 2 billion pounds (\$3 billion) and were looking to sell WorldPay's U.S. assets to pay themselves a dividend and pay off debt.

VeriFone's Interim CEO Eats Humble Pie As the Company Cleans Up a Bergeron-Era Mess

6/05/13 *Digital Transactions*

VeriFone Systems Inc. interim chief executive officer Richard McGinn gave a blunt review of the company's recent past Wednesday in the point-of-sale hardware and payment software provider's first quarterly earnings call in memory without former chief executive Douglas Bergeron. McGinn said the company under-invested in research and development and in getting its products certified in a timely manner, which cost it customers in some markets, including Canada.

Show Me the Money: Cash Usage Forecast to Continue Growing for Another Decade

6/04/13 *Finextra*

traveled Alaska's difficult terrain to preach to villagers and establish schools.

In March 1913, the adventure-seeking Stuck set out from Fairbanks for Mt. McKinley with three companions, Harry Karstens, co-leader of the expedition, Walter Harper, whose mother was a Native Indian, and Robert Tatum, a theology student. Their arduous journey was made more challenging by difficult weather and a fire at one of their camps, which destroyed food and supplies. [Click here to read more.](#)

Ten specific markets were examined in detail to calculate the growth or decline in cash over the next decade. The ten markets include the US, UK, France, Spain, Sweden, Portugal, Turkey, Poland, Germany, and Italy. In all but one, Sweden, where the percentage of spending done in notes and coins by consumers is expected to decline, all study countries are projected to show an increase in total cash usage.

Payments Industry Leader Pamela A. Joseph to Keynote the 2013 International Acquiring Forum

6/01/13 ETA

The Electronic Transactions Association (ETA), the trade association of the global electronic payments industry, payments consultancy firm Global Vision Group and payments industry consultant Linda S. Perry today announced that Pamela A. Joseph, Vice Chairman of U.S. Bancorp Payment Services and Chairman of Elavon, Inc., will present a keynote entitled "Global Acquiring: Perspectives and Insights" at the International Acquiring Forum (IAF), a new educational and networking event that will take place in London from 17-19 September 2013, at the Millennium Gloucester Hotel and Conference Center.

The Last Straw for Bitcoin

6/05/13 BankThink

"Digital currencies are just a financial service and those who deal in them are [financial institutions]," Jennifer Shasky Calvery, the director of the Financial Crimes Enforcement Network, told American Banker in an interview last week. The significance of this sentence, as it relates to Bitcoin - the upstart decentralized virtual currency designed to remove financial institutions from electronic payments - is huge. It can only be fully appreciated by understanding the digital currency and payment system's history and the legal framework of the Bank Secrecy Act.

Mobile Payments

Apple Files 'iMoney' Patent for Virtual Currency, Digital Wallet, and...Free Stuff

6/06/13 Venture Beat

The patent application, published today by the U.S. Patent and Trademark Organization, details how iPhone users could walk into a store, pay for goods with their phone, and walk out with their merchandise. All of this is possible today, of course, but Apple's patent application mentions - although does not require - NFC, something that Apple has long resisted adding to the iPhone. NFC facilitates digital wallets and cashless purchasing by wirelessly transmitting payment credentials and pricing information.

Why Google Is Missing Out on the Mobile-Payments Boom

6/06/13 Businessweek

At the annual Mobile World Congress trade show in 2011, Google Chairman Eric Schmidt called near field communications (NFC) a "mega-scale opportunity," predicting the mobile technology would "revolutionize" e-commerce and mobile payments by turning smartphones into a virtual credit card. Fast-forward to today, and mobile payments are indeed taking off. The business is poised to become a half-trillion-dollar market segment in the next 18 months-but no thanks to NFC and Google Wallet.

US Mobile Wallet Users Spent \$500M in 2012 - Mostly At Starbucks

6/04/13 *GigaOM*

Smartphone owners in the U.S. bought \$500 million worth of goods and services using mobile wallet apps in 2012, according to a new report by Berg Insight. The vast majority of in-store mobile wallet transactions occurred in a Starbucks using the coffee giant's own smartphone card app. Google Wallet, Square Wallet, LevelUp, Dwolla may be getting lots of media attention, but a single app that lets you buy coffee and pastries at a single business's retail outlets is ruling the roost.

Visa Signs Agreements with Leading mPOS Providers; Drives Adoption of Mobile Commerce Globally

6/05/13 *Visa*

Visa Inc. today announced that it has signed agreements with three leading mobile point-of-sale (mPOS) providers to enable merchants of all sizes to accept Visa payments using mobile technology. iZettle, SumUp and SCCP Group's Swiff, will participate in the Visa Ready Program to have their mobile acceptance hardware and software tested and approved for use with Visa payments. Additionally, Visa announced that it has approved two new mPOS devices by AnywhereCommerce and Miura Systems to accept Visa payments.

NFC Forecasts Dim At Gartner

6/04/13 *ComputerWorld*

Gartner today drastically lowered its forecast for the monetary payments that near field communication technology will provide in coming years, noting the struggles of Google Wallet and Isis mobile wallet services. Through 2017, NFC's transaction value has been reduced by 40% over last year's Gartner forecast "due to disappointing adoption of NFC tech in all [global] markets in 2012 and the fact that some high-profile services, such as Google Wallet and Isis are struggling to gain traction," Gartner said.



Regulation & Security

FDIC: 2011 FIS Breach Worse Than Reported

6/04/13 *KrebsonSecurity*

A 2011 hacker break-in at banking industry behemoth Fidelity National Information Services (FIS) was far more extensive and serious than the company disclosed in public reports, banking regulators warned FIS customers last month. The disclosure highlights a shocking lack of basic security protections throughout one of the nation's largest financial services providers.

Majority Of Business Owners Unaware Of Their Website's Security

6/05/13 *Newtek*

Newtek Business Services, The Small Business Authority®, with a portfolio of over 100,000 business accounts, announced today the findings of its SB Authority Market Sentiment Survey, a monthly window into the concerns of independent business owners. Based on a poll of over 2,100 respondents, one of the key findings from the May survey is 56% of business owners do not have a fear of cyber-attacks.

Retail Privacy Policies Need To Focus On How The Data Is Used Rather Than Just What Is Collected

6/06/13 StorefrontBacktalk

Privacy policies, if written well, explain to customers exactly what data you are going to collect, and what you are going to do with it. Problem is, most retailers have no idea what data they are collecting, and what they are going to do with it. As a result, retailers end up writing privacy policies that are either false or misleading, and this can lead to big legal problems. In fact, it may be better to either have a policy that says, "we have no idea what we are collecting and what we will do with it" or one that says, "we will collect everything we can and use it in any way we want." But that's not good public relations.

Bitcoin Payments Could be a Landmine for Companies

6/06/13 CSO

Businesses that accept Bitcoins as payment risk making the transactions publicly traceable, which could get companies in trouble with government regulators, experts say. The privacy weakness within the digital currency's payment network was reported on Wednesday by Wired, which found troubling possibilities related to transaction tracking. The problem is in the way the Bitcoin peer-to-peer network works.

Economy.

Economic Confidence on the Rise, But Consumers Remain Cautious on Spending

6/05/13 Discover

The Discover U.S. Spending Monitor dropped by one point in May to 92.6, as consumers reported higher confidence in the economy, but lower confidence in their personal finances. While overall spending intentions stayed the same, consumers were more likely to increase their discretionary spending in areas such as home improvements, personal purchases and major purchases like a vacation.

Federal Reserve: Recovery Still 'Modest' and 'Moderate'

6/05/13 CNNMoney

Those are the words the Federal Reserve is still using to describe the U.S. recovery, four years after the recession officially ended. "Overall economic activity increased at a modest to moderate pace since the previous report," the Federal Reserve said in its latest Beige Book report, released Wednesday afternoon. Overall, the 47-page report uses the word "moderate" 56 times and the word "modest" 54 times.

Productivity and Job Gains Are Modest

6/05/13 The New York Times

The productivity of American workers grew a modest amount from January through March, after having declined in the previous quarter. And

a private survey showed on Wednesday that American businesses added just 135,000 jobs in May, the second consecutive month of weak gains. The survey, from the payroll provider ADP, found that May's gain was above April's revised total of 113,000 but much lower than the gains ADP reported over the winter.

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Payments Press

ETA Annual Meeting & Expo Video

6/06/13 ETA

ETA Annual Meeting & Expo is the event that brings together the entire global electronic payments industry every year, positioned at the very epicenter of international expansion and innovation. Sited in the beautiful and charming New Orleans, the 2013 exhibition welcomed a vast number of C-level payment professionals, experts, and media reps, representing the entire electronic payments ecosystem.

ISO Gives Itself A Tech Makeover

6/05/13 ISO & Agent

Pundits admonish independent sale organizations to "go beyond" providing transaction services by offering value-added products that help merchants increase profits. Here's an ISO that's doing exactly that. Total Merchant Services, a 17-year-old Woodland Hills, Calif.-based ISO, began transforming itself into a more tech-oriented company a year-and-a-half ago when the founders, brothers Ed and Matt Freedman, hired Joe Kaplan as CEO.

Visa Inc. Holds Investor Meeting - Outlines Key Themes for Future

6/06/13 Visa

On Thursday, June 6, Visa Inc. held an Investor Meeting - its first under the leadership of CEO Charles Scharf. [Click here to see the full presentation.](#)

Braintree CEO: We're Going To Beat Google, Amazon, Apple And Everyone Else In Payments!

6/05/13 Business Insider

Google, Amazon, eBay, Apple, Microsoft and several well-funded startups like Square and Stripe want to create products that replace the way you pay for things. In this interview, Braintree CEO Bill Ready explains why it's such a competitive market, and how his company is going to win it.

New Opportunities For Merchant Services Providers... Business In The Cloud

6/06/13 The Formula

A quiet revolution is underway... cloud computing has impacted virtually every traditional business model in the world, including the merchant services industry. What once was considered a remote and even high-risk

way of doing business has now become a normal format for businesses to access important day-to-day management tools and store valuable company information assets. It is safe to say the advent of cloud-based software and resource distribution, as well as mission-critical data storage in the cloud environment, now represents the mainstream method for business enterprises to address their company-wide technology strategy.

BlueSnap Empowers Game of Thrones Ascent

6/06/13 The Green Sheet

With research firms expecting the global market for social gaming to reach \$4 billion or more by 2015, and the United States projected to lead that market with well over \$1 billion in sales, tapping into the "freemium" side of this market represents a virtual goldmine for game developers and payment service providers. To capitalize on this growing trend, global payment service provider BlueSnap Inc. teamed with online social game developer Disruptor Beam Inc. to launch a seamless in-game purchase experience for players of Disruptor's Game of Thrones Ascent, a game based on the George R.R. Martin fantasy novel series and HBO network Game of Thrones program.

Next Gen Dine Offers Restaurants an Efficient and Innovative Web Point of Sale Software that Improves Customer Service

6/06/13 SF Gate

Next Gen Dine by Prelag Partners LLC is a cloud based web and mobile point of sale software designed for use on tablet devices. Currently offered on the iPad and iPad mini, Next Gen is revolutionizing the restaurant dining business by providing faster and more efficient customer service. This software will soon be made available to Android and Windows devices. Next Gen Dine tablet software is completely wireless and needs only an active internet connection.

EVO Payments International, LLC Completes Acquisition of Deutsche Card Services

6/07/13 EVO Payments International

EVO Payments International, LLC, a leading payments service provider, announced today the completion of its acquisition of Deutsche Card Services, formerly a wholly owned subsidiary of Deutsche Bank. With the consummation of the transaction, Deutsche Card Services will now conduct business under the name EVO Payments International GmbH.

HP and First Data Unveil Configured Server Solutions for VisionPLUS Flex

6/04/13 First Data

HP and First Data Corporation, a global leader in electronic commerce and payment processing, today announced that HP Converged Infrastructure will be the foundation for First Data's VisionPLUS®Flex solution, which enables financial institutions to cost-effectively process payment portfolios of up to 10 million accounts.

Ross Haider joins Pivotal Payments as Senior Vice President of Canadian Sales

6/05/13 Pivotal

Pivotal Payments, a leading provider of merchant services and payment processing solutions throughout North America, announced today that Ross Haider has joined the company as senior vice president of Canadian sales. "We are delighted to have Ross on board as an important part of our executive team," said Philip Fayer, president and CEO of Pivotal Payments.

MasterCard to Deploy 410,000 Contactless Terminals in Japan, Offering Consumers Greater Convenience and Security

6/05/13 MasterCard

MasterCard announced today that it will deploy a target of 410,000 MasterCard® PayPass™-enabled point of sale (POS) terminals throughout Japan over the next three years, enabling travelers visiting the country to enjoy the speed and convenience of making contactless transactions. PayPass, which is presently accepted at approximately 866,000 merchant locations in 51 countries[1], is offered by more than 200 issuers worldwide.

Merchant Warehouse Partners with Retail Pro International to Enhance Customer Experience

6/06/13 Merchant Warehouse

Merchant Warehouse, a leading innovator of payment technologies and merchant account services, announced a partnership with Retail Pro International® (RPI) to bring its Genius™ Customer Engagement Platform™ to the countertops of specialty retail stores throughout the U.S. Through this partnership, RPI customers will have the ability to turn traditional transactions into a point of interaction with their individual customers, enhancing the overall customer experience.

Blackhawk Network and Monitise to Enhance Mobile Gift Card Purchasing

6/04/13 Monitise

Blackhawk Network, Inc., a leading prepaid payment network, and Monitise plc, a global leader in Mobile Money solutions, today announced an agreement to make mobile gift card purchasing available to consumers through certain banks and financial institutions in the United States. In addition, the companies intend to expand their relationship into additional markets.

Barclaycard and Diners Club International Forge New Partnership

6/05/13 BusinessWire

Barclaycard Global Payment Acceptance and Diners Club International, a business unit of Discover Financial Services, announced a new joint agreement to allow the acceptance of Discover and Diners Club cards by merchants using Barclaycard's payment acquiring services. As a result of the agreement, thousands of small, medium and large merchants using Barclaycard's payment acquiring services will be able to accept payments from Discover, Diners Club International and Discover Network partners cardholders from around the world.

NXP and SES Achieve Breakthrough for Mass Adoption of NFC in Retail

6/06/13 NXP

NXP Semiconductors N.V. and Store Electronic Systems announced their cooperation to enable the large-scale adoption of NFC technology within the retail industry. NXP, the global leader in NFC solutions, is supporting SES with the integration of its leading-edge NFC NTAG chips in SES's electronic shelf label solutions. This will help the retail industry to take advantage of the rapid adoption of NFC-enabled smart phones and provide new exciting shopping experiences to consumers.

Signature Card Services Makes EMV Migration Easy and Affordable

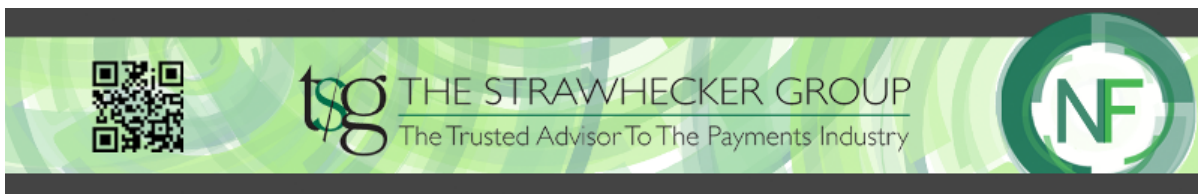
6/05/13 Signature Card Services

Signature Card Services, is offering free EMV-enabled terminals to its merchants in the U.S. to make their transition to the EMV standard as economical and effortless as possible. The company has chosen Ingenico's EMV terminals to be installed for interested merchants starting June 15, 2013. Ingenico (Euronext: FR0000125346 - ING) is a global leading provider of payment solutions with more than 20 million terminals deployed in 125 countries and deep experience in EMV migration.

Bango Signs Payments Services Agreement With Mozilla; Terms Undisclosed

6/03/13 RTT News

Bango, a mobile web payments and analytics company, said it signed a global payments services agreement with Mozilla Corporation. The terms of the agreement were not disclosed by the company. The company said the operators can select Bango to provide billing, collection and settlement for content purchased through Firefox Marketplace, an app store built on HTML5 Web technology which is to be rolled out this year.



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