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Trending This Week...

PayPal announced this week they aims to [eradicate the planet of passwords](#), MCX continues to [expand partnerships](#), and Google receives a patent for a [new tablet based credit card reader](#)...all while the Fed says [mobile payments is marked by fragmentation](#).

Elavon promoted [Simon Haslam](#) to President & CEO and First Data Names [Ed Labry](#) Vice Chairman, while Google Wallet's [Bedier](#) leaves Google.

Other highlights include:

- U.S. Charges Eight in [\\$45 Million Cyber Crime Scheme](#)
- First Data Releases [New SpendTrend](#)
- [ETA & SCIL-EMV Partner](#)

Recent TSG Analysis:

- [Threat of Disintermediation to Incumbent Acquirers is Limited](#)
- TSG Merchant Processing Pricing Benchmark
 - [See the new redacted version preview](#)
 - To buy report, [click here](#). (\$4,900)

Check out [TSG's New Resource Center](#). Here we will continue to add new [FREE](#) resources for the benefit of the payments industry. Be sure to bookmark this page!

Featured

[Acquisition Multiples & Attrition Summary](#)

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NEW [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: 1869

Transcontinental Railroad Completed

On this day in 1869, the presidents of the Union Pacific and Central Pacific railroads meet in Promontory, Utah, and drive a ceremonial last spike into a rail line that connects their railroads. This made transcontinental railroad travel possible for the first time in U.S. history. No longer would western-bound travelers need to take the long and dangerous journey by wagon train, and the West would surely lose some of its wild charm with the new connection to the civilized East.

Google Reportedly Shelves Plans to Launch Wallet Credit Card at I/O

5/10/13 The Verge

Google CEO Larry Page has reportedly canceled plans to launch the long rumored Wallet credit card ahead of the company's annual I/O developer event commencing next week. According to AllThingsD, Google will roll out updates to its Wallet service at the event - which include new rewards, offers, and loyalty points - but will not launch the credit card, after it performed badly in tests overseen by Google's chief executive.

ETA 2013: A Hub for Payments Innovation

5/08/13 The Green Sheet

See below within the article for TSGPX Outperforms S&P 500. The report is based on the tracking of a hypothetical \$100 investment made in 2007 in a selection of payments industry companies known collectively as the TSG Payments Index. The performance of that "investment" was then compared with Standard & Poor's 500 stock market index, a leading indicator of the nation's economic performance.

Officials Give Some Hints to Acquirers on How To Stay in Washington's Good Graces

5/06/13 Digital Transactions

Often regarded as the enemy, officials from the federal government gave some friendly advice to merchant acquirers last week about what regulators are concerned with regarding payments, including mobile payments, prepaid cards, and fraud control. The recommendations came during a government panel Thursday at the Electronic Transactions Association's annual conference in New Orleans.

U.S. Charges Eight in \$45 Million Cyber Crime Scheme

5/09/13 The Morning Sun

Individuals employed around the world by a sophisticated cyber crime ring stole \$45 million from thousands of bank automated teller machines within a matter of hours, using hacked debit-card data, U.S. prosecutors said on Thursday. Members of the global criminal organization hacked into two credit card processors and used stolen data to make more than 40,500 withdrawals in 27 countries, during two separate coordinated incidents in December 2012 and February 2013.

Bitcoin Startups Begin to Attract Real Cash

5/08/13 The Wall Street Journal

Bitcoin startups are beginning to raise sizable investment capital even as industry leaders warn that hackers are abusing the Internet virtual currency for profit. In the past year, fledgling businesses Coinbase Inc., Coinsetter Inc. and CoinLab Inc. have raised millions of dollars collectively from prominent venture-capital firms and angel investors, adding credibility to a digital currency that isn't backed by a central bank.

PayPal Exec Aims to "Obliterate Passwords from the Face of the Planet"

5/09/13 ArsTechnica

PayPal's top security official is on a quest to kill passwords. "Our intention is to really obliterate, within a certain number of years, both passwords and PINs and see the whole Internet-including internally in enterprises-

Since at least 1832, both Eastern and frontier statesmen realized a need to connect the two coasts. It was not until 1853, though, that Congress appropriated funds to survey several routes for the transcontinental railroad. The actual building of the railroad would have to wait even longer, as North-South tensions prevented Congress from reaching an agreement on where the line would begin. [Click here to read more.](#)

obliterate user IDs and passwords and PINs from the face of the planet." That's what Michael Barrett, chief information security officer at PayPal, told the network industry today at the Interop conference in Las Vegas.

Mobile Payments Marked by Fragmentation and Increasing Channel Convergence, Says Fed

5/07/13 Bank Systems & Technology

While the U.S. mobile payments market continues to gain traction, it has not grown as steadily as expected, and the likelihood of mass adoption is not high without continued collaboration and open access, according to a new white paper from the Federal Reserve Bank of Boston and the Federal Reserve Bank of Atlanta.

Elavon Names Simon Haslam President & CEO

5/08/13 Elavon

Elavon has promoted Simon Haslam to the position of president and chief executive officer, succeeding Mike Passilla who recently departed the company. Haslam joined Elavon in 2005 and was president of Elavon International Markets. He is credited with leading Elavon's successful expansion throughout Europe, South America, and Latin America.

Mobile Payments

Google Wallet Chief Osama Bedier Leaves Company

5/08/13 CNET

The head of Google Wallet -- the Web giant's mobile payments initiative -- has left the company, Google confirmed Wednesday. "We can confirm that Osama Bedier has decided to leave Google this year to pursue other opportunities," Google spokesman Nate Tyler said in a statement. "He's achieved a lot during his time here and we wish him all the best in his next endeavor. Payments are a big part of what people do every day, and we're committed to making them easier for everyone."

MCX Takes to The Sky

5/09/13 Mobile Payments Today

Merchant Customer Exchange, the merchant-led mobile payment effort, continues to add members to its list of partners. To this point, most of the participating merchants have been restaurants and retailers. Dick's Sporting Goods and Hobby Lobby were among the most recently announced members of the group, joining the 16 original merchants that included Walmart, Target and Dunkin' Brands.

PayPal's John Lunn Reveals How Online Retailers are Using Consumer Data to Beat High Street Stores

5/09/13 The Next Web

Brick-and-mortar stores are struggling to compete with online behemoths such as Amazon and eBay because they lack essential data and insights about their customers. John Lunn, Global Director of the PayPal Developer Network, explained at The Next Web Conference in Amsterdam how many high street retailers are becoming little more than 'showrooms' for consumers to examine a product before buying it elsewhere.

Square Seller Agreement Update

5/09/13 Square

Square updated their agreement governing the use of Square's payment processing services, Square Reader, and Square Register. This seller agreement went into effect on May 9, 2013.

Google Wins a Surprising Design Patent for a New Tablet Based Credit Card Reader

5/07/13 Patent Bolt

On May 07, 2013, the US Patent and Trademark Office published a Google Inc. granted patent design that was rather surprising. While the tablet leader Apple is busy conquering the consumer arena, Google appears to be going after virgin territory. Google's design patent is for what appears to be a commercial tablet computer with a built-in credit card reader. This could be used in restaurant chains, taxi chains and retailers everywhere.

Give Consumers Incentive to Adopt Mobile Payments

5/07/13 BankThink

There's a huge disconnect in the mobile payments world today. Banks, retailers, mobile network operators and equipment manufacturers are preoccupied with the technology rollout. Will near-field communication payments, cloud wallets, QR codes or some combination of these be the next big thing, they wonder. But consumers have a completely different mind-set, namely, "What's in it for me?" They are not waiting for the broad availability of one particular system.

Regulation & Security

California Sues JPMorgan Chase Over Credit Card Cases

5/09/13 SFGate

California's attorney general sued one of the nation's largest banks Thursday, alleging that JPMorgan Chase & Co. used illegal tactics in its debt collection efforts against about 100,000 credit card holders. The lawsuit filed in Los Angeles Superior Court says the company filed thousands of debt collection lawsuits each month between 2008 and April 2011 using improper practices that shortcut procedures required by California law.

FBI Investigates Another Retail Breach

5/09/13 Bank Info Security

The FBI is investigating a payment card breach affecting customers of the MAPCO Express convenience store chain. The breach involved hackers remotely installing malware on card-processing systems, MAPCO reports. The Federal Bureau of Investigation's Joint Cyber Crime Task Force is investigating the attack, which may have exposed card data associated with transactions conducted March 19-25, March 14-15 and April 20-21, according to an FAQ set up on the company's website.

WePay Debuts Veda, An Intelligent Risk Engine That Leverages Social Media Data To Prevent Merchant Fraud

5/09/13 TechCrunch

Online payments startup WePay is announcing the launch of Veda, an intelligent social risk engine that leverages social media data as well as traditional business data to catch merchant fraudsters. As we've written

in the past, Y Combinator-backed startup originally formed to make it easier for groups to collect money and make payments together.

Best Buy, Home Depot, Gap And Others Lose Major Patent Gift Card Lawsuit

5/08/13 StorefrontBacktalk

A large group of major chains-Best Buy, JCPenney, Barnes & Noble, Gap, McDonald's, Toys R Us and Home Depot-has been dealt a major patent legal blow Friday (May 3) when a jury unanimously sided with a Texas company that owns a gift card processing patent. Technically, the jury verdict didn't say that those chains had violated the patents, but merely that the arguments from those chains that the Texas company's (named Alexsam) patents should be ruled invalid failed.

Economy

First Data Releases April 2013 SpendTrend® Analysis

5/09/13 First Data

First Data Corporation, a global leader in electronic commerce and payment processing, today released its First Data SpendTrend® analysis for April 2-29, 2013 compared to April 3-30, 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.

Initial Jobless Claims Drop More Than Expected

5/09/13 LA Times

Initial jobless claims continued to decline last week in another hopeful sign that the labor market is improving. The number of people filing for unemployment benefits for the first time fell to a seasonally adjusted 323,000 last week, down 4,000 from the previous week's revised figure of 327,000, the U.S. Labor Department reported.

Economists See Deficit Emphasis as Impeding Recovery

5/08/13 The New York Times

The nation's unemployment rate would probably be nearly a point lower, roughly 6.5 percent, and economic growth almost two points higher this year if Washington had not cut spending and raised taxes as it has since 2011, according to private-sector and government economists. After two years in which President Obama and Republicans in Congress have fought to a draw over their clashing approaches to job creation and budget deficits, the consensus about the result is clear: Immediate deficit reduction is a drag on full economic recovery.

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Payments Press

Transaction Opportunities for Current ISO Owners

TSG has been engaged by a potential ISO investor; the key

investment criteria includes:

- First Data/TSYS back-end portfolios with and without sales engines

If you are interested in discussing a potential transaction, please provide high level details of your business and call us at 402-964-2617 or email us at Acquisitions@TheStrawGroup.com.

First Data Names Labry Vice Chairman

5/06/13 BusinessWire

First Data Corporation, a global leader in electronic commerce and payment processing, today announced that Executive Vice President Ed Labry has been named by the board as the company's Vice Chairman. In this new role, Labry will be the senior-most advisor to the chief executive officer, leading the company's engagement with its premier customers and driving new enterprise client engagement.

Newtek Seeking ISOs To Sell Its Business Services

5/08/13 ISO & Agent

Newtek Business Services, a New York-based national super-ISO, intends to expand its stable of 10 or so active ISOs to as many as 250. "Historically, the ISO channel has not been a significant contributor to our business but it will be going forward," says Barry Sloane, Newtek chairman, CEO and president. Some 32 ISOs are already considering signing on and as many as 100 could join forces with the company in the next 12 months, Sloane says.

ETA & SCIL-EMV Academy Partner on EMV, Mobile Payments Program

5/09/13 The Green Sheet

The Electronic Transactions Association (ETA), the trade association for the global electronic payments industry, and SCIL-EMV Academy, America's EMV Training Experts™, today announced a new EMV and mobile payments training and education initiative. Designed exclusively for ETA Members, the program provides technical and business information and training to help the U.S. payments industry migrate to the new EMV chip based credit and debit cards.

BlueSnap Appoints Payments Veteran and Founder of De Novo Financial, Jeff Coppolo to Lead Business Development

5/08/13 PRWeb

BlueSnap today announced that it has appointed Jeff Coppolo, a 20-year veteran in payments and financial services to lead business development and form key strategic alliances to further establish BlueSnap as a payments leader in eCommerce. "Jeff brings a wealth of expertise in forming strategic alliances to create and optimize profitable revenue streams," said Ralph Dangelmaier, CEO of BlueSnap. "His knowledge and network will help us fuel our global payments capabilities and expand our global reach."

MCR Virtual Business Center Offers Free Merchant Advertising

5/06/13 MCR

My Clear Reports announced the availability of MyDiscounts from its MCR virtual business center. MyDiscounts is a free advertising program that is a great merchant acquisition tool for acquirers and ISOs. MCR gives their merchants anytime, anywhere, integrated access to the payment solutions, services and tools they want and need to manage and grow their businesses from computers, mobile devices and smartphones.

Global eTelecom, Inc. to Be Featured on 21st Century Business Television

5/07/13 MarketWired

Multi-Media Productions (USA), Inc. announced that Global eTelecom, Inc. will be airing on 21st Century Business on CNBC (as paid programming) on May 8, 2013 and on the Fox Business Network (as paid programming) on May 11, 2013. Global eTelecom is a leading provider of check processing, ACH processing and gift & loyalty programs to businesses including: Retail, service sectors, bill payment, B2B and eCommerce.

Signature Card Services Offers Tranzlogic's Data Technology to its Merchants

5/08/13 Yahoo! Finance

Signature Card Service, the industry-leading payment processing services provider, is the launch partner for Tranzlogic. Merchant clients of Signature Card Services will now have access to Tranzlogic's proprietary process, which provides actionable customer intelligence derived from their credit card transaction data.

Tabbedout and Future POS Expand Partnership to Bring Unrivaled Merchant Marketing Solution to All Future Fusion Merchants

5/08/13 MarketWatch

Tabbedout has expanded their partnership with the restaurant point-of-sale (POS) company Future POS. This new partnership means that the Tabbedout merchant marketing solution, Periscope, is now available in the 4,000+ Future POS merchant locations that use the Future Fusion software in their restaurants, bars, and hotels, and will be available in all new Future Fusion POS installs and system upgrades.

NXGEN Brings International EMV Experience to U.S. with Early Adopter Launch

5/06/13 NXGEN

NXGEN International, the leading global Merchant Service Provider (MSP) for Elavon, has announced a strategic campaign to provide chip card (EMV) reader/writer terminals for all of their merchants. They have created an early adopter program for Ingenico and VeriFone solutions that will financially ease the hardware transition for businesses to EMV capable (able to accept and process a chip card) terminals.

PointsPay Wins the 'Contactless & Mobile Award 2013'

5/06/13 LoyLogic

Loylogic has been awarded with the 'Contactless & Mobile Award 2013'. The award ceremony, sponsored by VISA Europe, was held on April 30 in London. The award is the second recognition for Loylogic from the payment industry, after winning the 'MPE Loyalty Award' few weeks back in Berlin.



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