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This Week's NewsFilter...

This week's news covers a wide-range of topics. Following the election, there has been much talk this week surrounding the '[Fiscal Cliff](#)'. [First Data](#) and [Discover](#) have both released reports analyzing consumer confidence. In the mobile payments space [Square](#) has gone live at Starbucks and [Google Wallet](#) goes plastic. Enjoy!

Featured

TSG Analysis: Vantiv Acquisition of Litle & Co.

11/09/12 *PaymentsPulse*

With the recent news of Vantiv's acquisition of Litle & Co. TSG has put together a brief analysis of the transaction. Preliminary estimates show a premium placed on Litle & Co. by Vantiv as their business fits a stated growth strategy of further penetrating the e-Commerce marketplace.

[Click here to see TSG's analysis.](#)



Study Warns of Another Recession if 'Fiscal Cliff' Not Addressed

11/09/12 *Fox News*

The double-whammy of spending cuts and tax hikes set to take effect in January would send the nation into another recession and drive up the jobless rate to 9.1 percent by next fall, congressional budget analysts said. A lot is at stake. The new Congressional Budget Office report on Thursday predicted that the economy would fall into recession if there is a protracted impasse in Washington and the government falls off the fiscal cliff for the entire year.

Money 2020 Conference Makes Waves in Inaugural Year

11/07/12 *PaymentsPulse*

Perspective Provided by: Steve Elephant, Of Counsel

Money 2020, a payments expo held in Las Vegas last week, was a great success in its inaugural year. Registration was originally capped at 1,200, but when it sold out, attendance was increased to 2,000. The slogan of the event was "Creating the Community for Innovators in Emerging Payments & Financial Services." The theme across the workshops and

[TSG MPPS Benefits](#)

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This Day in History: 1938 **Nazi Launch Kristallnacht**

On this day in 1938, in an event that would foreshadow the Holocaust, German Nazis launch a campaign of terror against Jewish people and their homes and businesses in Germany and Austria. The violence, which continued through November 10 and was later dubbed "Kristallnacht," or "Night of Broken Glass," after the countless smashed windows of Jewish-owned establishments, left approximately 100 Jews dead, 7,500 Jewish businesses damaged and hundreds of synagogues, homes, schools and graveyards vandalized. An estimated 30,000 Jewish men were arrested, many of whom were then sent to concentration camps for several months; they were released when they promised to leave Germany. Kristallnacht represented a dramatic escalation of the campaign started by Adolf Hitler in 1933 when he became chancellor to purge Germany of its Jewish population. [Click here to read more.](#)

keynote sessions illustrated that financial services are changing. Osama Bedier, Vice President of Wallet & Payments at Google, spoke about the Google Wallet, how it has evolved, and that within the next month or so there will be an announcement about additional features.

[Click here to read more commentary.](#)

First Data Releases October 2012 SpendTrend® Analysis

11/09/12 First Data

First Data Corporation, a global leader in electronic commerce and payment processing, today released its First Data SpendTrend® analysis for the full month of October 2012 compared to October 2011. SpendTrend tracks same-store consumer spending by credit, signature debit, PIN debit, EBT, closed-loop prepaid cards and checks at U.S. merchant locations. Dollar volume growth of 6.7% in October was healthy as shoppers became less pessimistic about the economy.

Rising Consumer Confidence Lifts Discover U.S. Spending MonitorSM to Five-Year High

11/07/12 Discover

The Discover U.S. Spending Monitor increased 6.8 points from September to October, the largest one-month increase in the history of the Monitor. The Monitor is a 5-year-old daily poll tracking economic confidence and spending intentions of nearly 8,200 consumers throughout the month. October's 98.1 rating is an all-time high for the Monitor.

TSG Infographic



11/01/12 TSG

Given the amount of discussion surrounding Square recently - both in the press and chatter at the recent ETA SLF and Money2020, we felt the need to present a little context on this subject. We have created an Infographic entitled Should Traditional Merchant Acquirers Beware of Square?

[Click here to view the Square Infographic.](#)

Thanks and please let us know if you have any [questions or feedback](#).

Mobile Payments

Starbucks Debuts 'Square Lite' in 7,000 Stores, But More Features Are Coming

11/08/12 Digital Transactions

Three months after announcing their partnership, mobile-payments provider Square Inc. and coffee king Starbucks Corp. said Starbucks customers could now use the Square Wallet for purchases at 7,000 company-operated U.S. locations. The purchase process at Starbucks will be a bit different for users of the consumer-facing Square Wallet, formerly

known as Pay With Square, from the experience they have at many of Square's other merchants, but it will be a familiar one nonetheless if they've used Starbucks's mobile-payments application.

Google Wallet Goes Plastic. What Now For Mobile Payments?

11/08/12 StorefrontBacktak

In another blow to mobile wallets' credibility, word leaked out last Thursday (Nov. 1) that Google will soon copy PayPal by introducing a plastic Google Wallet Card-complete with the magstripe that Google Wallet's NFC hasn't been able to displace. (This may be what Google was planning to announce last month but didn't.) Google will be pitching the plastic for times "when you can't tap and pay," and any coupons or loyalty cards in a user's Google Wallet will be automatically applied.

VeriFone Expands Its Taxi Cab Reach

11/06/12 BTN

The San Jose terminal maker said the contract is for roughly 500 cars. Those payment systems will allow passengers to pay with credit, debit or contactless cards in the backseat. VeriFone is first to provide a complete managed solution for taxi companies in Poland," said Jeff Dumbrell, VeriFone's executive vice president of Europe.

Regulation & Security

Survey: Half Of Small Biz Not Familiar With PCI Compliance

11/05/12 Dark Reading

The last four years have been marked by continued growth in small business data compromise, yet small business owners are still missing the point of the Payment Card Industry Data Security Standard (PCI DSS), a newly released research report reveals. The report, "A Tale of Two Merchants: The Fourth Annual Survey of Level 4 Merchant PCI Compliance Trends," is co-sponsored by ControlScan and Merchant Warehouse to continue the annual study of Level 4 merchants' progression in understanding, achieving and maintaining PCI compliance.

Tackling the Top Mobile Risks

11/08/12 Bank Info Security

The two greatest threats facing mobile banking today come from the risky behavior of mobile users, and their download of third-party applications.

And while banks and credit unions have little control over users and third-party apps, mobile expert Tom Wills says institutions can take steps to mitigate their risks. Among his top recommendations: mobile transaction limits, enhanced authentication, device fingerprinting and fraud analytics.

Merchants Don't Understand 'Durbin Dollars,' Heartland Exec Says

11/06/12 ISO & Agent

Though Heartland Payment Systems claims its "Durbin Dollars" debit-pricing campaign contributed to its most profitable quarter ever, the processor is also encountering the limitations of that model at a time when many new technologies threaten to disrupt the way the payments

industry does business. Heartland, like many conventional payment companies, is facing both challenges and opportunities from new entrants like Square Inc., Google Inc., the Isis joint venture and even Groupon Inc.

Economy

U.S. Jobless Claims Fall as Storm Starts to Affect Data

11/08/12 Bloomberg

Fewer Americans than forecast filed claims for unemployment insurance last week as the effects of Hurricane Sandy started to show up. Applications for jobless benefits fell by 8,000 to 355,000 in the week ended Nov. 3, the Labor Department said today in Washington. One state said the loss of electricity due to the storm suppressed filings, while others said workers who lost their jobs as a result of the weather were starting to apply, a Labor Department spokesman said as the data were released to the press.

Election Implications for Major Industries

11/07/12 New York Times

The economy has been showing signs of life lately - more jobs, a better housing market and a pickup in spending by consumers. Will Washington put a stop to that? As business leaders, investors and economists shift their focus away from politics to fundamentals after President Obama's re-election, fears are growing that more of the same gridlock in Washington over fiscal policy will slow the economy to a stall in the next few quarters, perhaps even tipping it into recession.

Payments Press

Acquire360 from Planet Group Enhanced to Support Aggregation Processing

11/05/12 Yahoo! Finance

Planet Group Inc., the leading provider of software and consulting services that turn technology into valuable business solutions for the electronic payments industry, announced today the enhancement of Acquire360, its best-in-class merchant billing, settlement and chargeback system. Acquire360 completely streamlines back-end payment processing for merchant acquiring portfolios.

VeriFone Enables Small and Medium-Sized Merchant Chip-and-PIN Acceptance for Smartphones and Tablets

11/08/12 VeriFone

VeriFone Systems, Inc, today announced the availability of SAIL EMV, a new platform that enables banks and acquirers around the world to quickly provide smartphone and tablet-based chip-and-PIN card payments solutions to small and medium-sized merchants. SAIL EMV adds to VeriFone's suite of chip-and-PIN enabled smartphone and tablet solutions, including PAYware Mobile Enterprise hardware and VeriFone GlobalBay mobile software.

FPFCU, Primax Team on Issuing Program

11/07/12 The GreenSheet

Primax, a premier provider of debit and credit card issuing and merchant acquiring programs, products and services, today announced it has partnered with Four Points Federal Credit Union (FPFCU) of Omaha, Nebraska, to implement and provide support services for the credit union's credit card issuing program. FPFCU is a \$121.6 million asset, 7,975-member credit union that serves employees of agricultural cooperative organizations throughout the United States.

First Data and Datacap Announce Cooperative Marketing Agreement

11/05/12 First Data

First Data Corporation, a global leader in electronic commerce and payment processing, and Datacap Systems, the leading integrated payment verification system provider, today announced a new cooperative marketing program enabling POS and software resellers to offer Datacap's Rental Usage Program with First Data payment processing.

ShopKeep POS Makes Ordering Easy for Quick Serve Restaurants

11/08/12 The Sacramento Bee

ShopKeep POS, announced its entry into the quick serve market with full kitchen printing capabilities. Customers should not be limited in what they want on their burgers, and merchants should not be limited in how they charge customers for those toppings. To meet customer and merchant needs, ShopKeep POS has developed the simplest way to modify an order, adjust the price accordingly, and print it to the kitchen all on an iPad POS.

Elavon and Payleven Facilitate Mobile Payments

11/07/12 BusinessWire

Elavon, a wholly owned subsidiary of U.S. Bancorp (NYSE: USB) and a leading global payment solutions provider, and payleven, Europe's mobile payments pioneer, have joined forces to boost mobile debit and credit card acceptance by small and independent businesses in Europe.

iPayment Reports Preliminary Results for Third Quarter and for First Nine Months of 2012

11/08/12 iPayment

iPayment Holdings, Inc. ("Holdings") and iPayment, Inc. ("iPayment" or the "Company") today announced their preliminary financial results for the three months and nine months ended September 30, 2012. All operations are conducted through iPayment and its subsidiaries. Holdings is a holding company that does not have any operations or material assets other than its ownership of iPayment and its subsidiaries.





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