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 THE STRAWHECKER GROUP



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This Day in History: 1877

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Trending This Week...

The New Year is in full-swing this week. The year ahead will certainly be interesting as mobile payments looks to gain (more) steam, bitcoin fans continue to hunt for its creator, and EMV (hopefully) becomes more prevalent throughout the U.S. Whatever the news, we've got you covered!

Check out this week's highlights:

- [FinTech at CES: MasterCard, Coin, Rokos, Samsung and SoftBank are Making Waves](#)
- [Bitcoin: How the Isle of Man is Leading a Cryptocurrency Revolution](#)
- [Michaels POS Malware Lawsuit Dismissed](#)
- [BoFA has \\$3B to Pour Into Innovation as Banks are Swarming Around FinTech Startups](#)
- [This Guy has 1,497 Credit Cards](#)

The US Merchant Acquiring Transaction Market is Extremely Active

TSG is presently assisting buyers in connecting with sellers.

TSG has been engaged to identify ISO and merchant acquiring business acquisitions and capital partnerships. **Key investment criteria includes:**

Crazy Horse Fights Last Battle

On this day in 1877, Crazy Horse and his warriors-outnumbered, low on ammunition and forced to use outdated weapons to defend themselves-fight their final losing battle against the U.S. Cavalry in Montana.

Six months earlier, in the Battle of Little Bighorn, Crazy Horse and his ally, Chief Sitting Bull, led their combined forces of Sioux and Cheyenne to a stunning victory over Lieutenant Colonel George Custer (1839-76) and his men. The Indians were resisting the U.S. government's efforts to force them back to their reservations. After Custer and over 200 of his soldiers were killed in the conflict, later dubbed "Custer's Last Stand," the American public wanted revenge. As a result, the U.S. Army launched a winter campaign in 1876-77, led by General Nelson Miles (1839-1925), against the remaining hostile Indians on the Northern Plains.

Combining military force with diplomatic overtures, Nelson convinced many Indians to surrender and return to their reservations. Much to Nelson's frustration, though, Sitting Bull refused to give in and fled across the border to Canada, where he and his people remained for four years before finally returning to the U.S. to surrender in 1881. Sitting Bull died in 1890. Meanwhile, Crazy Horse and his band also refused to surrender, even though they were suffering from illness and starvation. [Click here to read more.](#)

- First Data back-end portfolios (with/without sales component)
- Producing monthly Net Revenue of \$20,000 to \$35,000

If you are interested in discussing a potential transaction, please provide high level details of your business and [email us](#). Learn more about [TSG's Transaction Advisory services](#). All responses will be treated confidentially.



Featured

[FinTech at CES: MasterCard, Coin, Rokos, Samsung and SoftBank Are Making Waves](#)

1/06/16 LTP

The International Consumer Electronic Show, being held in Las Vegas from January 6 to 9 this year, has served as the proving ground for innovators and breakthrough technologies for more than 40 years. The International Consumer Electronics Show showcases more than 3,600 exhibiting companies, including manufacturers, developers and suppliers of consumer technology hardware, content, technology delivery systems and more; a conference program with more than 200 conference sessions and more than 150K attendees from 150 countries.

Related: [The Coolest Tech You Missed at CES 2016](#)

[How John And Patrick Collison Built Stripe Into The PayPal Of The Mobile Era](#)

1/04/16 Forbes

The lack of a corner office hasn't stopped the Collisons, Irish immigrants and twentysomething college dropouts, from building one of the most admired and emulated startups of the current boom and an emerging power player in the buttoned-down financial services industry. Five years after its birth and two years after the brothers blasted their way onto the FORBES 30 Under 30 list, Stripe is making quick strides toward the brothers' goal of revolutionizing digital payments.

[Fidelity Ends Card Partnership With AmEx, BofA in Visa Deal](#)

1/03/16 Bloomberg

Fidelity Investments is ending its cash-back credit-card partnership with American Express Co. and Bank of America Corp., capping a year of fierce competition among networks and lenders for deals that bring in customers. Visa Inc. and U.S. Bancorp will take over as the network and issuer of the Fidelity card, according to Ram Subramaniam, president of Fidelity's retail brokerage business. Their brands are more closely aligned with Boston-based Fidelity's, and financial terms didn't play a major role in the move, he said in an interview.

[Bitcoin: How the Isle of Man is Leading a Cryptocurrency Revolution](#)

1/05/16 Independent

Like most coffee shops, Java Express in Douglas offers its clientele a diverting range of beverages, from an invigorating espresso to a gold-dusted hot chocolate. It is only when customers reach the cash till that they might notice a difference: the bill for a couple of shots of caffeine comes to 0.01202 Bitcoins. The smart café in the Isle of Man's sedate capital is one of a scattering of Manx businesses, including a chauffeur company and a popular pub, that accept the cryptocurrency for everyday transactions alongside sterling.

Apple Pay May Have Found its Perfect Market in China

1/05/16 Quartz

As Apple Pay expands to China in early 2016, analysts think conditions are ripe for Apple's mobile wallet to be a hit with consumers there. American shoppers have been wary of Apple Pay so far—only 15% of US iPhone 6 owners have even tried it. Many analysts say this is because mobile payments are still new and unfamiliar in the US.

This Guy has 1,497 Credit Cards - Does He Know Something We Don't?

1/06/16 MarketWatch

Here's a story that would make most Americans gasp: A man named Walter Cavanagh, known as "Mr. Plastic Fantastic," has 1,497 valid credit cards, a feat that has put him in the Guinness Book of World Records. That's a shocking number, especially since 33% of Americans own one or two credit cards, and 29% own none at all, according to a survey of more than 1,000 adults by polling firm Gallup. But Cavanagh claims to have a "nearly perfect credit score," and credit-card experts say he could be onto something.

Wall Street Gave a Thumbs Up to Payments Companies in 2015

1/04/16 Digital Transactions

It was a lousy December for payment stocks, but 2015 as a whole saw shares of electronic transaction processors far outperform the major market indexes, according to a new report. The party for payments stocks ended in December, when the group's mean return fell 4.2%. The indexes also fell, but not as much: 1.76% for the S&P 500 and 1.66% for the Dow.



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Mobile Payments & Bitcoin

MasterCard, Samsung Make Everyday Shopping Easier in Tomorrow's Smart Home with Launch of Groceries by MasterCard App

1/05/16 MasterCard

At the Consumer Electronics Show, MasterCard introduced Groceries by MasterCard, a new app which enables consumers to order groceries directly from Samsung's new Family Hub refrigerator. The first shopping app integrated into a refrigerator, Groceries by MasterCard connects consumers to leading grocers in the most convenient and efficient setting - their kitchen. Groceries redefines the family grocery shopping

experience by allowing households to share, build, manage and modify their grocery lists and shopping carts throughout the week.

Related: [MasterCard Embeds Payments in Devices](#)

Elavon Delivers Apple Pay™ for Canadian Businesses

1/04/16 EON

Elavon, a leading payments solution provider in Canada and subsidiary of U.S. Bancorp, now offers its customers access to Apple Pay™. Following the recent launch of Apple Pay in Canada for American Express cardholders, Elavon is among the first payment processing companies to offer Apple Pay to Canadian businesses. Apple Pay works with current Elavon EMV-contactless point of sale terminals in Canada.

Blockchain Startup Gem Closes \$7.1 Million Series A

1/06/16 CoinDesk

Blockchain API provider Gem has closed a \$7.1m Series A funding round, the company has announced. The round was led by Pelion Venture Partners, with KEC Ventures, Blockchain Capital, Digital Currency Group, RRE Ventures, Tamarisk Global, Drummond Road Capital, Tekton Ventures, Amplify.LA, Danmar Capital and angel investor James Joaquin participating.

Maybank, Visa Launch Country's 1st Contactless Wearable

1/08/16 The Malaysian Insider

Dubbed "Maybank Visa Payband", Visa country manager for Malaysia Ng Kong Boon said the adoption of a contactless payment wearable will be well received by Malaysians and used to displace cash. According to the 2015 Visa Consumer Payment Attitudes Study, 95% of Malaysian respondents said they are more likely to visit a store that accepts contactless payments over one that does not, up 7% from 2014.



Regulation & Security

No Injury: Michaels POS Malware Lawsuit Dismissed

1/07/16 Bank Info Security

A judge has dismissed a class-action lawsuit against U.S.-based arts and crafts retailer Michaels, filed after the retailer warned customers in early 2014 that malware-wielding attackers had successfully stolen an estimated 2.6 million payment card numbers over an eight-month period beginning in May 2013. The lawsuit sought damages in part based on the allegation that the retailer's customers were at increased risk of suffering fraud for an unforeseeable period into the future.

Judge: Pot Credit Union Can't Access Nation's Banking System

1/06/16 ABC

A judge on Tuesday dismissed a lawsuit that sought federal approval for a credit union aimed at serving Colorado's marijuana businesses, saying pot is still illegal under federal law. Fourth Corner Credit Union challenged a decision by the U.S. Federal Reserve Bank of Kansas City to keep the pot bank from accessing the nation's financial system. The

credit union, which was chartered by Colorado in 2014, is not allowed to take deposits or issue credit - leaving many marijuana businesses operating on a cash-only basis and causing concerns over the possibility of robberies.



Economy

U.S. Created 292,000 Jobs in Dec vs 200,000 Est; Unemployment rate at 5.0%

1/08/16 CNBC

The U.S. economy closed out 2015 with a huge round of job creation. Nonfarm payrolls grew 292,000 during December, according to a Bureau of Labor Statistics report Friday that showed employment momentum as the year wound down. The unemployment rate was 5.0 percent. A separate, more encompassing measure that accounts for those who did not look for work in the past month or were working part-time for economic reasons - the underemployed - head steady as well, at 9.9 percent.

Millennial Shoppers Don't Fit the Norm

1/07/16 The Wall Street Journal

May require subscription. The 28-year-old instead is using her paycheck to pay down credit-card debt and build up savings to move from her current apartment, shared with a roommate on the outskirts of the city, to her own place closer to the center of Portland. She is part of an important demographic that retailers are trying to figure out-millennials, people born after 1980. And like many in the group-now the largest part of the workforce-Ms. Haigh and her roommate approach shopping in a way that retailers find hard to crack-prioritizing experiences, like a dinner out or a trip away, over accumulating new handbags or the latest videogame.

U.S. Manufacturing Index at Worst Level Since 2009

1/04/16 CNN

America's manufacturing sector shrank for the second straight month in December. The industry's key index - ISM - hit 48.2% in December, the lowest mark since June 2009. Anything below 50% is a contraction and a month ago it hit 48.6%. The index has fallen for six straight months. "The trend is certainly heading in a direction that would ring alarm bells," says Sam Bullard, senior economist at Wells Fargo.

Payments Press

Wal-mart Will Begin Accepting MasterCard MasterPass Payment Platform

1/04/16 StreetInsider

With online and mobile purchases soaring, MasterCard announced that Walmart will accept MasterPass in 2016 across its domestic online properties. MasterPass by MasterCard is a digital payments platform that enhances the online and mobile checkout process. MasterPass is a simple, convenient, trusted digital platform that provides a fast, safe shopping experience at thousands of online merchants.

[BoFA Has \\$3 Billion to Pour Into Innovation as Banks Are Swarming Around FinTech Startups](#)

1/08/16 LTP

With the financial industry heating up, banking giants are looking to catch the innovation wave and leverage the opportunities FinTech startups create. One of the largest American banks, Bank of America-along with other banking industry giants-is taking steps to embrace FinTech and innovation in a wide range of financial services. One of the ways Bank of America is looking for prosperous partnerships is the annual Bank of America Merrill Lynch Technology Innovation Summit in the Bay Area, which is aimed to provide an opportunity to have entrepreneurs meet with bank's teams.

Related: [2016: A Pivotal Year for the Future of Fintech](#)

[First American Payment Systems Acquires ISO Portfolio from Chase Commerce Solutions](#)

1/07/16 PR Web

First American Payment Systems, a leader in payment processing, has purchased the entire portfolio of Independent Sales Organization (ISO) accounts and associated contracts from Chase Commerce Solutions, the global payment processing and merchant acquiring business of JPMorgan Chase & Co. With 25 years of experience in providing sales and operational support for Independent Sales Organizations, First American will be providing a comprehensive product suite, strategies for growth and award-winning customer service to both ISOs and their merchants.

[EchoSat Acquires Heartland's SmartLink Division](#)

1/04/16 CSP

EchoSat Inc., a leading provider of payments security, managed firewall and network solutions, has acquired the SmartLink division of Heartland Payment Systems Inc. With the addition of Heartland SmartLink's secure payment gateway (SPG) and managed network services, EchoSat will serve more than 21,000 merchant locations in the petroleum, convenience-store, quick-service restaurant (QSR) and supermarket industries.

Related: [For EMV's Next Phase, EchoSat Pumps Up Its Tech](#)

[Toast, A Point Of Sale Service For Restaurants, Raises \\$30M](#)

1/06/16 Tech Crunch

When Chris Comparato joined his former colleagues at Toast, a service that includes a point-of-sale tool for restaurants, raising new financing to continue scaling the company was near the top of the list. So today, the company said it has raised \$30 million in a round led by Bessemer Venture Partners, with Google Ventures participating. Comparato says the company has more than 1,000 customers, growing from "hundreds" to "thousands" in the past year or so.

[Record-Breaking Holiday Season for the App Store](#)

1/06/16 Apple

Apple® announced that customers around the world made this holiday season the biggest ever for the App Store®, setting new records during the weeks of Christmas and New Year's. In the two weeks ending January 3, customers spent over \$1.1 billion on apps and in-app purchases, setting back-to-back weekly records for traffic and purchases. January 1, 2016 marked the biggest day in App Store history with customers spending over \$144 million. It broke the previous single-day record set just a week earlier on Christmas Day.

Blackhawk Network Shells out \$120 Million for GiftCards.com And OmniCard

1/07/16 Digital Transactions

Prepaid card services provider Blackhawk Network Holdings Inc. has acquired GiftCards.com LLC and OmniCard LLC for \$120 million, the prepaid specialists announced Wednesday. GiftCards.com specializes in selling digital and physical prepaid cards through its Web site. OmniCard sells customized prepaid incentive and rewards cards to businesses. Both entities had been owned by Pittsburgh-based Wolfe LLC.

Mercury Selected by Business Solutions Magazine as Best Channel Vendor in 2016

1/04/16 Vantiv

Mercury Payment Systems, a Vantiv company and a provider of payments technology and services for small and medium-sized businesses (SMBs), has been named Best Channel Vendor 2016 by the subscribers of Business Solutions Magazine (BSM) for the eighth consecutive year. The prestigious award recognizes companies for providing exceptional value to the channel, as highlighted in the January 2016 issue.

Charge Anywhere Certifies for US EMV Payments with Chase Paymentech

1/05/16 Yahoo! Finance

Charge Anywhere®, LLC a leading provider of award-winning, secure payment applications and payment gateway solutions, recently announced the Class B U.S. EMV certification of its ComsGate® Payment Gateway with Chase Paymentech. This EMV certification enables Charge Anywhere to switch EMV transactions for U. S. merchants and acquirers using the Chase Paymentech Tandem processing platform.

The Bancorp Pays \$3M Penalty Tied to Electronic Fund Transfer Claims

1/02/16 American Banker

The Bancorp in Wilmington, Del., has agreed to pay a \$3 million civil money penalty to address issues tied to electronic fund transfer practices.

The \$4.7 billion-asset company disclosed in a regulatory filing Monday that its bank had entered into an amended consent order with the Federal Deposit Insurance Corp. without admitting or denying wrongdoing. The order, largely a restatement of an August 2012 order, is based on FDIC claims regarding electronic fund transfer error resolution practices, account termination practices and fee practices of various third parties.

North American Bancard Appoints Parkinson as CIO

1/05/16 The Green Sheet

North American Bancard (NAB), an award-winning industry leader in credit card processing and provider of the PayAnywhere point-of-sale solution, has announced it has hired Jim Parkinson as chief information officer. In his new position, Parkinson will be responsible for the company's IT operations, including IT engineering, PMO and the IT products and strategy teams.

Sterling Payment Technologies Named Best Channel Vendor for Eighth Consecutive Year

1/04/16 Sterling Payment Technologies

This marks the eighth consecutive year that Sterling has received the honor in the category of payment processing. In this year's survey, Sterling received exceptional marks for service and support, channel

friendliness, product features, product reliability, product innovation and adequate VAR margins.

Alpha Card Services Doubles Customer Service Team As Revenue Continues to Soar

1/06/16 CBS8

Continued robust revenue growth has led Alpha Card Services to double the headcount for its customer service teams, the financial technology leader announced today. By recruiting seasoned customer service representatives and help desk professionals from Fortune 1,000 companies like Comcast and Pep Boys, Alpha has positioned itself to not only meet the customer service demands of its current business, but also comfortably handle anticipated growth.

Harbortouch Selected as a "Best Channel Vendor" by Business Solutions Magazine in Payment Processing and POS Hardware

1/04/16 Harbortouch

Harbortouch, a leading national supplier of point of sale (POS) systems, today announced it was selected as a "Best Channel Vendor" in Business Solutions Magazine's annual listing. The company earned this designation in both the Payment Processing and POS Hardware categories.

The list is compiled using a web-based survey of the magazine's VAR subscribers.

FreedomPay Launches First Integrated Pay-At-Table Solution In North America With PCI Validated P2PE, EMV And NFC

1/05/16 BusinessWire

FreedomPay, the leader in secure payment technology for stadiums, hospitality, restaurant, gaming, lodging and retail merchants, announced the launch of its Pay-At-Table solution with PCI Validated Point-to-Point Encryption (PCI P2PE), the industry's highest security standard, as well as support for EMV chip cards and NFC mobile wallet payments. Available on Ingenico Group's iWL 258 wireless smart terminal and powered by FreedomPay's payment gateway, the Pay-At-Table solution is a fully integrated solution with the point of sale at the merchant's location.

Deloitte Names Smith Head of U.S. Financial Services Group

1/06/16 American Banker

Deloitte has named Kenny Smith leader of its financial services industry group in the U.S. Smith, vice chairman of Deloitte LLP and a principal with Deloitte Consulting, succeeds Robert Contri, who had held the role since 2011. Contri was recently appointed global leader of the financial services industry group for Deloitte Touche Tohmatsu.



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