



Dec. 14th, 2012
Edition #332

New to NewsFilter?



Want to Advertise
in NF?

[Click here to learn
more.](#)

Categories

[Featured](#)

[Mobile Payments](#)

[Regulation & Security](#)

[Economy](#)

[Payments Press](#)

TSG Resources

[TheStrawGroup.com](#)

[PaymentsPulse.com](#)

[TSG Overview](#)

[Transaction Advisory](#)

Your Advertisement Here
Over 8,000 Industry Professionals Will See it.
[Learn More](#)

This Week's NewsFilter...

This week's big news comes from VeriFone as they announced [the end of mobile POS Sail](#) during their Q4 earnings call. [ETA has released their list of 2013 Board/Committee Leadership](#), which includes Kurt Strawhecker.

Regarding mobile payments, [Square has started offering gift cards](#) and [Dwolla is sending money via Tweets](#).

In economic news, [U.S. retail says rebounded in November](#) and [jobless claims fall sharply](#) for the fourth straight week.

The Strawhecker Group Releases New, Expanded Directory of U.S. Merchant Acquirers - Purchase Today!

12/14/12 TSG Metrics

TSG's Directory of U.S. Merchant Acquirers provides profiles on 200 companies that include the country's top tier acquirers, along with supplemental ISOs and technology-centered acquirer's. Company profiles provide factual insights that include (as available) processor relationships, vertical specializations, dollar volume statistics, transaction counts, active merchant outlet totals, key management, corporate structure, business overview, sponsor banks, and recent announcement links.

This report is an easy-to-use resource that provides payments professionals with a valuable look into the Merchant Acquiring competitive marketplace.

[Click here for report preview.](#)

Report price: \$2,900 // [Click here to order](#)

Featured

[Acquisition Multiples & Attrition Summary](#)

[Merchant Aggregation](#)

[Acquirer Strategic Assessment](#)

[TSG MPPS Benefits](#)

[MPPS Example Executive Summary](#)

[Case Study: Driving Value Through Competitive Bidding](#)

[Should Traditional Merchant Acquirers "Beware of Square"](#)

This Day in History: 1911 Amundsen Reaches South Pole

Norwegian Roald Amundsen becomes the first explorer to reach the South Pole, beating his British rival, Robert Falcon Scott.

Amundsen, born in Borge, near Oslo, in 1872, was one of the great figures in polar exploration. In 1897, he was first mate on a Belgian expedition that was the first ever to winter in the Antarctic. In 1903, he guided the 47-ton sloop Gjøa through the Northwest Passage and around the Canadian coast, the first navigator to accomplish the treacherous journey. Amundsen planned to be the first man to the North Pole, and he was about to embark in 1909 when he learned that the American Robert Peary had achieved the feat.

Amundsen completed his preparations and in June 1910 sailed instead for Antarctica, where the English explorer Robert F. Scott was also headed with the aim of reaching the South Pole. In early 1911, Amundsen sailed his ship

VeriFone Nixes Mobile POS And Square Competitor Sail, Citing "Razor-Thin Margins" And "High Attrition"

12/14/12 Tech Crunch

A reminder today that big companies often have trouble mirroring the efforts of companies disrupting their spaces: Payment industry giant VeriFone is killing its Square competitor Sail, which just launched in May, thanks to costs that didn't make the "razor-thin margins" it was seeing from its small merchant customers worthwhile. VeriFone announced the closure of its dongle-based mobile point-of-sale system during its Q4 earnings call yesterday.

[See 'Q4 FY12 Earnings Call Script'](#) - See page 12 to read about Sail.

VeriFone's Earnings script parallels closely with much of what TSG said in our **[Square Infographic](#)**.

ETA Announces 2013 Board and Committee Leadership

12/13/12 ETA

The Electronic Transactions Association (ETA), the trade association of the global electronic payments industry, today announced the election of three new members and the reelection of three current members to its board of directors. ETA also announced appointments to the board's Presidential Advisory Council, and named more than 200 payments professionals to 13 standing committees for 2013.

What Does Washington Have in Store for Acquiring?

12/10/12 The GreenSheet

Now that the 2012 elections are behind us and a new Congress is about to descend on Washington, financial services companies are bracing for a potential onslaught of new legislative initiatives. Some will take aim at issues raised by the Dodd-Frank Act of 2010; others are being triggered by concerns over network security and protection of individuals' confidential information. And then there is continuing controversy over payment card interchange, as well as prepaid debit card rules. Here's a look at what's at stake.

Google's Page Dreams of a Bigger Internet of Things

12/13/12 TheStreet

A decade ago I began writing about what is now called the Internet of Things. I foresaw single-chip motes adding intelligence to lawn sprinklers and home security systems. I saw radio based identification, or RFID, chips and wireless networking telling whether the yogurt had gone bad, making a shopping list for you. I even foresaw heart and blood monitors quietly anticipating your heart attack, a real "killer app" that could get the paramedics to you before the pain started. I dreamed too small.

Mobile Payments

Square Gets Into Gift Cards with Digital Version

12/10/12 USA Today

The mobile-payments company said it is now offering digital gift cards, so anyone can purchase a card from the 250,000 merchants that accept

into Antarctica's Bay of Whales and set up base camp 60 miles closer to the pole than Scott. [Click here to read more.](#)

Square Wallet, an iOS and Android app that lets consumers pay automatically with their smartphones. The gift card recipient only requires an e-mail address. The service could be a boon to small merchants, many of whom shied away from offering gift cards because creating plastic cards is costly and cumbersome.

Shoppers Want Mobile To Replace Cards And Cash, Just Not Their Cards And Cash

12/12/12 StorefrontBacktalk

If you're looking for more evidence of the bipolar nature of mobile shoppers, look no further. The Harris Poll people have what you need. In what should be called the NIMBY (Not In My Backyard) effect, some 66 percent of Americans polled said they expect mobile payments to eventually replace payment cards and even cash-but not their cards and cash. When asked if they personally want to use mobile as a payment device, the overwhelmingly strongest answer-across literally every demographic group sampled-was the single answer of "not very or not at all interested."

Online Volume Grows 13% As Mobile Traffic and Bill Me Later Surge

12/11/12 Digital Transactions

Retail purchases online will reach \$318 billion this year, up a healthy 13% from 2011, with mobile transactions accounting for more than 6% of that volume, according to a new report from Javelin Strategy & Research. This year marks the first time mobile-originated transactions have accounted for a meaningful share of online purchase volume, says Beth Robertson, director of payments research at Pleasanton, Calif.-based Javelin.

Dwolla Launches the Ability to Send Money Over Twitter, Taking on Chirpify at its Own Game

12/12/12 TNW

Online person-to-person payments service Dwolla has put together and released a simple method to send money to others on Twitter, requiring only their username, the dollar amount, and the hashtag #dwolla. Naturally, to send money, you need a Dwolla account. Why would one want to send money over Twitter, and through a more traditional method?

Starbucks Mobile Vets Get \$10M for Cardfree Mobile Payments Tool

12/10/12 GigaOm

Starbucks helped open a lot of eyes to the power of mobile payments and commerce with its Starbucks Card app, which has so far been the most successful mobile payments implementation. Now, some of the key members of that team are launching a white label tool called Cardfree that allows other businesses and merchants to take advantage of that expertise. Cardfree launched Monday with \$10 million in Series A funding from Jeffrey Katz, who founded payment processor Mercury Payments Systems.

EMV PIN Debit Creates 'Sense of Urgency'

12/12/12 ISO & Agent

Processors are racing against time to convert PIN debit networks to EMV standards in the United States. In fact, an EMV Migration Forum committee studying that aspect of the EMV transition has "the highest level of urgency" of any of the forum's study groups. Randy Vanderhoof, acting director for the EMV Migration Forum and president of the Smart Card Alliance, shared that assessment with ISO&Agent Weekly when highlighting details of the forum's second meeting last week at Visa Inc. headquarters in Foster City, Calif.

Regulation & Security

New 'Dexter' Malware Strikes Point-of-Sale Systems

12/14/12 CNET

Retailer point-of-sale systems may be at risk of malware that steals credit card data. Israel-based security firm Seculert has identified a strain of malware, dubbed Dexter, which it asserts has infected hundreds of point-of-sale (POS) systems across 40 countries in the past two to three months. English-speaking countries appear to be a prime target, with 30 percent of infections in the U.S., 19 percent in the U.K., and 9 percent in Canada.

Two Banks Targeted by Hacktivists are Seeing Their Websites Swamped

12/13/12 American Banker

Both U.S. Bank (USB) and PNC Bank (PNC) said Thursday their websites have been hit by a torrent of requests that could delay access for some customers. The institutions are among five banks targeted Monday by the al Qassam Cyber Fighters Group, which claimed responsibility for a so-called denial of service attack on both U.S. Bank and PNC in September amid a series of attacks on at least 10 financial institutions worldwide.

The Interchange Fee Cap: One Year Later

12/10/12 Portals & Rails

Make no mistake about it, I'm a debit card person, and a PIN debit one at that. So I write this under full disclosure of that bias. I haven't written a check at a retail merchant in more than 10 years and no longer even carry a checkbook. Rarely do I have more than \$10 in my pocket-just enough for the purchase of some miscellaneous small-value items. I have always found PIN debit to be a highly convenient form of payment due to its reliability, accuracy, speed, and general acceptance at merchants that I frequent.

ATM Placard Bill Passes Senate, Advances to Obama's Desk

12/11/12 CreditUnionTimes

Credit unions received some good news from Capitol Hill late Tuesday when the Senate passed H.R. 4367, a bill that amends the Electronic Funds Transfer Act and removes the placard fee disclosure requirement that has spurred frivolous lawsuits against credit unions and other ATM owners.

The bill was passed by unanimous consent in the Senate after being passed by the House in July, and now moves to President Obama's desk for his signature.

Economy

U.S. Retail Sales Rebound in November

12/13/12 MarketWatch

Retail sales rose 0.3% last month after declining 0.3% in October, the Commerce Department said Thursday. Economists surveyed by MarketWatch had forecast 0.4% increase. Sales were more than twice as strong if a big decline in spending at gas stations is factored out. Gas-station sales posted the biggest drop in four years.

Jobless Claims Fall Sharply, Recover from Sandy

12/13/12 Reuters

A number of Americans filing new claims for unemployment benefits fell for a fourth straight week last week, pointing to steady healing in the labor market. Initial claims for state unemployment benefits dropped 29,000 to a seasonally adjusted 343,000, the Labor Department said on Thursday. The prior week's figure was revised to show 2,000 more applications than previously reported.

'Cliff' Talks at Standstill: 'It's Getting Worse, Not Better'

12/12/12 CNBC

Talks to avoid the "fiscal cliff" showed little progress on Wednesday, with Republicans publicly rebuking the Obama administration and one House member saying "it's getting worse, not better." At a morning briefing, House Majority Leader Eric Cantor lashed out at President Barack Obama, saying "let's stop playing games" and present a proposal to cut entitlement spending. But House Democratic leader Nancy Pelosi warned Republicans against raising the Medicare eligibility age to 67. "Don't go there," she said.

Payments Press

First Data Releases November 2012 SpendTrend® Analysis

12/11/12 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 November 2012 compared to November 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.

LivingSocial and Newegg.com are the Latest Merchants Live with V.me by Visa

12/11/12 Visa

Visitors to LivingSocial.com and Newegg.com can sign up for V.me, checkout with a few simple clicks, and say goodbye to having to enter their bill-to, ship-to and account information each time they make a purchase online. For both adventure lovers looking to book New Year's Eve plans or discover a weekend excursion, or tech-enthusiasts looking for holiday shopping deals or the latest gadget, LivingSocial and Newegg.com are sure to have the perfect gift.

TSYS Signs Payments Agreements with Two Credit Unions

12/12/12 TSYS

TSYS today announced that it has signed a multi-year agreement with St. Mary's Bank - the nation's first credit union - to provide payments services for its consumer credit card portfolio. "Partnering with TSYS to expand and enhance our consumer credit offerings seemed like a natural fit," said Steve Macek, director of Consumer Lending, St. Mary's Bank. "Their people-centered approach, coupled with the flexibility of their processing solution, was exactly what we were looking for in a partner."

Payment Processing Biz BlueSnap Set for Launch

12/10/12 MHT

In between the very smallest and the very largest businesses that sell products online, Ralph Danglemaier sees a huge demand for a better e-commerce service for small- to mid-size companies. "If you're a really small vendor... you're probably going to be with PayPal. If you're very big, you're either going to do it on your own or go with (Minnetonka, Minn.-based) Digital River," said Ralph Danglemaier, an executive with 20 years of experience in the e-commerce arena.

RapidAdvance's Brown joins DailyFunder.com CEO Corner

12/10/12 The GreenSheet

DailyFunder.com (DF), a cooperative forum for companies involved in small business lending, has announced that Jeremy Brown, the CEO of RapidAdvance, is joining the CEO Corner. The CEO Corner is specifically reserved for industry captains to share their wisdom with the community, as well as to spread their message to those outside it.

Visa President Partridge Retires

12/12/12 Finextra

Visa president John Partridge, who heads up the card giant's technology, emerging product, processing and client services functions, is set to leave in the New Year. Partridge, who has been with Visa Inc for 13 years and led the integration of recent acquisitions CyberSource, PlaySpan and Fundamo, will step down at the end of March.

Payment Alliance International and Planet Payment Announce Strategic Partnership

12/12/12 PAI

Payment Alliance International (PAI), a leader in electronic payment processing solutions and the nation's largest Independent ATM Deployer (IAD), and Planet Payment, Inc., a leading multi-currency payment and data processor, jointly announce an agreement to roll out Bank in Your Currency™, Planet Payment's real-time dynamic currency conversion (DCC) solution for ATMs.

Dwolla's Jordan Lampe Shares Thoughts on Getting Press

12/13/12 Silicon Prairie

Earlier this week, we shared the story behind the New York Times' Silicon Prairie story. In research for that post, I spoke with Jordan Lampe, director of communications at Dwolla. In addition to learning about Lampe's role in The Times story, I took the opportunity to ask the early Dwolla hire how he's gone about securing consistent and notable press for the payments network.

IdentityMind™ Releases Anti Fraud add-on Module for Zen

Cart™

12/13/12 PRWeb

IdentityMind™, the evolutionary on-demand anti fraud and risk management platform, today announced the release of the IdentityMind™ Zen Cart™ add-on. IdentityMind's Zen Cart™ add-on enables merchants to protect their Zen Cart online store from fraudsters. The module itself is free, and IdentityMind™ offers a very flexible pricing accommodating small and medium business as well as Enterprise customers.



Copyright ©2010 The Strawhecker Group. All Rights Reserved. Unless noted, TSG does not take responsibility for content or opinions. Articles are sourced as appropriate throughout.