



PAYMENTS KNOWLEDGE PROVIDER™

PayX Industry News

April/May 2010

Number 1004

Industry News

In 2009, 10% of Fraud Victims in the U.S. Fell Prey to Increasingly Costly Fraudulent ATM Withdrawals – Javelin Strategy & Research

TSYS Partners With Serverside Group for Digital Card Solution

Lloyds Bank records profit in first quarter of 2010

NASDAQ OMX to Launch Nordic Fund Market

FSA issues fines totalling £4.2m for transaction reporting failures

(4) 2008
Boehm Named to Lead First Data Global Product Group

MasterCard Joins Forces with Next Jump to Revolutionize the Consumer E-Commerce Experience

Nationwide to restrict small cash counter withdrawals

KKR in talks for control of Firstsource - Reuters

ANZ's online tool takes the guesswork out of business planning

We are looking for:

Experienced Sales

PayX had the pleasure and privilege of being in Madrid April 27 - 30 at the annual EBUG event presenting a summary of the current cards and payments climate and landscape. We presented an independent industry-experienced perspective on challenges that the banks, payment services providers and vendors are facing with the ongoing melee of vendor product change, market acquisitions and business and IT transference to outsourcing companies.

Whilst reflecting on the event and evaluating the sometimes extraordinary views the banks/processors expressed to the PayX team, we find confirmation that the vast majority of the Banks and Processors are performing a strategic assessment of changes necessary for the next 10 years. The only difference is the pace of assessment and the appetite for change and risk varies. Everyone, we are pleased to report, was interested in our global view and experiences.

The consensus view being that there are many options to assess both known and yet to be discovered, and that investigating these options typically takes considerable skills, time and effort to walk through before any decisions can be made.

To our delight the demand continues to grow for our independent PayX encapsulated Discovery offering (PayX-DPE™) providing efficient standardised assistance to organisations looking to create and manage a multi-year future proof roadmap for their card payments infrastructure.

Our next marketplace showcases where PayX is speaking on "Future Proofing Payments":

S1 Payments Executive Day, Warsaw, 18 May 2010

HP User Conference, San Francisco, 16-19 May 2010

ATMIA Canada Summit, Toronto, 15 June 2010

Barclaycard and HSBC Merchant Services among the winners at the European Card Acquiring Forum Awards

1 April 2010 - The role of acquirers has been vastly underestimated in the entire value chain of a card payment. Hardly ever acquirers receive the visibility they deserve when it comes down to improving the end-to-end quality of a transaction, to implementing change, or ensuring the success of innovation, or stopping the bleeding edge of technology. At the Grand Hyatt Hotel Berlin, the European Card Acquiring Forum, for the first time, presented the winners of the „Guiding Hand Awards“.

And the winners in 2010 were:

- *Data Security Award:* Barclaycard
- *International Award:* Deutsche Card Services (Deutsche Bank)
- *Channel Award:* Barclaycard
- *Processing Award:* OmniPay
- *Information Award:* Garanti Payment Systems
- *Performance Award:* HSBC Merchant Services
- *Usage Award:* Atos Worldline

and Cards Market Experts

Knowledge of the Card Payments industry with a solid proven background of consultancy selling.

Location: Europe centric

Send your cv to
info@payxintl.com

Card Systems Technicians (BASE24, BASE24-eps, Postilion, Tieto, BPC, RS2, Etc)

Looking for highly experienced technical consultants worldwide who can assist us with delivering our services to existing and new customers to meet industry demand.

Location: Worldwide

Send your cv to
info@payxintl.com

Card Industry Presenters

PayX holds numerous workshops with its customers throughout each year. The demand is high and we are constantly looking for part time industry experts to include in our workshops. Topics vary from generic card business and market entry through to technical architectures.

Location: Worldwide

Send your cv to
info@payxintl.com

Upcoming Payments Events

<http://www.paymentchina.co>

- *Loyalty Award:* Garanti Payment Systems
- *Merchant Award:* HSBC Merchant Services
- *Integrity Award:* Heartland Payment Systems

<http://www.europeancardacquiring.com/en/Events/Upcoming-Events/European-Card-Acquiring-Forum/ECAF-Awards.alej>

Five bidders on RBS WorldPay shortlist – Reuters

20 April 2010 - (Reuters) - Five bids, including four from private equity firms, have been selected to move through to the second round of the auction for Royal Bank of Scotland's (RBS.L) payment processing business, people familiar with the matter said on Tuesday. Canada's biggest card payment processor, Moneris Solutions, buyout firms CVC [CVC.UL], joint suitors Advent International and Bain Capital, TPG and Warburg Pincus make up the bidding group, the sources said. The Global Merchant Services (GMS) unit, which includes the WorldPay business, is expected to fetch 2.5 billion to 3 billion pounds (\$4 billion to \$4.8 billion), industry sources have said.

<http://www.reuters.com/article/idUSWLB300320100420>

Commerzbank Extends Processing Agreement with First Data

15 April 2010 - First Data Corporation, a global leader in electronic commerce and payment processing, and Commerzbank, a leading financial institution in Germany, have extended their debit processing agreement. Under terms of the renewal agreement, First Data will continue to provide technical processing for cross-border Maestro transactions for Germany's second largest financial institution until 2015. "In First Data we have found a provider that complements our business," said Sylvia Vandeven, head of In-house Cards and group leader for debit and credit cards at Commerzbank. "First Data's strong performance throughout our evaluation process convinced us to extend our relationship." "The early extension of our agreement reflects customer satisfaction and the trust that Commerzbank has in our cooperation," said Stephan Becker, managing director of First Data Deutschland. "Germany is an important market for us and this agreement underlines our strengthening client relationships in the country as well as our long-term commitment to the German market. We look forward to working closely with the bank, and delivering value to their business through our extensive debit processing expertise."

http://www.firstdata.com/en_us/about-first-data/media/press-releases/04_15_10

Visa Inc. to Acquire CyberSource to Accelerate eCommerce Growth

21 April 2010 - Visa Inc. (NYSE: V) ("Visa") and CyberSource Corporation (Nasdaq: CYBS) ("CyberSource") today announced that they have entered into a definitive agreement for Visa to purchase CyberSource, a leading provider of electronic payment, risk management and payment security solutions to online merchants at a price of \$26.00 per share, or total consideration of approximately \$2.0 billion to be paid with cash on hand. CyberSource is an established industry leader that plays a role in processing approximately 25 percent of all eCommerce dollars transacted in the United States. The company serves more than 295,000 merchants through its CyberSource and Authorize.Net branded solutions. CyberSource clients include British Airways, Home Depot, Facebook, Google and many small businesses.

http://www.visaeurope.com/en/newsroom/news/articles/2010/visa_inc_acquires_cyber_source.aspx

Absa Card introduces Planet Payment's Pay in Your Currency™ Service in South Africa

14 April 2010 - South Africa will welcome almost half a million tourists during June and July of 2010. These visitors are in for an unforgettable experience; beautiful scenery, divergent cultures, world class hospitality and the big five are just some of the wonders they will enjoy.

Banking analysts say the volume and value of card transactions will go through the roof as these visitors swipe their cards for purchases at hotels, restaurants and general retailers. One of the risks to foreign visitors is they don't know how much they're spending in

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Payment China 2010
Beijing
10-11 May 2010

<http://www.terrapinn.com/2010/cme/>
Cards Middle East
Dubai
17-19 May 2010

<http://www.vrl-financial-news.com/cards--payments/cards-international/events/cards-and-payments-2010.aspx>
Cards and Payments
Europe
Madrid
18-19 May 2010

<http://www.atmiaconferences.com/Events/EuropeanATMs/>
ATMIA, European ATM's
London
10-11 June 2010

<http://www.acteda.com/calendar.html>
Cardware 2010
Canada
22-23 June 2010

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Euros, Pounds or Dollars, until they get their card statements, often a month after they have made their purchases. Absa Card has partnered with Planet Payment to bring Pay in Your Currency,™ also referred to in the industry as Dynamic Currency Conversion (DCC), to South Africa to address this concern.

The Pay in Your Currency service will provide Absa merchants with the ability to present the international consumer with a choice of paying in Rand, or completing the purchase in any one of the 30 supported foreign currencies. This service enables the merchant to improve client service, thereby aiding their volume growth whilst at the same time increasing their operating margins.

http://www.planetpayment.com/news/absa_card_introduces_planet_payments_pay_in_your_currency_service_in_south/

Gemalto acquires internet banking security specialist Todos

8 April 2010 - Gemalto, the world leader in digital security, today announced that it has completed the acquisition of Todos AB from investors led by 6AP, a fund belonging to the Swedish National Pension system. Terms of the transaction were not disclosed. Headquartered in Gothenburg, Sweden, and employing 80 people worldwide, Todos AB is a leading provider of strong authentication solutions for internet banking. Todos has to date delivered in excess of 20 million products to over 100 financial institutions in more than 30 countries. Todos core offer is the eCode Suite, including the Todos Versatile Authentication Server, which enables strong authentication and transaction verification. The Versatile Authentication Server supports all leading industry standards and is augmented by patented technology such as Dynamic Signatures. Using their EMV card and a Todos' eCode reader, consumers can use their PIN code to securely sign internet banking transactions. An additional layer of security can be provided by displaying transaction details on the reader, so that users "sign what they see", thwarting in particular "man in the browser" attacks. Over the coming months Todos will be integrated with Gemalto's Identification and Access Management business line.

http://www.gemalto.com/php/pr_view.php?id=737

Swedbank opens up Internet bank to Mobile BankID

The largest infrastructure for electronic identification in Sweden, BankID, has launched a new secure electronic identification used in mobile phones - Mobile BankID. BankID as of today (smart card and soft certificate) is used by more than two million active customers, who can use their BankID for electronic identification as well as signature. The services vary from online banking, e-trade to tax declaration and are provided by government, municipality, banks and companies. The future ahead, citizens will continue doing these services - and more - also with their Mobile BankID. On April 14, 2010, Swedbank, as the first bank within the BankID infrastructure, opened up its Internet bank to Mobile BankID, in company with telecom operators TeliaSonera and Telenor. "This is a great step forwards, now that we launch Mobile BankID", says Johan Eriksson, CEO Finansiell ID-Teknik. To be able to identify yourself and electronically sign documents using your mobile phone is a both necessary and quite natural development. We have broadened an already well established infrastructure. More banks are in turn to follow Swedbank's example, says Johan Eriksson.

<http://www.bankid.com/en/Mobile-BankID/>

Ingenico Northern Europe partners with WorldNet TPS

20 April 2010 - Ingenico, the world's leading provider of payment solutions, and WorldNet TPS, a European provider of secure online payment services, have signed an agreement to promote WorldNet TPS online payment services to Ingenico Northern European customers. This initiative will allow Northern European organisations to reduce their processing costs while implementing a secure PCI DSS approved online payment environment. WorldNet TPS supports the major acquirers and processors in the UK and Ireland and can therefore switch businesses over to the WorldNet TPS solution without impacting their existing acquiring relationships. The WorldNet solution is functionally rich and supports many Card Not Present (CNP) channels including Online, MOTO, Multicurrency (DCC) and much more.

http://www.ingenico.com/en/news_events/press_releases/ingenico-northern-europe-partners-with-worldnet-tp_g87h4p9t.html

STAR® Network Signs SunTrust to Exclusive Agreement for PIN Debit Access

3 May 2010 First Data Corporation today announced that its STAR® Network has signed a multi-year agreement with top-ten debit card issuer SunTrust Banks Inc. to provide PIN-secured debit point-of-sale (POS) and ATM access to its cardholders. Atlanta-based SunTrust is one of the largest banks in the United States, with approximately 1,700 retail branches and 2,800 ATMs across the Southeast and Mid-Atlantic. STAR is one of the nation's leading electronic funds transfer networks with more than two million retail and ATM locations.

<http://www.star.com/about/news-media/2010-05-03-star-signs-suntrust/>

SunGard's AvantGard Expands Corporate Transaction Banking Solution to Enhance Support of European Payment Practices

23 April 2010 - SunGard has announced a new release of its AvantGard Trax payments solution. AvantGard Trax 4.4 offers corporate customers a series of upgrades including integrated workflow support for cut-off times, better support for structured remittance information and an increased choice of connecting to banks with support for EBICS (Electronic Banking Internet Communication Standard). EBICS is a file transfer protocol used by German corporations and banks to send and receive payment files over the Internet. The EBICS protocol is also being adopted in France. Using the EBICS connector, European-based customers of AvantGard Trax 4.4 will be able to use multiple mechanisms to readily connect to their banks. The solution also leverages the AvantGard EcoSystem Communication Service for single point bank connectivity.

<http://www.sungard.com/pressreleases/2010/avantgardo42710.aspx>

EDB - Breakthrough for new service delivery model in Sweden

27 April 2010 - EDB Business Partner has signed a final agreement with FOREX Bank for the delivery of banking software solutions as a service, together with operating services for the solutions, for a period of five years. The agreement represents total contract value in the order of SEK 200 million. "This agreement with FOREX Bank demonstrates that EDB also offers a competitive service delivery model for the banking and finance sector in Sweden. This is an important area of focus for EDB, and we are experiencing strong demand for standardised solutions that are cost-effective while at the same time offering a high degree of renewal and rapid time-to-market", comments Executive Vice President Wiljar Nesse at EDB.

<http://www.edb.com/en/Corporate/Pressroom/>

Vodafone Begins M-PAiSA Pilot

23 April 2010 Vodafone Fiji yesterday started pilot testing its much awaited M-PAiSA Mobile Money Transfer service. It is the first company in the Pacific to introduce a payment service that enables customers to complete simple financial transactions over a mobile phone. M-PAiSA will allow registered users to temporarily store and transfer money cheaply and safely. Vodafone clients will be able to deposit and withdraw cash with approved Vodafone agents in Fiji, send money directly onto others mobile phones, buy recharge or airtime and also receive money from overseas directly onto their Vodafone mobiles. The M-PAiSA service offers many services similar to a bank. The main difference is that M-PAiSA is not using customers' money to make loans or invest. It only facilitates money movement. The pilot involves Vodafone staff and their immediate families and a select group of individuals who will get a chance to trial the system for the next few weeks when the service is expected to be launched nationally

<http://www.vodafone.com.fj/pages.cfm/general/about-us/media-releases-1/media-releases-10/vodafone-begins-m-paisa-pilot.html>

Hypercom Introduces Secure Payment Solutions For iPhone®

13 April 2010 - Hypercom Corporation (NYSE: HYC) today unveiled the first two members of a product family that enable smartphones to accept card payments. The two elegant, state-of-the-art SmartPayments Mobile payment solutions are for merchants with Apple® iPhones® who demand simple, flexible and secure card present processing capabilities on the popular smartphone platform. Hypercom's payment solutions for the iPhone extend the use of electronic payments beyond in-store retail to home merchants, door-to-door delivery and repair services, event vendors and an array of other merchants with business-critical features not provided by recently-announced competitive units. Unlike competitor products, SmartPayments Mobile is also designed for upscale retailers who want to stay close with high-value customers on the retail floor and expedite their purchases.

<http://www.hypercom.com/about/read.aspx?pr=895>

Arab Financial Services Selects First Data to Bring World-Class Payment Solutions to Regional Client Base

6 April 2010 – Arab Financial Services (AFS), a leading provider of electronic payments and consumer finance outsourcing services in the Middle East, today announced an agreement with First Data Corporation, a global leader in electronic commerce and payment solutions, wherein AFS will leverage First Data's global processing power to support its regional client base. The agreement with First Data reinforces AFS's commitment to bring world-class card processing solutions to its valued client base. AFS currently licenses First Data's VisionPLUS® software to manage a portfolio of more than one million payment cards. Under the new agreement, AFS clients will have the opportunity to benefit from First Data's strategic issuing and consumer finance solution, FirstVision™. FirstVision incorporates an enhanced version of VisionPLUS as well as a full range of associated operational and value-added services.

http://www.firstdata.com/en_gb/about-first-data/media/press-releases/04_06_10

Barclays announces the sale of its African custody business to Standard Chartered

27 April 2010 - Barclays Bank PLC ('Barclays') has agreed to sell its custody business in Africa to Standard Chartered. Barclays African custody business had gross assets of £1.9m and assets under custody of £3,862m as at 31 December 2009. The sale is expected to be completed in 2010, subject to regulatory approvals and other customary conditions. Barclays African custody business is a pan-African securities and custody business which employs 66 people and covers 16 markets from its operations in eight countries (Botswana, Ghana, Kenya, Mauritius, Tanzania, Uganda, Zambia and Zimbabwe). Barclays exited the global custody business outside Africa in 1998. The remaining custody business in Africa is profitable but would benefit from the synergies a global operation could provide. The sale realises value for our shareholders while not impacting Barclays long-established banking business in Africa.

<http://www.newsroom.barclays.com/Press-releases/Barclays-announces-the-sale-of-its-African-custody-business-to-Standard-Chartered-6c9.aspx>

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