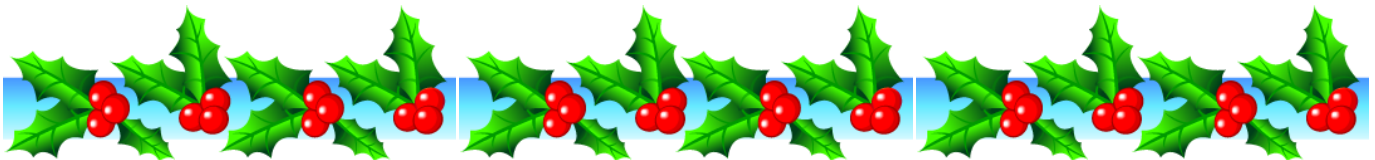


## PayX International Limited



*Wishing you a very Merry Christmas  
and a Prosperous New Year  
Best Wishes from the PayX Team*



*PayX will be making a donation to charity as an alternative to sending Christmas Cards this year*

# Industry News – December 2009

## Industry News

**Raiffeisen International Rolling Out 30,000+ Hypercom Terminals Throughout Eastern Europe**

**The Commonwealth Bank ups the ante on security**

**Travelers selects Monitise to power mobile money services for its Cash Passport**

**Danish Banks To Migrate Portfolio To MasterCard Debit Cards**

**Raiffeisen International plans to launch new direct bank in Central and Eastern Europe**

**FSA set to license new UK start-up bank**

**Morgan Stanley Announces Key Leadership Appointments**

## **First Data Extends Merchant Services Agreement with Sovereign**

3 December 2009 - First Data Corporation, a global leader in electronic commerce and payment processing, today announced the company has agreed with Sovereign Bank, a wholly owned subsidiary of Banco Santander, S.A., to extend their existing merchant services agreement. Sovereign and First Data began their cooperation to offer merchant services programs in 2001. Sovereign is one of the top 20 merchant acquirers in the United States with more than 60,000 merchants. First Data will continue to provide merchant processing services to Sovereign's business and commercial customers throughout the north-eastern United States, allowing Sovereign to offer a full suite of electronic payment products and services including credit, debit, check and gift card programs. "Sovereign is a premier financial institution with a strong commitment to delivering market-leading products and services to its clients and we look forward to continuing our partnership over the next decade," said Ed Labry, president of First Data Retail and Alliance Services. "Together with Sovereign, First Data will continue to offer the bank's merchant customers an innovative portfolio of electronic payment solutions needed to compete in today's marketplace."

[http://www.firstdata.com/en\\_us/about-first-data/media/press-releases/12\\_03\\_09](http://www.firstdata.com/en_us/about-first-data/media/press-releases/12_03_09)

## **Visa Europe and HSBC pilot the first UK multi-application debit and credit card**

17 November 2009 - Visa Europe and HSBC today announced the launch of the HSBC combined card pilot in the UK. The HSBC Visa combined card offers both debit and credit functionality and enables the consumer to choose their preferred payment method at the point of sale using a single PIN.

*Commented Mark Austin, Head of Consumer Credit, Visa Europe:*  
"This is the first issuance of a debit/credit multi-application card in the UK and empowers consumers with the flexibility to choose their preferred payment method at point of sale. This pilot will allow us to validate the cardholder experience and is a first step towards the commercial issuance of multi-application cards in the UK. We are delighted to be working with HSBC on this ground breaking initiative. The six-month pilot of over 100 HSBC and Visa staff will give us some good insights into the customer experience."

*Commented David Robson, Head of Proposition Development, HSBC:*  
"HSBC are continually looking to improve our customer propositions through new innovation, and we are delighted to be able to partner with Visa Europe in launching a pilot using pioneering card technology. We will be assessing the cardholder experience throughout the pilot and we believe our customers will welcome the flexibility offered with this card."

[http://www.smartcardstrends.com/det\\_atc.php?idu=10729&main=649af2ca284d9f5265c73543d72d72e1](http://www.smartcardstrends.com/det_atc.php?idu=10729&main=649af2ca284d9f5265c73543d72d72e1)

## Upcoming Payments Events

<http://www.smi-online.co.uk/events/overview.asp?is=8&ref=2298>

**Nordic Card Markets  
Stockholm, 20-21 January 2010**

<http://worldcardsummit.com/>

**World Cards and Payments Summit  
Dubai, 1-3 February 2010**

<http://www.europeancardacquiring.com/>

**European Card Acquiring Forum  
Berlin, 24-26 February 2010**

<http://www.smi-online.co.uk/events/overview.asp?is=8&ref=3196>

**Central and Eastern European Card Markets**

**Budapest, 15-16 March 2010**

<http://www.cartes-asia.com/>

**Cartes in Asia**

**Hong Kong, 16-18 March 2010**

<http://www.terrapinn.com/2009/cardsza/>

**Cards Africa**

**Johannesburg, 17-20 March 2010**

<http://www.terrapinn.com/2010/cards/>

**Cards and Payments Australasia**

**Sydney, 15-18 March 2010**

## Contact Us

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## **ACI Worldwide to Acquire Euronet Essentis**

17 November 2009 - ACI Worldwide, Inc. (Nasdaq: ACIW), a leading international provider of electronic payments software and solutions, today announced that it has entered into an agreement to acquire Euronet Essentis Limited (Essentis), a division of Euronet Worldwide. Essentis, based in Watford, UK, is a leading provider of payment solutions for card issuing and merchant acquiring around the world. ACI will market the Essentis solutions globally to financial service providers under the ACI brand. Essentis provides proven card issuing and merchant management products, delivering reliability and scalability to high profile customers internationally. Essentis customers are able to handle large scale projects, with one organization acquiring transactions from more than 350,000 merchants and another organization issuing more than 12 million cards using Essentis products. Philip Heasley, CEO of ACI Worldwide said, "ACI has a strategy of expanding its offerings and is committed to delivering the best payments solutions to its customers. The acquisition of Essentis continues that tradition. It enriches and deepens our retail banking product portfolio, and adds value and choice for our existing customer base in the back office space. The functionality and agility of Essentis products, which use technology and architecture similar to current ACI products, will enable us to expand our service-oriented architecture solutions."

<http://www.aciworldwide.com/igsbase/igstemplate.cfm/SRC=MDO10/SR CN=newsdetail/GnavID=17/SnavID=82/TnavID=147/ItemID=1427>

## **BPC Banking Technologies gains PA-DSS Certification**

19th November 2009 - BPC Banking Technologies, the leading provider of Open Systems e-payment solutions for the global financial industry, announced that it had received PA-DSS certification from the PCI Security Council. PA-DSS is a comprehensive standard intended to help organizations proactively protect customer account data, through requirements for security management, policies, procedures, network architecture, software design and other critical protective measures. According to PCI, the goal of PA-DSS is to help software vendors and others develop secure payment applications that do not store sensitive data, such as full magnetic stripe, CVV2 or PIN data, and ensure their payment applications support compliance with the PCI DSS. Payment applications that are sold, distributed or licensed to third parties are subject to the PA-DSS requirements. BPC's SmartVista solution is a complete suite of integrated modules, which allow institutions to manage their end to end payment and card management business. Currently SmartVista is driving innovative payment and card solutions in leading banks in 16 countries around the world

<http://www.smartvista.biz/2009/19-11/>

## **VocaLink restructures company to support international growth**

16 November 2009 - VocaLink, the payment transaction specialists, today announced a restructuring of the company in response to international market demand for modern payment services. Effective from 4 January 2010, VocaLink will be organised around three strategic businesses reporting directly into Chief Executive Officer, Marion King, focusing on

## We are looking for

### Payment Systems Industry Experts

### Test Managers Card Payments

### Cards Business Payments Experts

### Payments Regulatory and Compliance Experts

### SEPA/PSD Experts

Euro Services, Clearings and Cards. These businesses will serve both the UK market and growth opportunities, especially in Continental Europe.

Payments expert Fred Bär will be Managing Director of the Euro Services business. Before joining VocaLink earlier this year, Fred held senior positions at EBA Clearing and Equens. The Euro Services business is of particular strategic importance for VocaLink as the company evolves to reflect increasing demand for its payment services in the rest of Europe. Through its new European Centre in Amsterdam, VocaLink will be more able to serve customer demand for its real-time payments and SEPA valued added services. Nick Masterson-Jones who has been with VocaLink since 2003 and who led the successful launch of the Faster Payments Service will be Managing Director of the Clearings business. David Conkleton, who previously held senior roles at EDS and Parity and brings over 20 years of experience in the IT and financial services industry, has recently joined the company and will lead the Cards business. The Clearing and Cards businesses will not only provide operations for existing schemes in the UK such as Bacs, Faster Payments and LINK, but will also be responsible for the commercial growth of these business units in the UK and internationally.

<http://www.vocalink.com/en/AboutUs/Press%20room/2009pressreleases/Pages/VocaLinkrestructurescompanytosupportinternationalgrowth.aspx>

### **Crédit Agricole and Equens negotiate partnership in card and payment processing**

25 November 2009 - Based on a common vision of strategic developments in the European card and payment processing sector, Crédit Agricole S.A. and Equens SE have signed an exclusive agreement to explore the possibility of aligning their payment platforms to become a major payment services provider in Europe. With a combined volume of over 15 billion transactions, Equens and CEDICAM, the payment processing and systems subsidiary of Crédit Agricole S.A. and the 'Caisses Régionales', would be the leader in the European market.

<http://www.credit-agricole.com/banking-:-account-bank-and-business-banking-171/press-releases-195/general-press-releases-203/credit-agricole-and-equens-negotiate-partnership-in-card-and-payment-processing-4124.html>

### **Westpac appoint executive to lead change**

7 December 2009 - Australia's second biggest lender, Westpac Banking Corporation, has appointed an executive to lead the bank's transformation program. Peter Hanlon, the former retail and business banking chief, has been appointed group executive for people and transformation, responsible for modernising the system and processes in place to serve customers. Rob Coombe, former BT Financial Group chief executive, will replace Mr Hanlon as group executive for retail and business banking, Sydney-based Westpac said in a statement on Monday. "We have established a multi-brand business model with the successful merger with St George, and we have built a strong one-team culture," chief executive Gail Kelly said in the statement.

<http://news.smh.com.au/breaking-news-business/westpac-appoint-executive-to-lead-change-20091207-kdjt.html>

## **MasterCard Launches UK's First Ever Automatic Rebate Programme for Small Businesses**

1 December 2009 - Businesses across the UK can now save money on essential purchases following MasterCard's recent launch of the UK's first ever automatic rebate programme for small business cardholders: MasterCard Business Savings. The unprecedented new programme follows MasterCard research<sup>1</sup> that found 81% of small business decision makers would value automatic savings on everyday purchases. With no need for promotion codes or coupons, enrolled cardholders' accounts are automatically credited with a rebate within days of spending at participating merchants. Having enrolled their card (a simple process, open to all carriers of a MasterCard BusinessCard issued by a participating issuer), cardholders can manage their Business Savings account or access useful information, such as where savings can be made, at [www.mastercardbusinesssavings.co.uk](http://www.mastercardbusinesssavings.co.uk).

[http://www.mastercard.com/us/company/en/newsroom/automatic\\_rebate\\_programme.html](http://www.mastercard.com/us/company/en/newsroom/automatic_rebate_programme.html)

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