



CROSS-BORDER PAYMENTS OPTIMIZATION TRACKER

A MONTHLY UPDATE ON THE TRENDS AND PLAYERS
DRIVING CROSS-BORDER PAYMENTS

NOVEMBER 2015

Coinify and Clearhaus partner with iSignthis for KYC services

Coinify and Ingenico break into the Top 10

Over \$14B for Singles Day

Amazon partners with Payoneer for cross-border payments

allpago and Payvision break into Top 10

Ingenico brings bitcoin payments to the POS

Cross-Border Commerce Drives Global Acquisition Agenda

Buy versus build is an age-old conundrum that companies face as they evaluate market and product expansion. Judging by the level of merger activity in the global payments space of late, the pendulum is swinging much more towards the buy than the build.

But why?

At a macro level, one key driver, of course, is the continued rally in the U.S dollar, which makes it cheaper to buy just about anything outside the country, from handbags to vacations to payments companies. The move to expand on a global scale thus looks opportune as the dollar is at its strongest levels seen in more than a decade. Industries such as the food and beverage industry, dominated by Hain, and cargo, marked by FedEx, have sported multi-billion-dollar merger announcements as the price seemed right to pull the trigger on, respectively, Mona and TNT Express.

But more fundamentally, the momentum around the wave of deals, at least in the payments industry, is threefold: The lure of finding new sources of customers and thus incremental sales, the massive number of people around the world with mobile devices who can access merchants who do business online, and the need for the technology that makes serving those customers possible.

In the mergers discussed below, the key has been the ability to both expand capabilities that already exist, as well as expand the number of global endpoints that can be served to enable global commerce. The “buy, rather than build” mindset, also means speed to market, and hopefully, to critical mass. Acquiring firms that have both market penetration and technology in place is a fast path to both.

The biggest wave came just recently with Visa’s announcement to pay up for its sister organization, Visa Europe, in a \$23 billion deal. That announcement has been rumored since May of this year, and Visa publicly declared its interest in bringing Visa Europe into the fold, in an effort to shore up competitive outposts beyond the pond against MasterCard and financial technology upstarts and offer all Visa cardholders the same set of products and services, particularly digital products and services that make transacting across borders seamless for consumers and merchants.

That payments deal, among two marquee names, also sports one of the biggest price tags, but there are also a few smaller ones, noteworthy less so for headline dollar amounts than for strategic overtures.

Cross-Border Commerce Drives Global Acquisition Agenda

ACI Worldwide is ponying up eCommerce company PAY.ON for a hybrid stock and cash consideration of \$200 million. The deal broadens the digital footprint across 160 countries, and for ACI, deepens the portfolio to reach across alternative payments and card acquirers – and here, specifically the gaze is on cross-border transactions, especially in omnichannel. As has been estimated, the eCommerce market has been growing at roughly a high teens growth rate, and will do so through at least the next few years.

Buoyant on investing environment, Worldpay made its [debut](#) on the London Stock Exchange as U.K.'s largest IPO of the year. The payments processing firm is looking at a market cap of £4.8 billion (\$7.3 billion) on £2.40 a share (\$3.66). Payments firm Adyen landed another round of financing, bringing its value up to \$2.3 billion – is this a move to build up a war chest to buy up companies?

Additionally, Evo Payments International [acquired](#) Citigroup's merchant acquiring business in Mexico for an undisclosed amount in September. The [payment acquirer and payment service provider](#) announced that, as part of the deal, Banamex and EVO entered into a 10-year marketing alliance agreement that involves an exclusive referral arrangement for card acquisition and all products connected with Banamex's merchant customers.

WHAT'S INSIDE

The first step toward making cross-border trade flourish is to create a framework for money to exchange hands and making sure that the framework functions.

It does not stop with just facilitating cross-border payments. Different stakeholders are always on the bend to make the exchange seamless, smooth and secure. Ecommerce Europe rolled out Trustmark, a protection [standard](#) for merchants and consumers engaging in cross-border transactions with more than 10,000 certified online shops. Trustmark aims to simplify the communication process between merchants and consumers in the highly fragmented European eCommerce market and by having consumers file complaints in their own language.

IBM revved up its real-time [payment](#) processing with Financial Transaction Manager, allowing banks to converge their Society for Worldwide Interbank Financial Telecommunication (SWIFT) payment operations onto a single hub to improve operational efficiency and expedite transactions. SWIFT integrates payments across different currencies, platforms and transaction types.

But checks and balances introduced to keep things in order sometimes have unintended negative consequences. Rules that were introduced to stop money laundering and other illegal activities might be leading to banks scaling back interbank partnerships that facilitate cross-border payments and reduce the cost of stringent Know Your Customer (KYC) checks.

Considering payments are a \$1.3 trillion business for banks and projected to grow to more than 36 percent of total revenues by 2017, central bankers worry these trends may be [fragmenting](#) the global financial system and excluding less developed markets and countries from the benefits of cross-border payments.

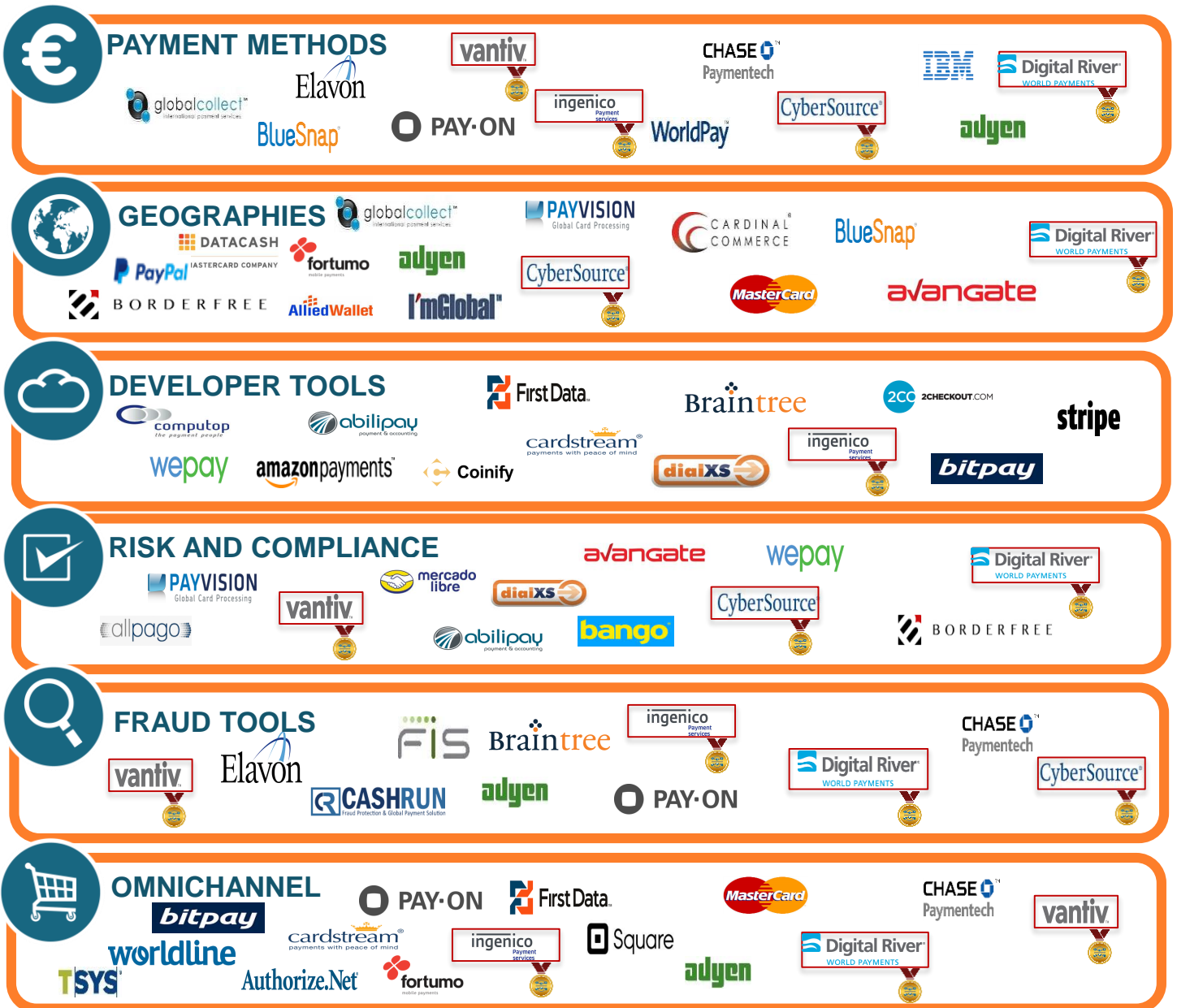
The X-Border November Tracker Updates

In this issue, we've profiled 54 global payment service providers, including four additions to the Tracker: ***allpago, Coinify, Payvision and European Merchant Services***. Of these providers, we also updated four players. Computop was updated with information on tokenization. BitPay and Ingenico's profiles were updated to reflect new omnichannel and developer tools. CardinalCommerce was also updated with information on its omnichannel efforts. Updates to all players results in some adjustments to scores.

THE X-BORDER LANDSCAPE™

The X-Border Landscape™ is a graphic representation of the Top 10 payment service providers in five categories important to optimizing a merchant's cross-border payments operations. The highest ranked providers are listed to the right of the graphic.

Among the four new companies added to the Tracker, *allpago*, *Coinify* and *Payvision* broke into the Top 10 ranking.



Indicates top scoring company in at least 4 categories.
 *Top 10 are based on final scores. There may be ties in each position, creating more than 10 companies per category.

NEWS & TRENDS

PAYMENT METHODS NEWS AND TRENDS

Adyen extension for SAP hybris Commerce to simplify global eCommerce

Adyen, a payments technology company, launched an extension for the SAP hybris Commerce solution. With the extension, merchants using SAP hybris Commerce benefit from a fast integration process, and are able to roll out key local [payment methods](#) around the world, enabling customers to pay in their preferred way, and increasing conversion at the checkout stage. The extension will allow retailers to grow their customer base across markets including Latin America and Asia, with diverse payment methods such as Boletos in Brazil and Alipay in China.

European Merchant Services to process payments for fashion retailer Zalando

European Merchant Services (EMS) signed a three-year agreement with [Zalando](#), an online fashion platform present in 15 European markets, for online payment processing services. EMS holds acquiring licenses for all major debit and credit cards and also allows payments through Bancontact/Mister Cash, a domestic debit card scheme in Belgium, allowing consumers to pay in real-time and guaranteeing payment to (online) merchants and businesses.

IBM revs up real-time payment processing with Financial Transaction Manager

The company [announced](#) that IBM Financial Transaction Manager (FTM) can now enable banks to converge their Society for Worldwide Interbank Financial Telecommunication (SWIFT) payment operations onto a single hub to improve operational efficiency and expedite transactions. IBM's FTM technology already supports 30 percent transmission of financial messages across the SWIFT network. This will further expand the reach of the network worldwide.

Amazon picks Payoneer to facilitate cross-border payments

Amazon picked Payoneer to [expand](#) its cross-border payments option for sellers on its marketplace. Payoneer will serve as Amazon's payments provider for sellers across 24 countries, including the U.S., Spain, France, Italy, Germany and the U.K.

PayCommerce to launch same-day payments for banks in 2016

PayCommerce is [launching](#) a network for banks allowing same-day, account-to-account settlement. The firm will roll out Phase 1 in late 2016, starting with a pilot program between banks in countries that have these capabilities. Phase 2 will include expansion to nine countries.

NEWS & TRENDS cont'd

GEOGRAPHIES NEWS AND TRENDS

JD.com opens office in the U.S.

JD.com, China's largest online direct sales company, opened an office in Silicon Valley, representing its first [office](#) outside of Asia. The location will be a research and development center to enhance technologies related to user experience and allow easier interactions between the company and U.S. retailers, partners and brands seeking to establish or expand their presence in China on JD's shopping platforms.

Alibaba's record-smashing Singles' Day success

Singles' Day, the largest online sale in the world, [racked](#) up \$14.3 billion for retail giant Alibaba, with \$5 billion of that coming within the first 90 minutes. Less than 10 hours in, total gross merchandise value topped \$7.86 billion (RMB 50 billion). The Global Shopping Festival blows Black Friday and Cyber Monday out of the water. To put Alibaba's figures into context, the total amount that retailers took in during 2014's Black Friday was \$50.9 billion. And that was over a four-day holiday weekend. The number of shoppers during the holiday weekend was estimated to be 133.7 million, while Alibaba saw [467 million orders](#) by the end of its 24-hour sale.

Visa buys Visa Europe for \$24 billion

Visa began November on a high note with the [acquisition](#) of Visa Europe for \$24 billion with \$18 billion in upfront considerations and over \$5 billion payable after the fourth anniversary of the closing. The transaction is subject to regulatory approvals and is expected to close in Visa Inc.'s fiscal third quarter of 2016.

ACI acquires PAY.ON, goes cross-border

The electronic payments and banking solutions company ACI Worldwide [acquired](#) eCommerce player PAY.ON in a deal worth roughly \$200 million in cash and stock. For ACI, the deal would bolster exposure to alternative payments methods and card acquirers across more than 160 countries.

NEWS & TRENDS cont'd

RISK & COMPLIANCE NEWS AND TRENDS

Ecommerce Europe brings Trustmark to 11 countries

Ecommerce Europe rolled out Trustmark, a protection [standard](#) for merchants and consumers engaging in cross-border transactions with more than 10,000 certified online shops. Trustmark aims to simplify the communication process between merchants and consumers in the highly fragmented European eCommerce market.

Central banks' proposal to stop global payments fragmentation

Rules that were introduced to stop money laundering and other illegal activities have other collateral damages. Central banks fear that these tougher rules have prompted banks to cut links with other banks across the world (correspondent banking), and reduce the cost of stringent Know Your Customer (KYC) checks. Central bankers worry these trends may be [fragmenting](#) the global financial system and excluding less developed markets and countries from the benefits of cross-border payments.

OMNICHANNEL

Payvision launches Acapture, a global payment platform

Payvision, a world acquiring network, launched Acapture, a new global omnichannel payment service provider. The platform works both in [POS and online](#) environments. The platform will be available to over 25 different countries.

Ingenico brings bitcoin payments to the POS

Ingenico, a French-based global payments provider, has paired up with BitPay to bring bitcoin payments to the [point-of-sale terminal](#). This technology debuted in Barcelona at Blockchain Week (Oct. 8). This payment integration was created by BitPay and installed on an Ingenico terminal ICT250. For those consumers wanting to cash in their bitcoin at the POS, they can do so by showing a QR code, which can be scanned on a mobile phone to make a payment.

NEWS & TRENDS cont'd

FRAUD TOOLS NEWS AND TRENDS

Computop, CardinalCommerce partner to minimize fraud in online and mobile commerce

Payment service provider Computop and remote payments provider CardinalCommerce [partnered](#) to minimize fraud in online and mobile commerce. Through this partnership, Cardinal's rules-based consumer authentication will be available to Computop Paygate customers, providing retailers in the U.S., Europe and other key international markets a secure payments experience for their eCommerce and mobile operations, including cross-border transactions.

Thailand gets mobile payments

Visa's CyberSource, a provider of eCommerce payment management services, partnered with LINE Thailand, a mobile messenger service application to extend mobile [payment](#) services for users in Southeast Asia. The solution also takes care of fraud management and tokenization. LINE's acquirer will be able to process a wider spectrum of mobile payments from multiple card brands and issuers.

Payment authenticator iSignthis ties up with Coinify and Clearhaus

iSignthis, a payment and identification authentication service provider, partnered with Coinify and Clearhaus. Digital currency processor Coinify provides a plug-in for popular merchant-facing eCommerce platforms that allow businesses to accept bitcoin and receive settlement in more than 30 currencies. Under the agreement, iSignthis' Digital [KYC services](#) will be made available to all Coinify users in January 2016. Separately, iSignThis also signed on [Clearhaus](#), an EU payment institution and acquirer, to provide authentication services to Clearhaus merchants in Europe.

NEWS & TRENDS cont'd

OTHER NEWS AND TRENDS

Shipping continues to remain a woe for shoppers

A new study showed that shipping and returns continue to impede online sales. The ["Global Online Shopping Study"](#) by eCommerce solutions provider Pitney Bowes shows major hurdles faced by e-shoppers conducting cross-border eCommerce purchases. With 64 percent of respondents, the major hurdle is high shipping costs. Other barriers include additional fees owed at time of delivery (48 percent), product delivery taking too long (39 percent), complicated online return policies and processes (33 percent), and a lack of localization in payment methods (30 percent).

allpago joins the Cross-Border E-Commerce Community

allpago, the leading payment provider for Latin America (LATAM), has joined the Cross-Border E-Commerce Community (CBEC). The CBEC provides [facts and figures](#), as well as analysis on mature and emerging markets. allpago will provide merchants, payment service providers and financial institutions with better quality and more accurate information on markets in the LATAM region.

Worldpay appears on the London Stock Exchange

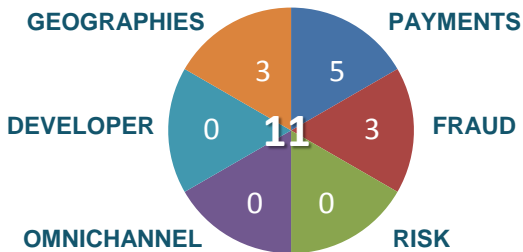
Payments processing firm Worldpay listed on the London Stock Exchange in a sale [raising](#) more than £2 billion. The company's flotation is the largest on the London market so far this year. Its shares were initially offered at 240 pounds each, after its private equity owners sold a 51 percent stake in it. The company intends to use the cash to expand into new markets and develop its payments systems.

PROVIDER DIRECTORY

PROVIDERS ARE LISTED IN ALPHABETICAL ORDER

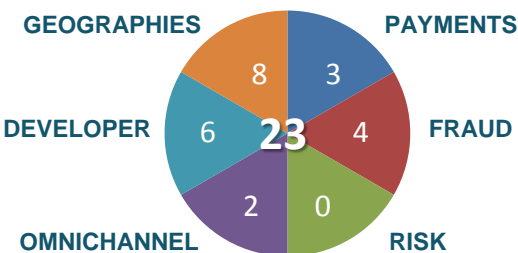
The PYMNTS.com X-Border Payments Optimization Tracker™ is designed to provide an organizing framework for evaluating the many players that provide cross-border merchant payment processing services.

Provider profiles include company overviews, the year the company launched, and number of customers and annual revenue, when available. Profiles also include a total score derived from quantifying the services offered in each of six areas important to cross-border payments:



LAUNCH DATE	1999
CUSTOMERS	100,000

2000Charge/Global Clearing Solutions specializes in alternative payment solutions, covering a broad spectrum of payment methods and target markets. Merchants view the company as a one-stop shop. 2000Charge provides a complete solution that includes integration, end user support, transaction management tools, geotargeting, fraud controls and much more.



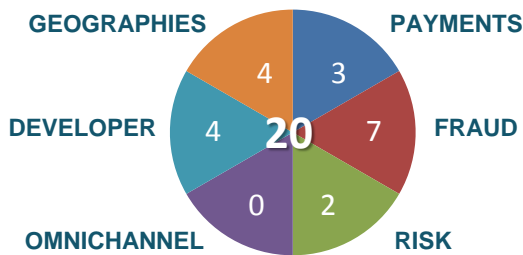
LAUNCH DATE	1999
CUSTOMERS	50,000
PRICING	2.9% + \$0.30

2Checkout is a global payments provider that makes it easy to accept payments from anyone, anywhere. Businesses and organizations can accept payments using eight payment methods and in 26 currencies, and settle in 25 home currencies. 2Checkout offers both hosted checkout forms and APIs, and integrates with more than 100 shopping carts.



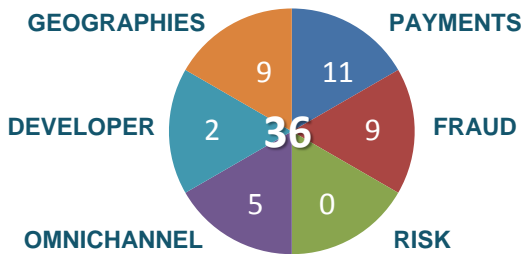
PROVIDER DIRECTORY

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LAUNCH DATE	2004
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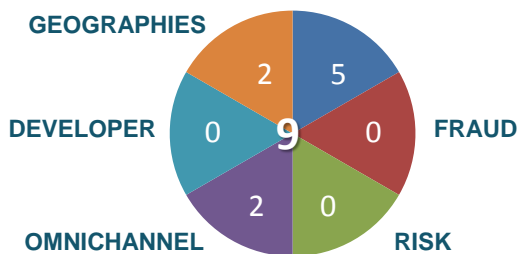
Abilipay Ltd. is a professional and experienced outsourcing service provider with a focus on payment processing, risk management, billing and credit control. The company's efforts are geared toward Web-based merchants, covering a wide range of payment methods and target markets.



LAUNCH DATE	2006
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CUSTOMERS	3,500
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Adyen is a leading payments technology company that provides businesses a single global platform to accept payments anywhere in the world. Driven by a vision to improve customer experience, streamline processes and ultimately increase revenue, Adyen enables businesses to process payments across online, mobile and Point-of-Sale (POS), with over 250 payment methods and 187 transaction currencies.



LAUNCH DATE	2004
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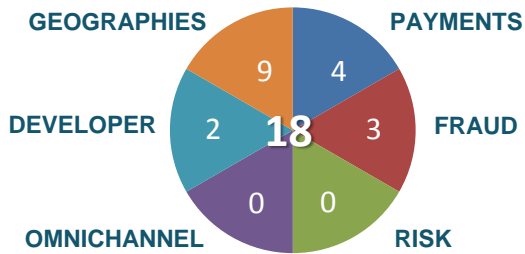
CUSTOMERS	300,000,000
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PRICING	2.0% - 3.0%
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Launched in December 2004 and operating as an important participant in Alibaba Group's ecosystem, Alipay provides secure, trustworthy and convenient online and mobile payment services. Alipay currently collaborates with over 200 financial institutions and provides payment solutions for nearly 10 million small and micro businesses. As of December 2013, Alipay reached 300 million real-name registered users.

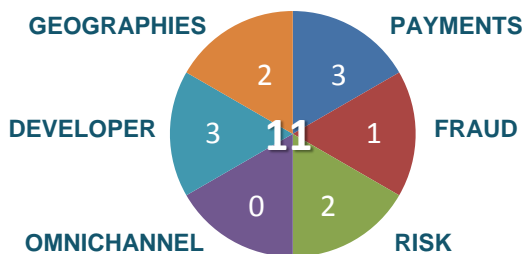
PROVIDER DIRECTORY

PROVIDERS ARE LISTED IN ALPHABETICAL ORDER



LAUNCH DATE	2002
CUSTOMERS	125 million users
PRICING	1.95% + \$0.20

Allied Wallet continues to revolutionize the eCommerce industry by introducing new and innovative payment processing solutions for online merchants, enabling them to send and receive global payments. With PCI compliant merchant services for nearly any business size, Allied Wallet provides a state-of-the-art payment gateway to optimize online transactions.

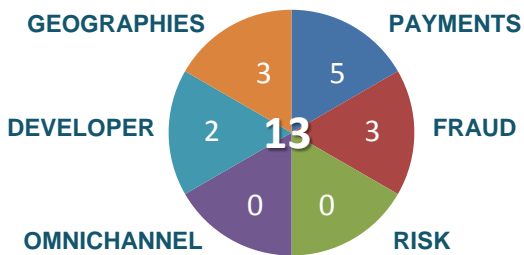


LAUNCH DATE	2008
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allpago international operates as a payment gateway in Latin America, serving merchants and payment service providers with its products and services. With one integration it provides access to Visa, MasterCard, Diners, AMEX, Discover, Elo, Boletos (Itaú, Bradesco), PayPal Brazil and more than 150 payment methods worldwide. An API solution with a full set of transaction and post-transaction operations allows 100% ERP integration.

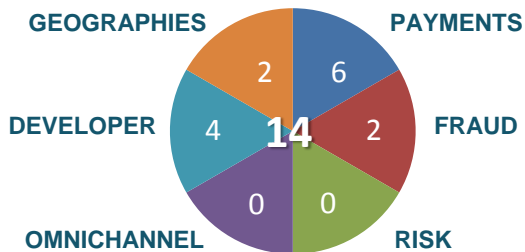
PROVIDER DIRECTORY

PROVIDERS ARE LISTED IN ALPHABETICAL ORDER



LAUNCH DATE	2008
CUSTOMERS	40

AltaPay is a global payment management company, headquartered in Copenhagen, Denmark. Founded in 2008, the company (formerly known as Pensio) provides eCommerce businesses with global payment processing solutions. AltaPay's customers include Arvato Bertelsmann, boohoo.com, ECCO, Kate Spade, Live Gamer, and Toys "R" Us. For more information, please visit www.altapay.com.



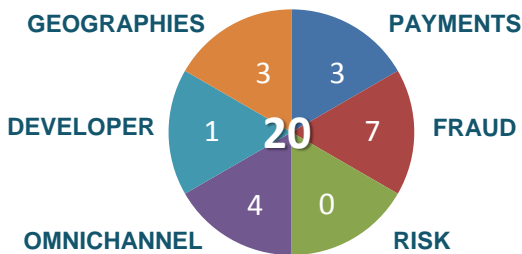
LAUNCH DATE	2007
PRICING	2.9% + \$0.30

Checkout by Amazon is a complete checkout and payment solution for eCommerce retailers. Merchants can offer it as a checkout or payment option on their retail website to enable millions of Amazon customers to use information stored in their Amazon.com accounts to buy.

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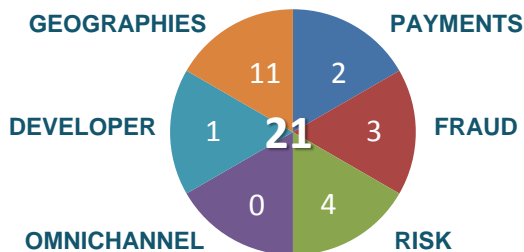
Authorize.Net®



LAUNCH DATE	1996
CUSTOMERS	400,000

Since 1996, Authorize.Net has been a leading provider of payment gateway services, managing the submission of billions of transactions to the processing networks on behalf of merchant customers. Authorize.Net is a solution of CyberSource Corporation, a wholly owned subsidiary of Visa.

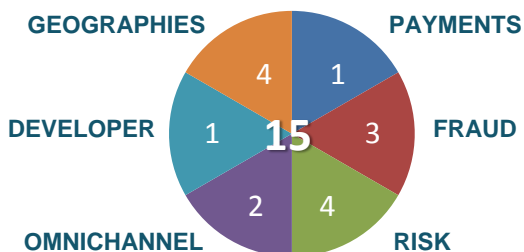
avangate



LAUNCH DATE	2006
PRICING	4.9% +\$2.5

Avangate is a digital commerce provider that enables the new services economy, helping software, cloud and online services companies sell their products and services via any channel, acquire customers across touchpoints, increase retention, leverage smarter payments, experiment on the fly and optimize their business in order to increase overall revenue.

bango



LAUNCH DATE	1999
CUSTOMERS	1 billion users
PRICING	2% - 5%

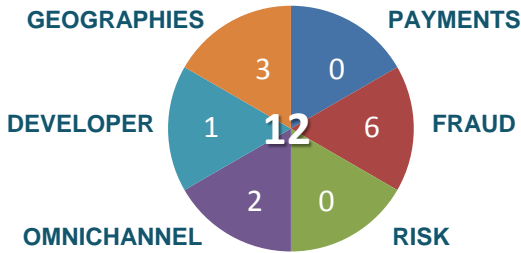
Bango powers payment and analytics on the mobile Web, providing users with a massively smooth payment experience. Bango's pervasive presence across the Web creates a platform effect for partners, identifying hundreds of millions of users and maximizing the number of one-click payments. Global leaders plug into Bango, as its customers include Facebook, BlackBerry World, Windows Phone Store, Amazon and major mobile brands including CNN, Cartoon Network and EA Mobile.

PROVIDER DIRECTORY

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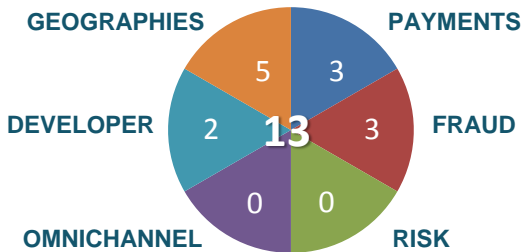
Merchant Services



LAUNCH DATE	2009
CUSTOMERS	300,000
VOLUME	13.5B annually

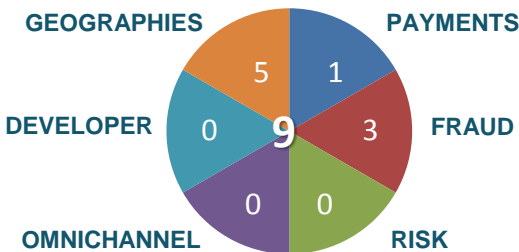
Bank of America Merchant Services, a joint venture between First Data and Bank of America, provides payment solutions by combining the technology and innovative products of First Data with the relationship strength and prominent global brand of Bank of America. Bank of America Merchant Services delivers payments, commerce, security and advice through more than 100 products and services to merchants of all sizes.

BILLPRO



PRICING	2.1% - 3.5% fee
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BillPro offers secure payment solutions for low- and high-risk industries. BillPro offers credit card, eCheck, ACH and international bank payments for all business types. BillPro also offers a Level 1 PCI DSS Compliant payment gateway that is fully integrated with many of the world's largest gateways and shopping carts.

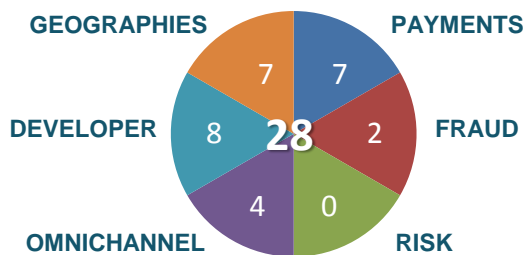


LAUNCH DATE	2014
PRICING	1% fee on every purchase

BitGold Inc. is a platform for savings and payments in gold. It provides users with a secure vault account to purchase gold using a variety of electronic payment methods and transaction capability including: instant cross-border gold payments, merchant invoicing and processing for gold, debit card spending of gold at traditional points of sale, conversions to a customer's external digital-wallet or bank, and physical gold redemptions.

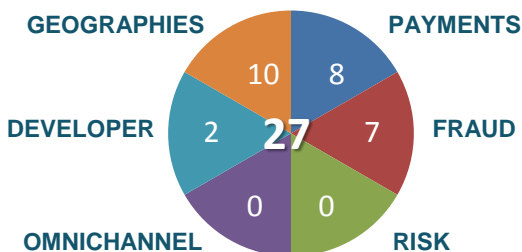
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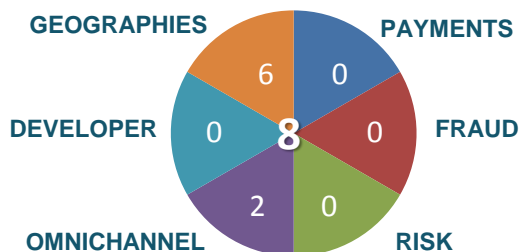
LAUNCH DATE	2011
CUSTOMERS	60,000
PRICING	\$0 transaction fees

BitPay is a payment service provider specializing in the peer-to-peer virtual currency bitcoin, which provides for instantaneous transactions from anywhere in the world with no risk of fraud or chargebacks. Using BitPay enables merchants to easily accept bitcoin for payment, just like with Visa, MasterCard, PayPal or cash. Merchants can choose what percentage of revenues are kept in bitcoin or converted to a fiat currency and direct deposited into their bank account. BitPay has eliminated processing fees.



LAUNCH DATE	2001
CUSTOMERS	2,000
VOLUME	13.5B annually

BlueSnap is an international payment gateway powering the checkout process for eCommerce merchants worldwide, and fueling growth for online businesses serving digital, physical and mobile market.

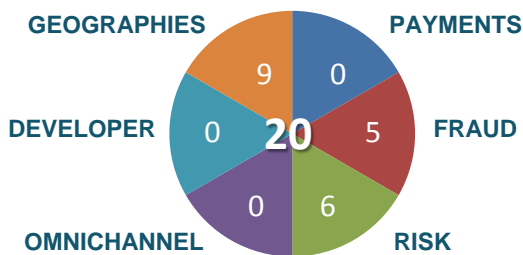


LAUNCH DATE	2009
CUSTOMERS	3,000,000

Boku creates a frictionless payment system allowing a mobile phone number to be used as a safe and secure payment instrument. In 2009, it partnered with mobile operators around the world to enable their subscribers to purchase virtual goods simply using their mobile number. With Boku, customers can charge their purchases directly to their mobile bill using just their mobile number.

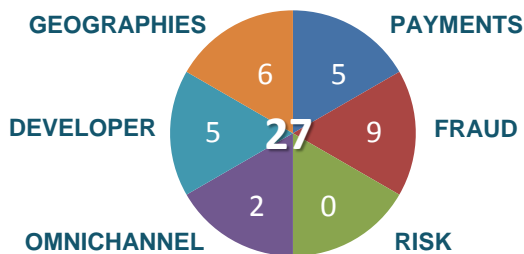
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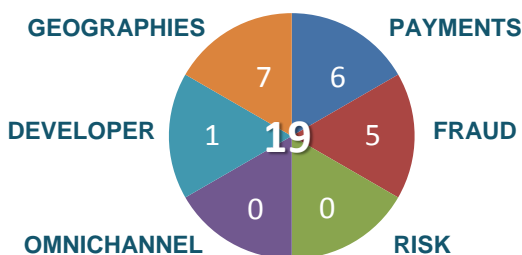
LAUNCH DATE	2001
CUSTOMERS	2,000

Borderfree operates a global technology and services platform that the world's most iconic brands rely on to expand globally and transact with customers in more than 100 countries and territories, and more than 60 currencies worldwide. Borderfree manages all aspects of the international shopping experience, including site localization, multi-currency pricing, payment processing, fraud management, landed cost calculation, customs clearance and more.



LAUNCH DATE	2007
VOLUME	\$12B

Merchants in more than 40 countries across North America, Europe and Australia can accept payments in more than 130 currencies using Braintree. Today, Braintree powers single-click purchasing for more than 40 million consumers.

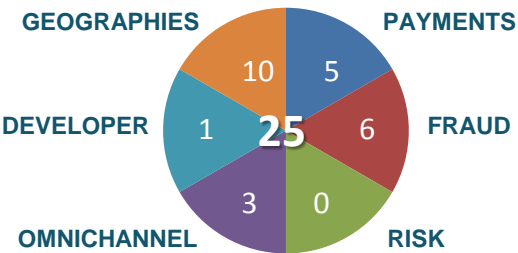


LAUNCH DATE	2005
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Braspag offers payment solutions in Latin America and the United States. In Brazil, clients are the main eCommerce companies. It develops solutions for payment processing (payment gateways), reconciliation, anti-fraud, tokenization, checkout and hosted payment page. Braspag is a company of the Cielo Group.

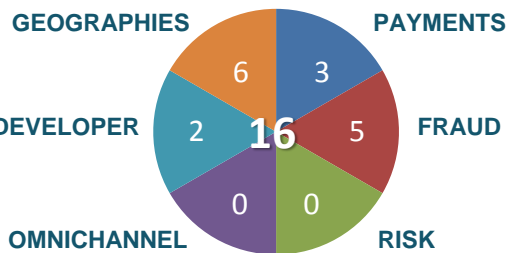
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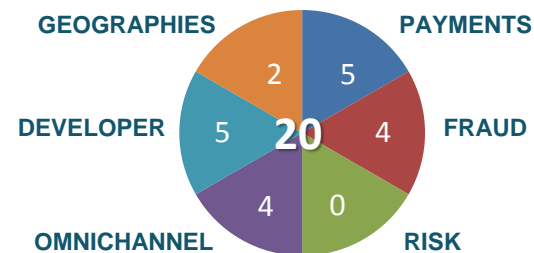
LAUNCH DATE	1999
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CardinalCommerce is the pioneer and global leader in enabling authenticated payment transactions in the card-not-present payments industry since 1999. Through one connection to its proprietary SafeCloud payment platform, CardinalCommerce enables friction-free, technology, neutral authentication and alternative payment services (including digital wallets and mobile commerce services).



LAUNCH DATE	2009
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CardPay offers online credit card processing, working with a wide range of currencies and payoffs with no fees for subscription. It also integrates user-friendly payment gateway solutions.

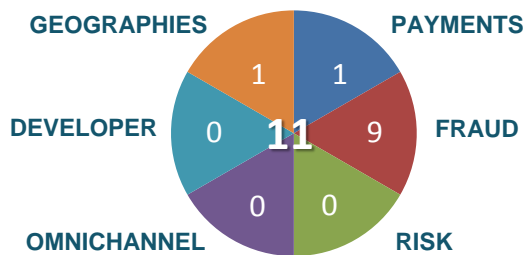


LAUNCH DATE	1999
PRICING	£18 Monthly fee; 6.57 pence per transaction

Cardstream is a Level 1 PCI:DSS compliant independent payment service provider providing merchant processing debit and credit cards transactions both online, with a secure and reliable payment gateway, or with real-time virtual terminal for mail and telephone orders. Process card payments for all the UK acquirers and several European acquirers, across all card types including China Union Pay and for all worldwide currencies, Cardstream is also able to work with merchants and acquirer partnerships to source the best possible merchant account rates for merchants.

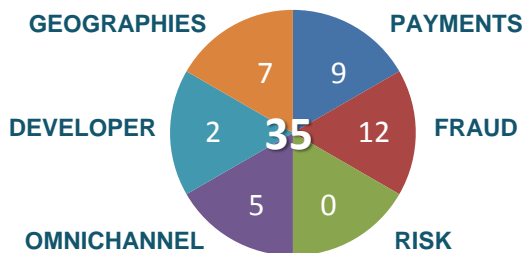
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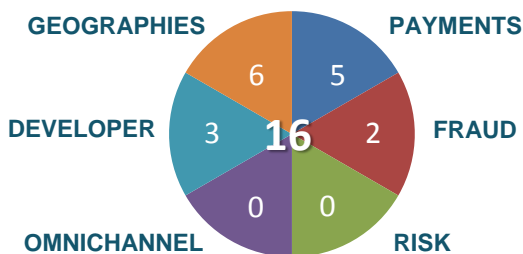
LAUNCH DATE	2007
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CashRun was established in 2007 with the objective of supporting businesses' needs for effective and affordable online payment solutions. To date, CashRun has offices in Switzerland, the U.S., Germany, Singapore and China. With strong global presence and partnerships, CashRun supports businesses to develop their core competencies, protect as well as maximize their revenues and growth, and minimize the risks online fraud presents to their operations.



LAUNCH DATE	1985
CUSTOMERS	280,000
VOLUME	\$750B

Chase Paymentech provides products and services which support a variety of point-of-sale and card-not-present environments, while providing exceptional security and reliability. In the business nearly 30 years, Chase Paymentech offers easy-to-accept payment methods such as credit and debit cards, international payments, and electronic check processing as well as digital, alternative and mobile payment options.



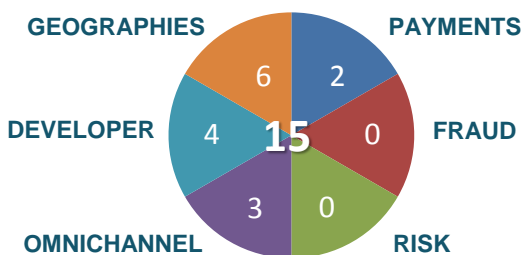
LAUNCH DATE	2010
PRICING	2,95% - 3,95% +£0.15

Founded in 2010, with offices in London, Singapore, Dubai and Mauritius, Checkout.com provides customizable online payments products and services for small and large online merchants.



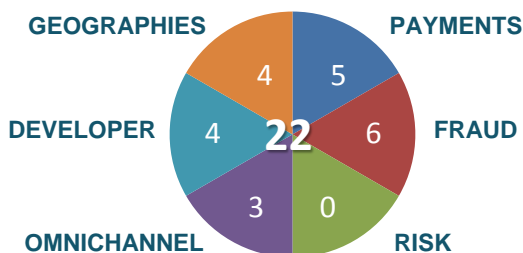
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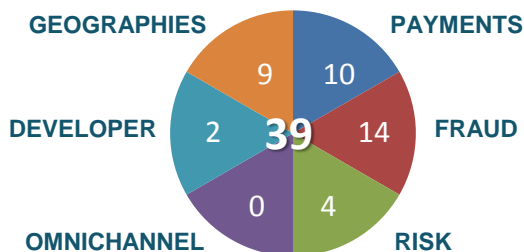
LAUNCH DATE	2010
PRICING	0%

Coinify provides services for everyone to accept bitcoin payments, and to buy and sell with bitcoin. The company enables merchants to accept bitcoin and get paid in local currency, eliminating chargebacks and fraud. Coinify offers online sellers seamless integration using payment buttons, shopping cart plug-ins and hosted invoicing. For brick-and-mortar shops, it offers desktop and mobile point of sale solutions.



LAUNCH DATE	1997
CUSTOMERS	3,000
VOLUME	Transactions worth \$10B in value

Computop is a leading global payment service provider (PSP) that provides compliant and secure eCommerce, point of sale, m-commerce and Mail Order and Telephone Order (MOTO) payments globally. The company, founded in 1997, is headquartered in Bamberg, Germany with local teams in the U.S., U.K. and China. Computop processes transactions totaling \$9+ billion per year, for over 2,800 large international merchants in retail, travel and gaming.



LAUNCH DATE	1994
CUSTOMERS	400,000
VOLUME	\$7.5B

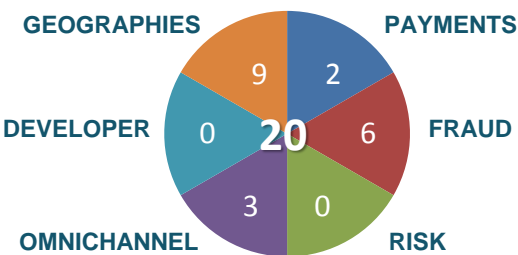
CyberSource is a wholly-owned subsidiary of Visa Inc. Over 400,000 businesses worldwide use CyberSource and Authorize.Net brand solutions to process online payments, streamline fraud management, and simplify payment security. The company maintains offices throughout the world, with regional headquarters in Singapore, Tokyo, Miami, Sao Paulo and Reading, U.K.

PROVIDER DIRECTORY

PROVIDERS ARE LISTED IN ALPHABETICAL ORDER

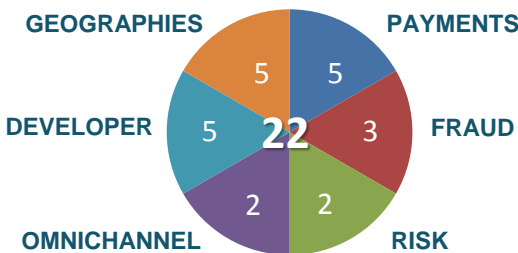


A MASTERCARD COMPANY



LAUNCH DATE	1996
CUSTOMERS	30,000

DataCash Group Ltd (part of MasterCard Incorporated) provides multi-channel global payment processing services and advanced fraud prevention and risk management solutions to merchants and banks. Advanced technology from DataCash enables customers to accept and process transactions in over 177 currencies from over 45 payment brands across eCommerce, m-commerce channels and cardholder present channels.

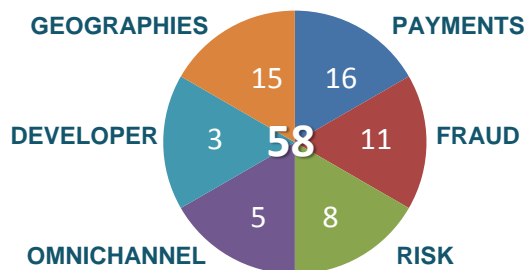


LAUNCH DATE	2000
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Started in 2000 with payment solutions, DialXS is the partner for payment and telecom systems that allows consumers of services and products to make payments simply and safely.



WORLD PAYMENTS



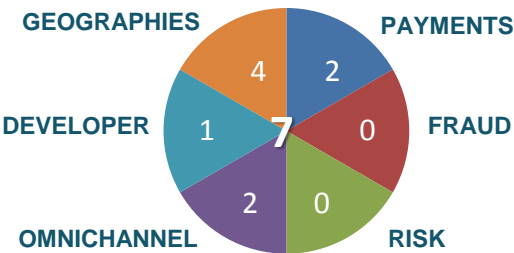
LAUNCH DATE	1994
CUSTOMERS	11,000
VOLUME	\$35B
CUSTOMER FOCUS	Digital, E-retail, Gaming and Travel

Designed to increase speed to revenue while reducing risk, Digital River World Payments enables merchants of all sizes to process online payments using more than 200 international payment options and over 170 currencies. In 2014, Digital River World Payments processed more than \$35 billion in online transactions across more than 240 countries and territories. In addition to international payment processing, services include checkout page optimization, solutions to manage PCI exposure and currency risk, as well as advanced back-office reconciliation services and business intelligence tools.



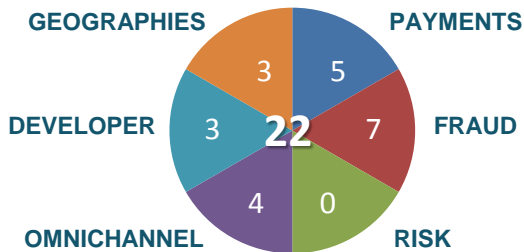
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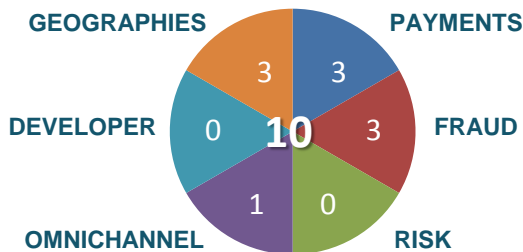
LAUNCH DATE	1997
CUSTOMER FOCUS	Banks, money transfer companies, eCommerce providers, and payment administrators.

Earthport is a regulated global financial services organization specializing in cross-border payments. Earthport provides a cost-effective and transparent service for secure international payments, servicing banks, money transfer organizations, payment aggregators, eCommerce businesses and foreign exchange businesses. Earthport delivers a “global ACH” capability using an innovative payments framework specifically designed for high volumes of low value cross-border payments. This provides its clients with access to local clearing schemes in over 60 countries.



LAUNCH DATE	1991
VOLUME	\$300B
CUSTOMER FOCUS	Airlines, Hospitality, Health Care, Retail, Public Sector and Education

Elavon is wholly owned by U.S. Bancorp and provides end-to-end payment processing solutions and services to more than 1.3 million customers in the U.S., Europe, Canada, Mexico, Brazil and Puerto Rico.



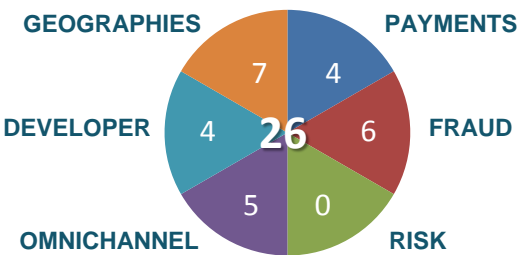
LAUNCH DATE	2005
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European Merchant Services (EMS) offers credit and debit card payment processing services to companies operating in the European market. A joint venture between First Data Corporation and ABN AMRO Bank’s International Card Services B.V., EMS belongs to top Europe merchant acquirers. EMS has a payments platform, extensive reporting capabilities, in-house chargeback management and strong fraud support.



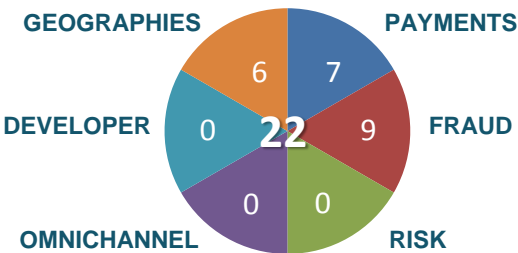
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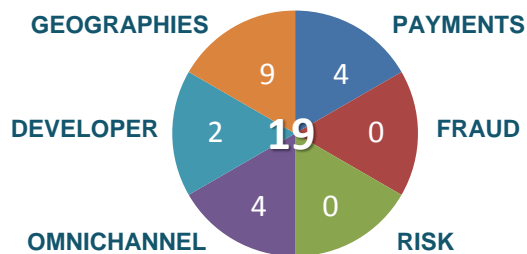
LAUNCH DATE	1971
CUSTOMERS	6,200,000

First Data is the global leader in payment technology and services solutions, with 24,000 owner-associates and operations in 35 countries. Today, businesses in nearly 70 countries trust First Data to secure and process nearly 2,000 financial transactions per second, totaling \$1.8 trillion a year. First Data's unparalleled infrastructure and partnerships go "beyond the transaction" with next-generation point-of-sale technology fueled by powerful analytics to detect fraud, gain insights into consumer spending, and strengthen customer loyalty. All day, every day, First Data helps its clients thrive in the evolving world of commerce.



LAUNCH DATE	2006
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FIS is a global leader in banking and payments technology as well as consulting and outsourcing solutions. With a long history deeply rooted in the financial services sector, FIS serves more than 14,000 institutions in over 130 countries. Headquartered in Jacksonville, Florida, FIS employs more than 40,000 people worldwide and holds leadership positions in payment processing and banking solutions.



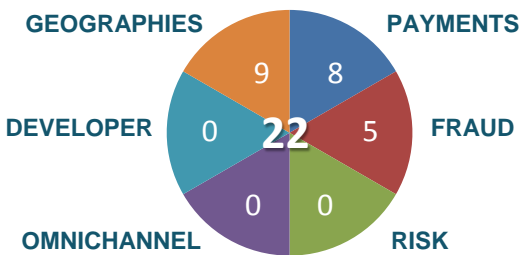
LAUNCH DATE	2007
VOLUME	\$300M
CUSTOMERS	120,000

Fortumo OU engages in the development, sale, service, support, and management of mobile payment solutions to application developers, social networks, and digital goods vendors in the Asia Pacific, Central and Eastern Europe, North America, Northern Europe, Western Europe, the Middle East, Africa, and Latin America. It offers in-application purchasing solutions to enable developers to charge for premium features and sell virtual credits inside their applications using mobile operator billing; and SMS-connectivity/mobile payments API to enable developers to integrate mobile payments with applications, games, and Web services.



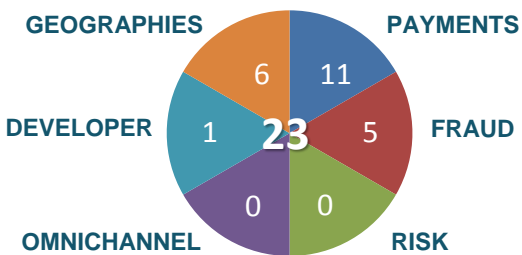
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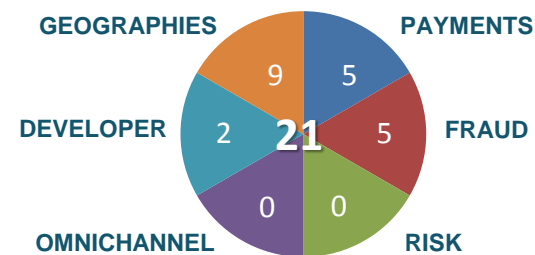
LAUNCH DATE	1994
VOLUME	\$14B
CUSTOMER FOCUS	Digital Goods, Travel, Retail, Video Gaming

GlobalCollect, part of Ingenico Group, processes international eCommerce payments for more than 600 of the world's most recognized eCommerce brands in the digital goods and services, travel, retail and video gaming industries, among many others.



LAUNCH DATE	2001
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IBM Payment Systems (IPS) is a global payment gateway and eCommerce checkout solution that integrates seamlessly into websites, mobile sites, smartphone apps and call center tools. An easy-to-use interface, combined with a fully localized payment checkout experience, implemented on a centralized platform, means global retailers can set up and manage a comprehensive local online payment solution quickly, easily and cost-effectively.

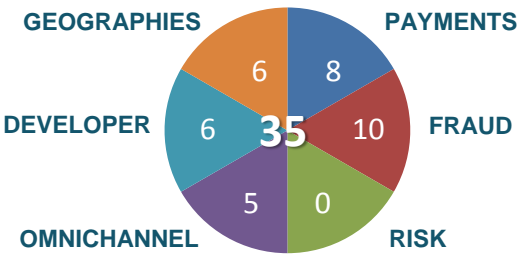


LAUNCH DATE	1999
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ImGlobal Payments is a Merchant Services Provider for businesses that require credit and debit card processing services to accept payments for Internet, Mail-Order Telephone-Order (MOTO), & POS/Retail transactions.

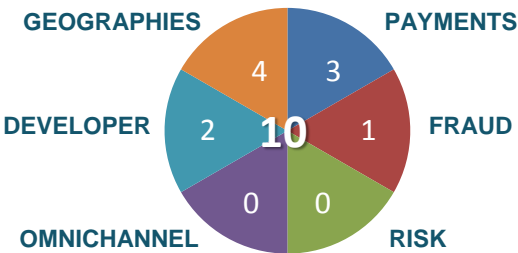
PROVIDER DIRECTORY

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LAUNCH DATE	1996
CUSTOMERS	160,000

As a leading global digital payment service provider, Ingenico Payment Services provides a seamless response to the complexity of payments, whatever the channel: online, mobile and point of sale.

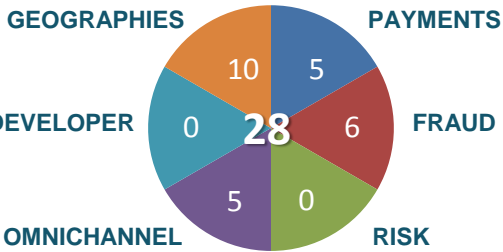


LAUNCH DATE	2005
CUSTOMERS	50,000
VOLUME	\$10B

Klarna, founded in Stockholm in 2005 with the idea of simplifying buying, let the consumer receive goods first and pay afterward, while assuming credit and fraud risks for merchants. In 2014, Klarna joined forces with SOFORT to form Klarna Group, the leading European payment provider. Klarna Group has more than 1,200 employees and is active in 18 markets. Klarna serves 35 million consumers and works with 50,000 merchants.

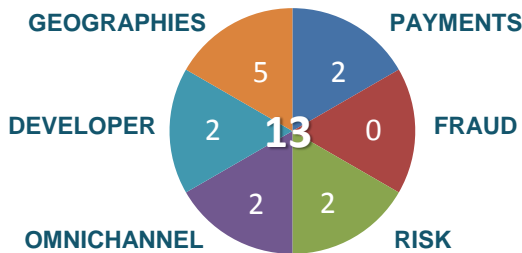
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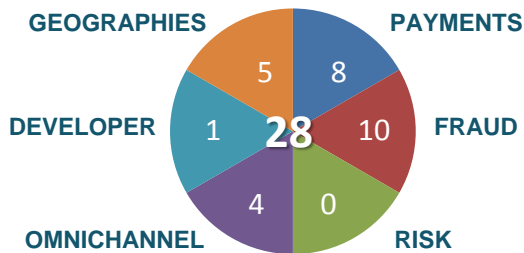
LAUNCH DATE	1966
CUSTOMERS	35 million acceptance locations
PRICING	1% - 3% per credit card transaction

MasterCard is one of world's best known online payment methods and dominant credit card brands. MasterCard is truly a global payment brand, supporting 150 currencies with over 35 million acceptance locations (point of sale and online) in over 210 countries.



LAUNCH DATE	1999
CUSTOMERS	121 million registered users

MercadoLibre's automated online platform enables businesses and individuals to list items and conduct their sales and purchases in a fixed-price or auction-based format, with the preferred selling option being fixed price. MercadoLibre has launched a cross-border trade program, which started in the U.S. and will be expanding to the U.K. and Canada later in the year. It requires no set-up fees and offers multiple integration options, enabling sellers to ship both ways – directly to buyer or to a local address.

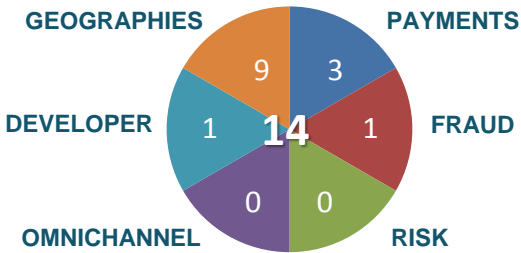


LAUNCH DATE	2004
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PAY.ON is a worldwide provider of white-label global payment gateway solutions. Its products include PaySourcing, a payment processing solution that permits outsourcing of payment and risk management systems; and PayPipe, which is an e-gateway used for processing payment transactions in various currencies. The company also provides access to a payment platform that offers multi-currency and cross-border payment solutions.

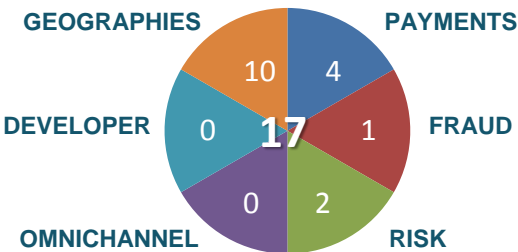
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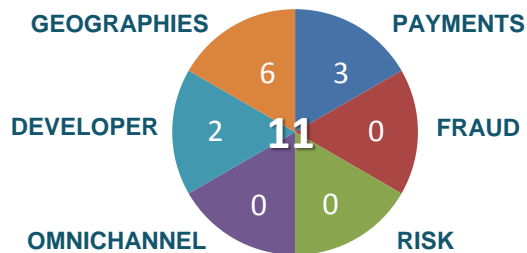
LAUNCH DATE	1998
VOLUME	\$168B

PayPal offers various online payment checkout solutions for businesses around the world. From a standard checkout to an express solution, PayPal operates as a PSP to many online merchants. Shoppers can pay directly from their bank account or stored credit cards like MasterCard and Visa.



LAUNCH DATE	2002
CUSTOMERS	300 business partners, acquirers and PSP, + 500 merchants
VOLUME	100 million transactions

Payvision, an independent payment solutions provider specialized in global card processing for the eCommerce market, offers acquiring banks, PSPs, ISOs and merchants a secure, PCI-DSS compliant, PSD licensed, international payment processing platform, enhanced with innovative technology. Payvision provides 150+ transaction currencies and regional card settlement currencies.

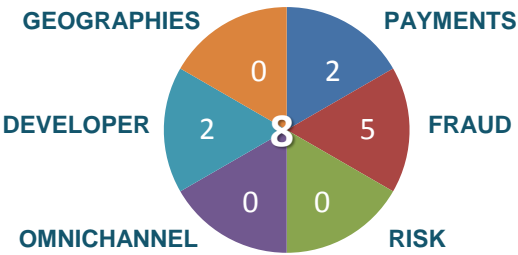


LAUNCH DATE	2012
CUSTOMERS	9,000,000

Payza is a leading online payments technology platform used by licensed entities around the world. Payza's highly secure platform provides businesses and consumers with convenient and flexible solutions for sending and receiving payments worldwide. The company offers access to payment services in both traditional and emerging markets, as well as a host of tools and services including: fraud screening, dispute resolution, currency exchange, global payouts and disbursement services.

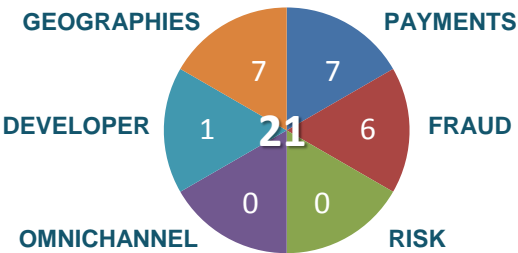
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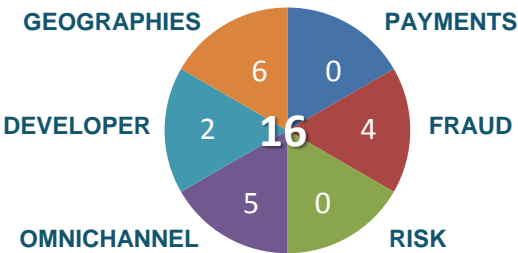
LAUNCH DATE	2001
CUSTOMERS	50,000

Sage Pay is Europe's leading independent payment service provider (PSP) and is one of the most trusted payment brands. Every year, Sage Pay processes billions of British Pounds worth of secure payments for its 50,000+ customers and makes the process of accepting payments online, over the phone, or in person simpler, faster, safer and more profitable for businesses.



LAUNCH DATE	2001
CUSTOMERS	100,000

Skrill (Moneybookers) is one of the world's largest online payments and Digital Wallet providers with over 20 million accountholders. Skrill's worldwide payment network offers businesses access to more than 100 payment options, with 41 currencies covering 200 countries through just a single integration. More than 100,000 merchants use Skrill globally, including eBay.



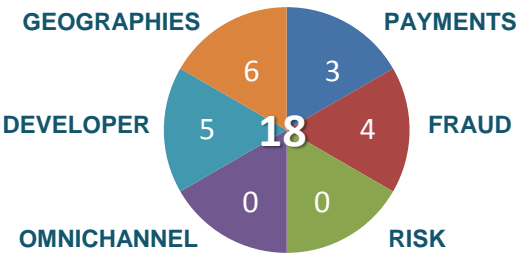
LAUNCH DATE	2009
CUSTOMERS	500,000
VOLUME	\$15B

Square is committed to building tools that empower sellers to start, run, and grow their business. Square's complete register service is a full point of sale that offers a suite of tools, from tracking sales and inventory to rich analytics and small business financing. Customers in the United States also use Square Cash, the easiest way to send and receive money, and Square Order, a new way to pre-order food and drinks for pickup.

PROVIDER DIRECTORY

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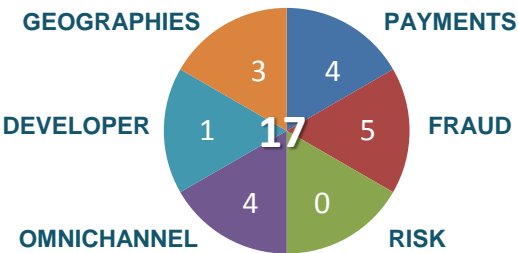
stripe



LAUNCH DATE	2011
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Stripe aims to expand Internet commerce by making it easy to process transactions and manage an online business. Stripe now processes billions of dollars a year for thousands of businesses, from newly launched startups to Fortune 500 companies. Since Stripe powers so many new businesses, it's a snapshot of how the Internet is changing; many users are in categories that barely existed five years ago.

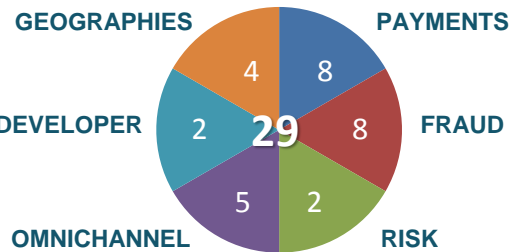
TSYS®



LAUNCH DATE	1983
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TSYS provides online credit card processing for businesses of any size or complexity. TSYS enables merchants to integrate multiple eCommerce solutions to provide their customers a variety of payment acceptance options. TSYS provides solutions that scale as businesses grow and needs change.

vantiv™

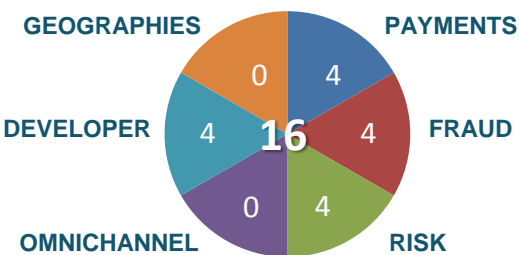


LAUNCH DATE	1970
CUSTOMERS	400,000
VOLUME	\$611B

Vantiv is a leading payment processor differentiated by an integrated technology platform. Vantiv offers a comprehensive suite of traditional and innovative payment processing and technology solutions to merchants and financial institutions of all sizes, enabling them to address their payment processing needs through a single provider.

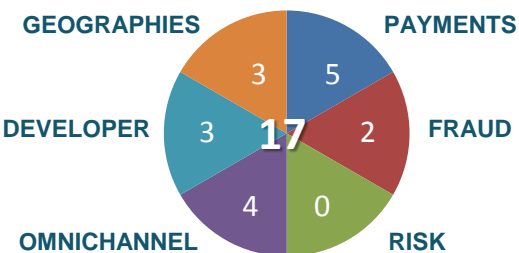
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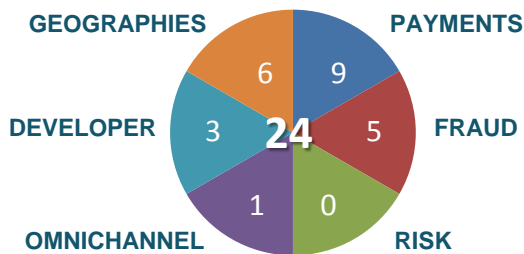
LAUNCH DATE	2008
CUSTOMERS	20,000

WePay powers payments on online platforms and marketplaces, such as Care.com, Constant Contact, FreshBooks, GoFundMe and Meetup. WePay protects its partners from risk and regulatory exposure, while supporting a seamless experience for their end users.



LAUNCH DATE	1970
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Worldline, an Atos subsidiary, is a global player in the payments and transactional services industry. Worldline delivers new generation services, enabling its customers to offer smooth and innovative solutions to the end consumer. Worldline specializes in merchant services and terminals, mobility and e-Transactional services, and financial processing and software licensing.



LAUNCH DATE	1991
VOLUME	\$500B

Worldpay is a leading global payments technology and services company, which allows merchants to accept payments anywhere in the world, across any channel. Operating in over 30 countries, the company offers services across the entire payments value chain, including transaction capturing, merchant acquiring and transaction processing. The company employs over 4,700 people in markets throughout the U.S., Europe and Asia.

ABOUT

X-BORDER PAYMENTS OPTIMIZATION TRACKER™

The PYMNTS.com X-Border Payments Optimization Tracker™ is designed to provide an organizing framework for evaluating the many players that provide merchant payment processing services geared for cross-border payments.

PROVIDER PROFILES

We identified leading cross-border payment service providers by researching numerous industry directories and Google searches. The list of providers will grow over time.

We researched provider websites to gather information on key attributes important to serving the needs of cross-border merchants. Scoring for the X-Border tracker includes:

PAYMENT METHODS – Payment methods, digital wallets, account-on-file, recurring billing, acquirers connected to, and acquirer services

GEOGRAPHIES – Regions served, currencies and languages, and office locations

FRAUD TOOLS – PCI compliance, tokenization, 3D Secure, address verification services, order linking, proxy piercing, transaction scoring, end-to-end encryption, chargeback automation, IP geolocation, device fingerprinting, velocity checks, screening lists, outsourced operations

RISK/COMPLIANCE SERVICES – Export and tax compliance, tax burden, and merchant of record

DEVELOPER TOOLKITS – APIs, eCommerce plug-ins, programming languages, shopping carts, account updater services

OMNICHANNEL – Mobile and tablet POS, number of operating systems supported, and EMV

THE X-BORDER PAYMENTS OPTIMIZATION LANDSCAPE™

The X-Border Payments Optimization Landscape™ is a graphic representation of how the leading payment service providers are scored in each of six categories important to optimizing a merchant's cross-border payments operations. It is not designed to suggest one is more important than another. The Top 10 providers in each category are displayed in rank order from industry standard on the left to best-in-class on the right.

FEEDBACK

If you would like to be included in this report and/or would like your information to be updated, please contact us at xborder@pymnts.com and we will send you the data sheet required for submission.

ABOUT

PYMNTS.COM

PYMNTS.com is reinventing the way in which companies in payments share relevant information about the initiatives that shape the future of payments and commerce and make news.

This powerful B2B platform is the No. 1 site for the payments and broader commerce ecosystem by traffic and the premier source of information about “what’s next” in payments. C-suite and VP level executives turn to it daily for these insights,

making the PYMNTS.com audience the most valuable in the industry. It provides an interactive platform for companies to demonstrate thought leadership, popularize products and, most importantly, capture the mindshare of global decision-makers. PYMNTS.com...where the best minds and best content meet on the Web to learn “what’s next” in payments and commerce.

ABOUT

X-BORDER PAYMENTS OPTIMIZATION TRACKER™

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