



How mPOS Helps Convention Vendors Meet Goals And Gain Insight

PYMNTS.com  Mobeewave

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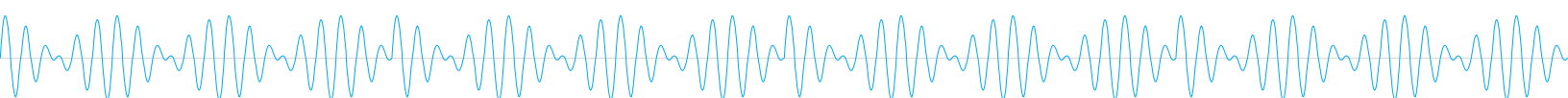


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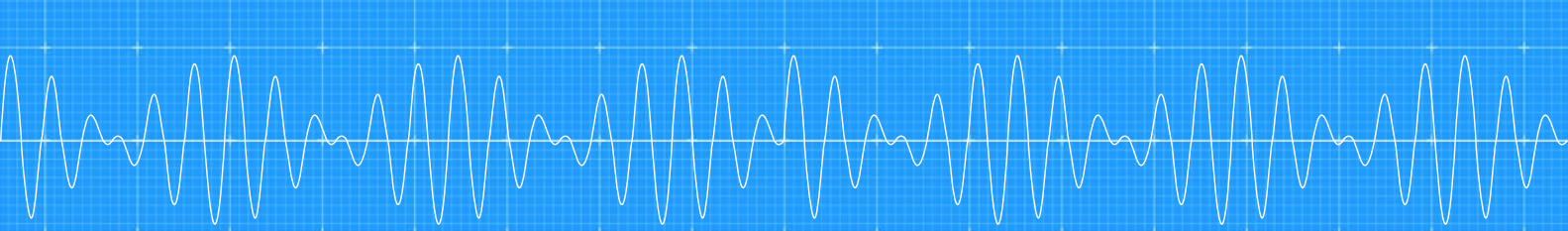
mPOS TRACKER™

ACKNOWLEDGMENT

The mPOS Tracker™ was done in collaboration with Mobeewave, and PYMNTS is grateful for the company's support and insight. [PYMNTS.com](https://pymnts.com) retains full editorial control over the findings presented, as well as the methodology and data analysis.

PYMNTS.com





WHAT'S INSIDE

The United States hasn't completely warmed to mobile wallets — approximately 3 percent of its retail sales are currently made with them — but change could be on the horizon. Users tend to be younger, with U.S. consumers aged 25 to 34 comprising 35 percent and those 18 to 24 at 20 percent of them in 2017. Merchants will have to accept mobile wallets at their points of sale (POS) if the method cements its usage among these rising generations.

Not every nation is as mobile wallet-wary, either. China stands out as a major outlier, with approximately 36 percent of its population having already adopted the payment method. That high uptake may be because credit cards have made few inroads in the country. As such, many Chinese consumers are transitioning directly from cash to mobile — without the intermediary step to cards — but persuading those in other card-savvy countries to make the switch will require them to overcome greater resistance.

Encouraging customers to take up any new payment method necessitates that a significant merchant base be

ready to accept it on their mobile point-of-sale (mPOS) and POS devices. Financial and payments players around the world are now working to offer innovations and promote greater mobile wallet adoption in retail, making these solutions easy for consumers to use and businesses to accept.

Around the mPOS world

Payment solutions provider Mobeewave has been working with the Commonwealth Bank of Australia, which [serves](#) approximately 15.9 million customers, to help advance mobile wallet usage. The two are collaborating to

WHAT'S INSIDE

help small and medium-sized businesses (SMBs) accept mobile wallet and contactless card payments via mPOS devices, which have lower costs and can thus make adoption more financially feasible.

Greater mobile wallet usage might soon come to India, too, as recent Reserve Bank of India (RBI) regulations are enabling card networks to offer tokenization to third-party mobile app providers. The move is [expected](#) to encourage third parties and financial institutions (FIs) to offer contactless mobile payments.

Elsewhere in the country, mPOS provider Payswiff has [partnered](#) with PhonePe to enable merchants to accept the latter's mobile wallet in addition to other payment options. The wallet already has a strong presence in India and is accepted by approximately 3 million retail and convenience stores and 100 major eCommerce merchants.

Banks are also playing a role in encouraging rapid mPOS uptake in Vietnam, which saw seven FIs bring such devices to market in 2018. Implementation reportedly increased 99 percent year-over-year between 2017 and 2018, and deployment is expected to hit 80,000 in the country this year.

For more on these stories and other mPOS headlines, check out the Tracker's News and Trends section (p. 11).

Manga and mPOS: Anime Boston vendors' convention sales strategies

Anime Boston, the largest anime convention in the Northeast U.S., draws approximately 25,000 attendees annually for panels, events, cosplay and — importantly — shopping. Retailers offering manga, figurines, apparel and more often find selling at such conventions to be key to boosting revenue or gaining customer insights,



WHAT'S INSIDE



but they need the right mPOS technologies to keep operations running smoothly.

In this month's feature story (p. 7), PYMNTS caught up with Kristin Parcell, director of commerce for anime-streaming service and merchandise provider [Crunchyroll](#), and Tom Yee, general manager for eight-store retailer [New England Comics](#) (NEC), two Anime Boston vendors with very different sales models and approaches. Parcell explains how conventions help guide future sales and product decisions, and Yee reveals when paper-based processes might be a better fit.

Deep Dive: Tackling mPOS-related security challenges

Consumers need to trust that their information will remain safe when they make payments, whether they're purchasing from well-known retail brands or unfamiliar one-person operations, like artists selling at craft shows or buskers working for tips. The process involves submitting credit cards or other payment information to strangers and relying on mPOS technology to keep their private credentials secure. This month's Deep Dive (p. 15) explores both the hacking and fraud risks that have threatened the mPOS space as well as emerging efforts to combat them.

May Updates

The May 2019 edition of the mPOS Tracker™ includes a provider directory profiling 314 of the top players in the space.

EXECUTIVE INSIGHT

Mobeewave recently partnered with Commonwealth Bank of Australia on a solution to help SMBs accept contactless payments. What's the value proposition for these firms when it comes to contactless payments?

"Contactless payments have seen a meteoric rise in Australia. Not only are [they] secure and easily traceable, [but] consumers [also] find them more convenient: Over 90 percent of all transactions in Australia today are contactless. Small businesses in [the country] already see a large amount of contactless payments, but it hasn't come without its share of headaches. The contactless terminals are more expensive, they have to be serviced by the banks' technicians for updates and, in most cases, they are still tied down by a wire to the cash register.

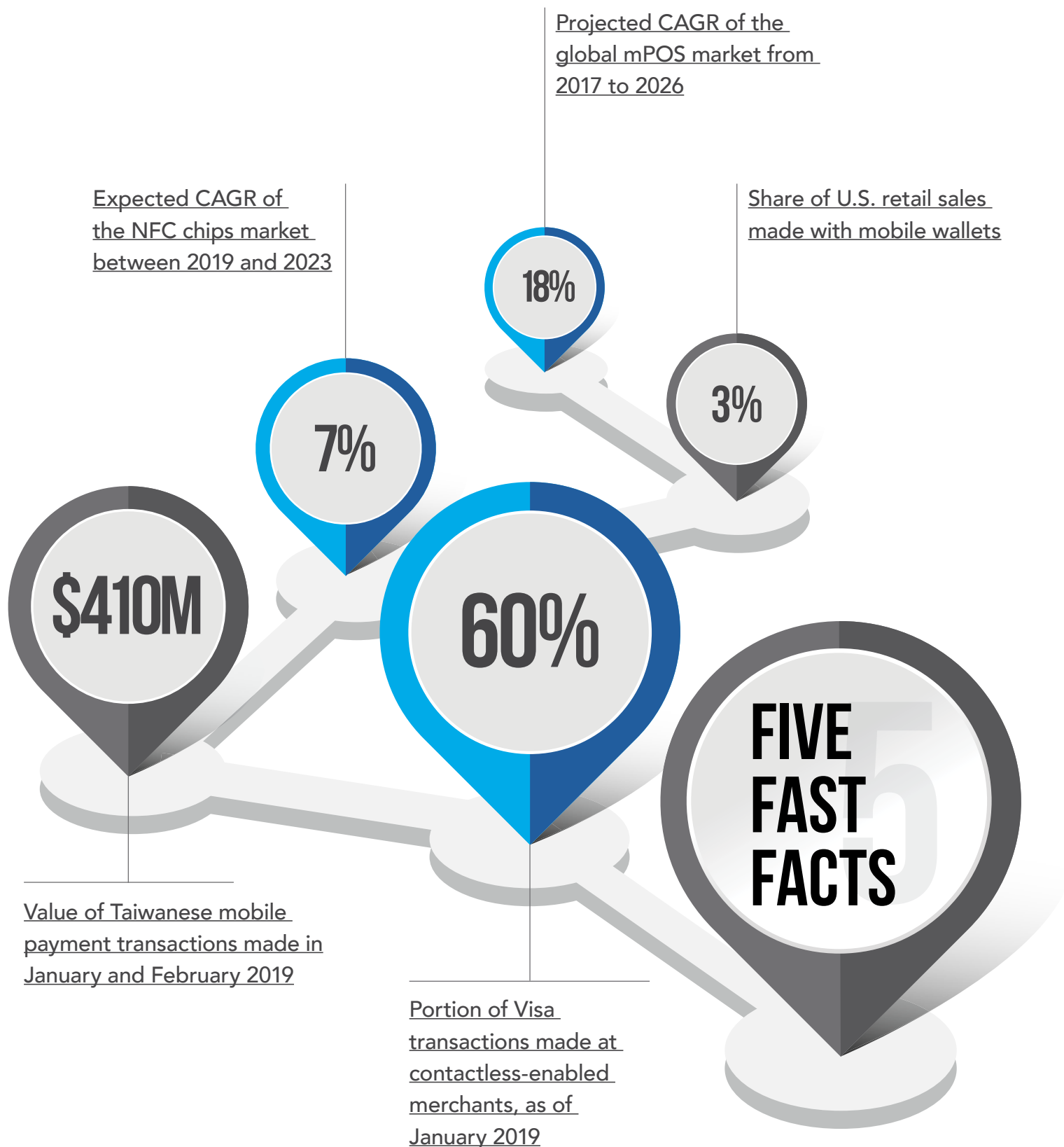
An mPOS solution addresses all these issues at once. The device is one merchants already own: a smartphone. Security updates and new features are pushed by the bank [through] simple new app versions to be downloaded. [A] smartphone app also gives [SMBs] flexibility, allowing them to take payments anywhere or potentially [assign] payment terminals to all their employees.

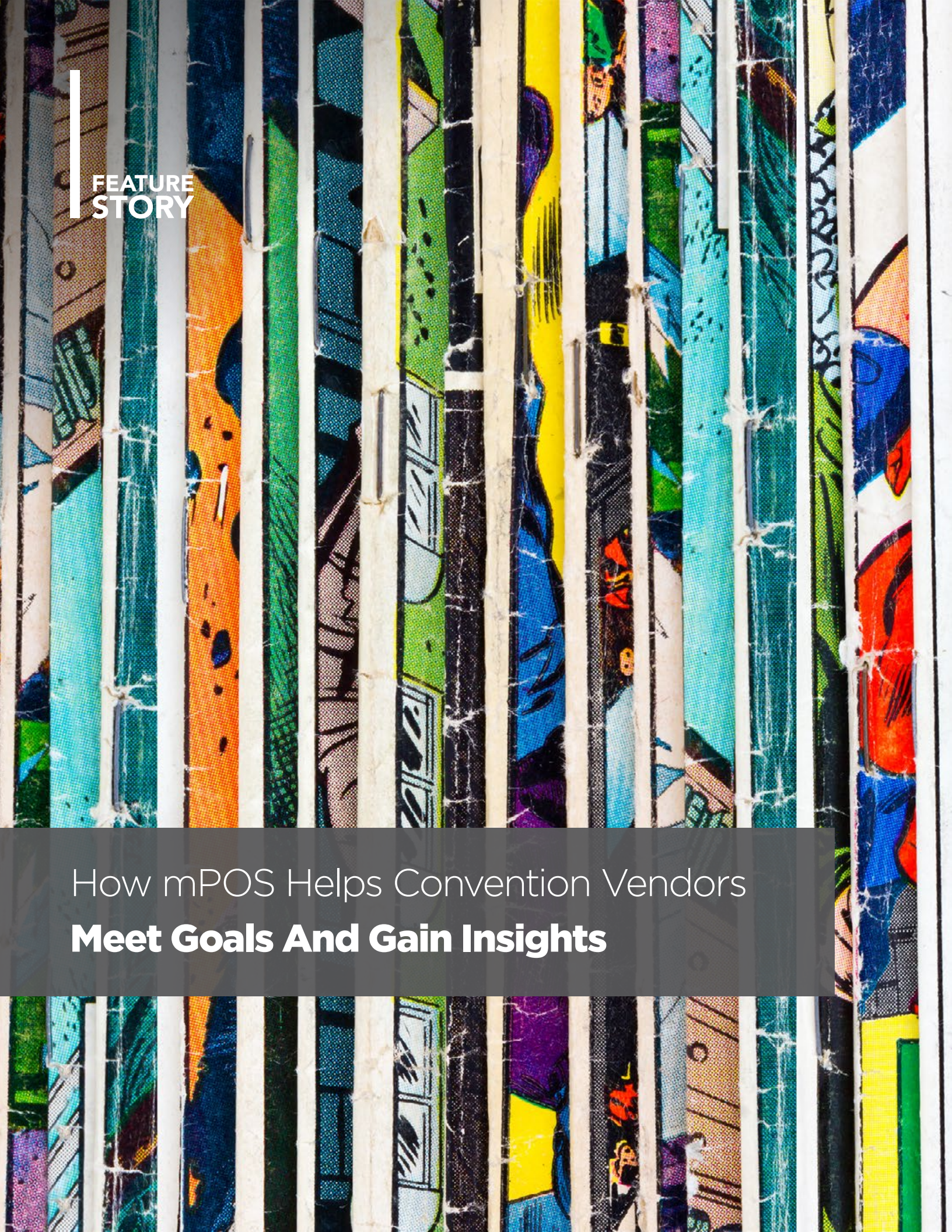
Contactless payments are the preferred way for consumers to pay, [and] that in itself has been enough for merchants to welcome [such new offerings]. Now, mPOS solutions [are] also the most convenient and flexible way to accept payments for merchants, making them a true no-brainer."

**BENJAMIN DU HAÏS AND
MAXIME DE NANCLAS**

co-CEOs and co-founders
of [Mobeewave](#)

WHAT'S INSIDE





FEATURE
STORY

How mPOS Helps Convention Vendors **Meet Goals And Gain Insights**

FEATURE STORY

Anime Boston held its annual three-day convention — which typically [draws](#) more than 25,000 manga, anime and Japanese popular culture fans — last month. Cosplayers likely spent months busily crafting their costumes, but vendors were just as busy crafting their sales strategies.

Conventions present critical business opportunities for vendors selling everything from plush toys to Japanese graphic novels and apparel. In addition, vendors can reach new customers, interact with existing ones, test products and more. They must thus be able to make the sales process quick and convenient if they want to get the most out of these events, otherwise they risk customers abandoning their purchases to instead check out the next booth.

PYMNTS recently caught up with vendors [Crunchyroll](#) and [New England Comics](#), both of which showcased their wares at Anime Boston, to discuss how they strategized for optimum sales and the mPOS capabilities they needed to best support their very different operations.

On-the-ground presence

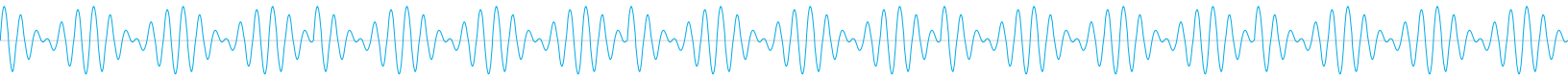
Convention attendance is a must for Crunchyroll, according to director of commerce Kristin Parcell, who relies on them to gain vital sales insights. The company sells anime merchandise online and [provides](#) content streaming to more than 45 million registered global users.

Crunchyroll attends approximately 10 U.S.-based conventions and a dozen international ones each year, including some that draw 150,000-plus attendees, Parcell said. While it has a significant online operation, on-the-ground presence is key for more deeply connecting with its customer base. These events enable Crunchyroll to test offerings and gain a deeper conversion- and data-based understanding of customers' needs and wants.

"I view [each convention] as a very critical touchpoint," she explained.

Sales information can reflect which events are popular enough to carry related merchandise, for example, as well as which clothing sizes or styles to stock, the mix of





products to bring to the next convention and which to feature on its eCommerce store.

“Our business is completely and entirely run on licensed anime series, [so] it’s a constant popularity contest,” Parcell said. “[Conventions help us to] better learn and understand [which] different anime series — and characters from those series — are popular and resonating with the fans, [and] even [learn about] fashion trends.”

Payments and pacing

Crunchyroll has to manage a few key goals to ensure convention sales run smoothly, including keeping payments fast and accepting cash. Parcell has found that customers aged 30 and up typically pay by credit card, while the company’s sizeable high school and college audience more often arrives with cash in hand. The average purchase is \$45, with items like exclusive figurines costing \$150 or more.

Crunchyroll advertises items for sale ahead of time, though, meaning its cash-favoring younger customers typically arrive prepared with the right amounts. ATMs are not an issue, then, but the ability to quickly make change is. The company deploys two tools — a tabletop cash register-style POS for handling cash and a portable mPOS for taking rapid card payments — to streamline such processes and keep lines moving.

“I took inspiration from being in retail environments like Nordstrom or Nordstrom Rack and seeing how fluid [their processes were] and [what] a great feature it was to have sales people on the floor who could quickly check [customers] out,” Parcell said.

The company only began receiving requests for mobile wallet payment last year, she added, and it now plans to introduce Apple Pay later this year.

Customer preference isn’t the only reason the company must be able to accept cash, however: A loss of internet service would force the firm to fall back on paper currency. Each convention center has its own setup and technical accommodations, Parcell noted, and Crunchyroll must always be prepared should anything go wrong.

New England Comics’ paper preference

Conventions are important for many retailers, but often play very different roles in their overall business strategies. Crunchyroll uses them to better understand its primary audience, but Boston-based New England Comics looks to such events to supplement revenue through sales outside its standard customer base. The comic book retail chain and publisher primarily sells American comics at its eight brick-and-mortar locations, but it does travel to a handful of anime conventions each year where, according to general manager Tom Yee, it offers low-priced manga that can sell for \$1 a piece.

“We don’t get as many [manga and anime fans] into our stores, so we don’t sell as much of that product mix in the store, volume-wise,” Yee said. “But, it’s worth our while to sell at the convention and purchase items specifically for that.”

NEC’s core business is its brick-and-mortar sales, meaning the company needed to make the process of attending conventions as simple as possible. Its top sales

technology goals were that its mPOS required minimal setup, was affordable and enabled secure credit card acceptance. Integration between that mPOS and its in-store POS or digital inventorying would therefore not be a convenience, but rather an unnecessary complication, Yee said.

"We're using a device offered by the company we already use for ... our in-store credit card processing," he noted. "It's [simpler] to just stay with [that firm], rather than go outside just for the few conventions [we do each] year."

Since the company sells a different set of items at conventions than it does in-store, digital inventorying would require NEC to first input many new products into the system — one more tedious task in the already complex work of convention preparation, Yee said. Instead, the retailer prefers to lean on manual, paper-based inventory tracking.

"The work we already do to set up for conventions is pretty mindboggling," he explained.

Whether regional operations like NEC or international players like Crunchyroll, conventions can be impactful elements of any retail strategy. Equipping firms with the right mPOS solutions helps vendors meet their intended business goals, expose them to new customers and grant new insights into existing relationships.

UNDER THE HOOD

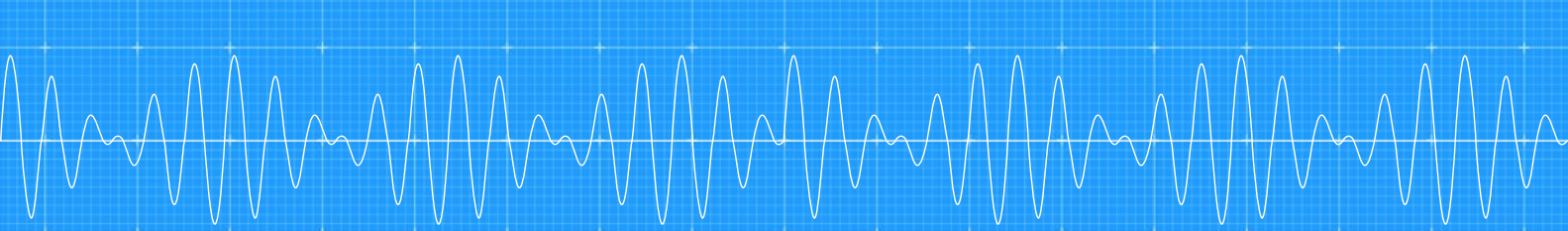
How do insights gleaned from conventions help guide business strategies?

"I view [being at each convention] as a very critical touchpoint. Our main priority is to immerse ourselves in anime culture, and we want to listen to our fans whenever possible. There's nothing more direct than doing this in real life and getting to spend time with them. We need to be there — we have to be there. ...

When you put together a product line for fans and you leave that event, you're able to pull great sales data from the POS system and fine-tune your product assortment for the next event. That's huge in and of itself, but I also run our eCommerce store and can take those learnings to create a better product assortment for [it], so that can happen year-round and internationally. ...

"I'll often test different streetwear fashion aesthetics or traditional aesthetics, female body styles, different types of accessories and bags. I can gather all those learnings from people in real life through our POS systems and through conversations, and then apply those almost immediately."

KRISTIN PARCELL,
director of commerce for [Crunchyroll](#)



NEWS AND TRENDS

BANKS DELIVER CONTACTLESS

CommBank, Mobeewave partner on SMB contactless acceptance

FIs and FinTechs are teaming up to reap benefits in the global payments ecosystem. In one recent example, the Commonwealth Bank of Australia (CommBank) has [paired](#) with Canadian contactless payments company Mobeewave on an mPOS solution. The product aims to promote contactless payment and mobile wallet usage among SMBs — especially as an alternative to cash — and was an important choice, as smaller firms often struggle to afford expenses related to renting or leasing traditional POS equipment.

Wells introduces contactless cards

FI Wells Fargo is seeking to make positive headlines three years after drawing fire for a widespread scandal perpetrated against its customers. It has [announced](#) a new contactless credit and debit card initiative, offering new and existing accountholders cards capable of making

contactless payments when their old cards expire. The cards can be tapped to pay at various businesses, including some transit systems, and be used at approximately 10,000 Wells Fargo ATMs. The bank intends to bring the service to all 13,000 of its ATMs later this year, and to introduce contactless debit this summer.

CANNABIS AND CUISINE

NEXGO integrates mPOS with CannaTrac digital payment platform

mPOS is also being used to make cannabis sales more secure. Payment terminal and wireless communication services provider NEXGO recently [integrated](#) its NEXGO N5 mPOS terminal with a platform offered by cannabis industry-focused digital payments solution provider CannaTrac. The resulting All-in-One POS offering will enable retailers to use the latter's CannaCard digital payments platform for mobile deliveries, which enables retailers to accept app payments — rather than cash — to improve security.

Family Mart launches app

Taiwanese convenience store Family Mart is hoping that its recently [launched](#), customer-facing smartphone app, My FamiPay, will enable smoother cashless purchases of tea, snacks and other goods. The c-store is reportedly the first in the country to create its own digital payment service.

My FamiPay's initial rollout made the offering accessible to consumers who had credit cards issued by Cathay United Bank or Taishin International Bank. Users link their credit cards in the app, enabling them to use their phones to scan items at the convenience stores, as well as access limited-time offers and earn rewards.

Toast receives \$250M in new funding

Toast, which serves the \$825 billion U.S. restaurant industry with an mPOS platform and other tools, is also looking to streamline food sales. The company recently [accrued](#) \$250 million in a funding round led by TCV and Tiger

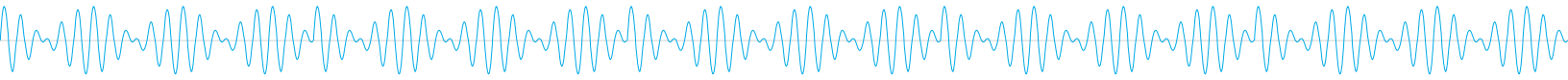
Global Management, which it intends to use to expand outside the U.S. and improve its handheld ordering devices, ordering and payment terminals, self-serve kiosks and other solutions. Toast plans to spend \$1 billion on restaurant hardware and software research and development over the next five years. It was valued at \$2.7 billion as of March 2019, a major increase over the \$1.4 billion reported in July of last year.

MOBILE INITIATIVES IN INDIA

Mswipe draws \$30M in funding round

Indian FinTech startup Mswipe has also received new funding, [bringing in](#) \$30 million from investors B Capital Group, DSG Growth, EPIQ Capital Group and Falcon Edge Capital, among others. The company intends to use the sum to offer additional mPOS terminals and advance its smart POS and Unified Payments Interface (UPI)-focused





quick response (QR) code initiatives. Its new Wise POS Plus smart project includes developing an Android-based POS solution featuring [apps](#) to boost small retailers' productivity, and its UPI QR code project supports acceptance of India's UPI real-time payments system at POS terminals.

Comviva pushes mobile contactless in India

The Reserve Bank of India (RBI) [released](#) guidelines in January that also appear to be laying the groundwork for greater mobile-based contactless payment usage. The guidelines permit card networks to offer tokenization services to all third-party mobile app providers, a move expected to improve digital and mobile contactless payment security.

Against this backdrop, mobility solutions firm Comviva is [reaching out](#) to banks and mobile wallet providers with a software development kit (SDK) integration to help them launch contactless mobile payments services. These offerings use tokenization and host card emulation (HCE), and can be new and standalone, leverage the FI's existing mobile banking app or use the third party's existing digital wallet. HCE creates and stores a digital copy of a customer's physical credit or debit card on his or her mobile phone, enabling easy future payments at POS terminals. A Comviva press release noted the company is currently in discussion with several banks about deploying HCE-based contactless payments, and is actively working with a payment solutions provider.

Payswiff collaborates to accept PhonePe wallet

Payment solutions provider Payswiff is working to expand the portfolio of payment types its merchant customers

can accept after providing approximately 150,000 mPOS and POS terminals to merchants throughout India. A new [partnership](#) with payment platform PhonePe now enables its merchants to accept the PhonePe wallet on their Payswiff devices — in addition to UPI, credit and debit cards and other mobile wallets — which may prove to be a popular addition. PhonePe is already accepted at more than 3 million offline convenience and retail stores, as well as with 100 large online merchants in India.

DIGITAL PAYMENTS IN SOUTHEAST AND CENTRAL ASIA

mPOS hits 27.5K payment points in Vietnam

Vietnam is also seeing mPOS solutions take off. The Vietnam Banks Association (VNBA) recently reported that deployment experienced a 99 percent year-over-year increase in 2018 — a rise in popularity that occurred as traditional offerings' usage appeared to decline by approximately 8 percent — with 27,500 venues accepting mPOS payments. BIDV, Sacombank, Vietcombank, VietinBank and three other FIs also deployed mPOS devices in 2018. mPOS solutions provider mPOS Vietnam, which provides products to banks, expects 80,000 of its devices to be in use across various business sectors in the country by 2019, according to a representative.

TBC purchases majority stake in PayMe

Georgian FI TBC Bank is also seeking to expand its customer base and gain a stronger foothold in Uzbekistan. It

recently [purchased](#) a majority stake in Uzbek digital payment platform LLC Inspired, which uses the trading name PayMe, paying \$5.5 million and reportedly [entering](#) into a potential deal to purchase the remaining 49 percent.

PayMe is one of two digital payment services in Uzbekistan, serving approximately 1.3 million people and providing person-to-person (P2P) transfers, eCommerce procurement services, loan repayments and mPOS remote and utility payments. The purchase enables TBC to bring its digital offerings into the local market, according to Vakhtang Butskhrikidze, CEO of TBC Bank Group PLC, and expand its customer base by 50 percent to a total of 3.5 million.

EUROPEAN PARTNERSHIPS AND ACQUISITIONS

PayPal gets provisional approval to acquire iZettle

Major payments provider PayPal has experienced a long journey to acquire Swedish payments company iZettle. After [announcing](#) intentions in May 2018 to lay down \$2.2 billion and [closing](#) the deal in September, the company became the focus of a [probe](#) by U.K. regulators in November, following concerns that the acquisition could reduce competition or increase mPOS market prices.

The country's Competition and Markets Authority (CMA) [announced](#) in April 2019 that it had concluded phase two of its investigation, however, and had determined that sufficient rivalry would remain if the companies combined. Firms like Barclaycard, Square, SumUp and Worldpay would all present challenges to an

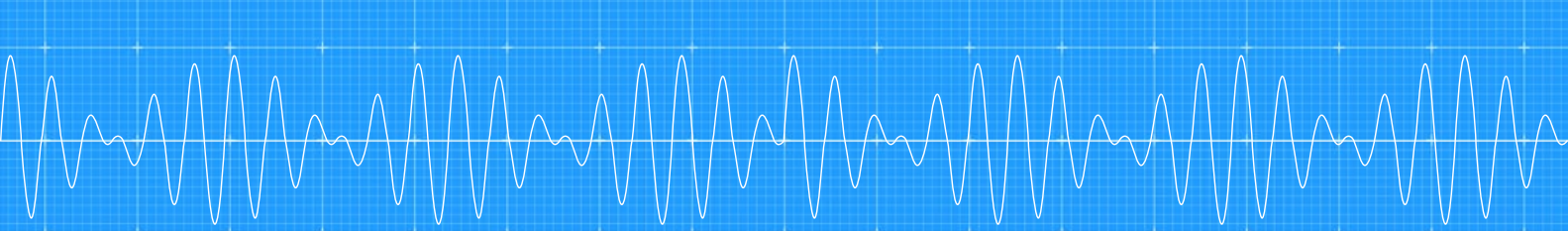
iZettle-enhanced PayPal, it [noted](#), and therefore granted the acquisition deal a provisional approval.

Wirecard, O2 Czech Republic expand in Czech Republic, Slovakia

FinTech company Wirecard has been focused on partnerships, making moves in central Europe through a recently [expanded](#) pairing with Czech integrated telecommunications provider O2 Czech Republic. The firms are jointly offering an mPOS terminal and tablet-based till system to support in-store and online digital payments processing, acceptance and compliance with forthcoming fiscal law changes.

O2 and Wirecard intend to broaden their reach to more merchants in the Czech Republic through their new agreement, and to introduce payments offerings in Slovakia. Retailers will be provided with Wirecard solutions for acquiring, payment processing and compliance checks, and O2 Czech Republic will handle merchant onboarding.





DEEP DIVE

TACKLING mPOS SOLUTIONS' SECURITY CHALLENGES

Small and micro merchants that would otherwise have been priced out of the market by traditional, fixed POS systems have seen success with mPOS solutions. Their portability and low price points enable SMBs to participate in the commercial scene while presenting various payment options to consumers.

Commonplace operations such as [food trucks](#) and [nonprofits](#) are using these products, as are [furniture restoration](#) merchants and even [buskers](#). These small entities are seeking to win trust despite not being established brands, but customers will only feel safe if they're confident that their payment information will remain secure.

Trust issues have only become more pressing as the global mPOS market grows, reaching a value of \$170 million, according to a [Global Mobile POS Market 2019 report](#). This month's Deep Dive explores its key security risks and the ongoing efforts to mitigate them.

Security risks and defenses

mPOS devices often rely on Bluetooth to communicate data from apps to payment providers' servers, presenting opportunities for dishonest merchants to intercept communications and alter payments. Fraudsters utilizing this security loophole can ensure correct amounts are shown on customer-facing displays while secretly charging more for their purchases. Devices can also be manipulated to falsely suggest that payments did not go through, prompting customers to swipe their cards again and resulting in false account charges.

Major mPOS brands iZettle, PayPal, Square and SumUp were all found to be [vulnerable](#) to these risks in 2018, but those aren't the only attacks to which mPOS solutions are susceptible. They can also fall victim to card skimming scams, and hackers can [initiate](#) remote code execution attacks to take them over.

There are several ways these attacks can be prevented, however, starting with EMV chip acceptance. EMV payments are more secure than those made by magstripe because cards' stored information is uniquely [encrypted](#) whenever it is accessed. Requiring PINs adds an additional layer of protection, but mPOS solutions must handle PINs [separately](#) from customers' card details. This extra measure means hackers who gain access to one piece of information do not have all the details necessary to actually make a payment.

mPOS app developers must also [fortify](#) their coding frameworks, codes, encryption keys, processes and data if they want to keep customers' information safe from bad actors. Pretested and predesigned code modules can be used to ward off hacking attempts, thereby preventing developers from having to code their own security countermeasures — something that could introduce risks if not done properly.

EMV and contactless payments

Robust security that makes taking advantage of systems time consuming or [complicated](#) will keep consumers' information safe and help retain their trust. Care must be taken to ensure these efforts do not introduce frictions

to the payments process, though, or solution providers and merchants may find they're deterring customers in addition to bad actors.

EMV payments are often slower than those made by magstripe, causing consumers to [wait](#) 15 seconds or more for transactions to be authorized. Some payment providers are rolling out new solutions to truncate this time frame, but others are instead looking to contactless offerings.

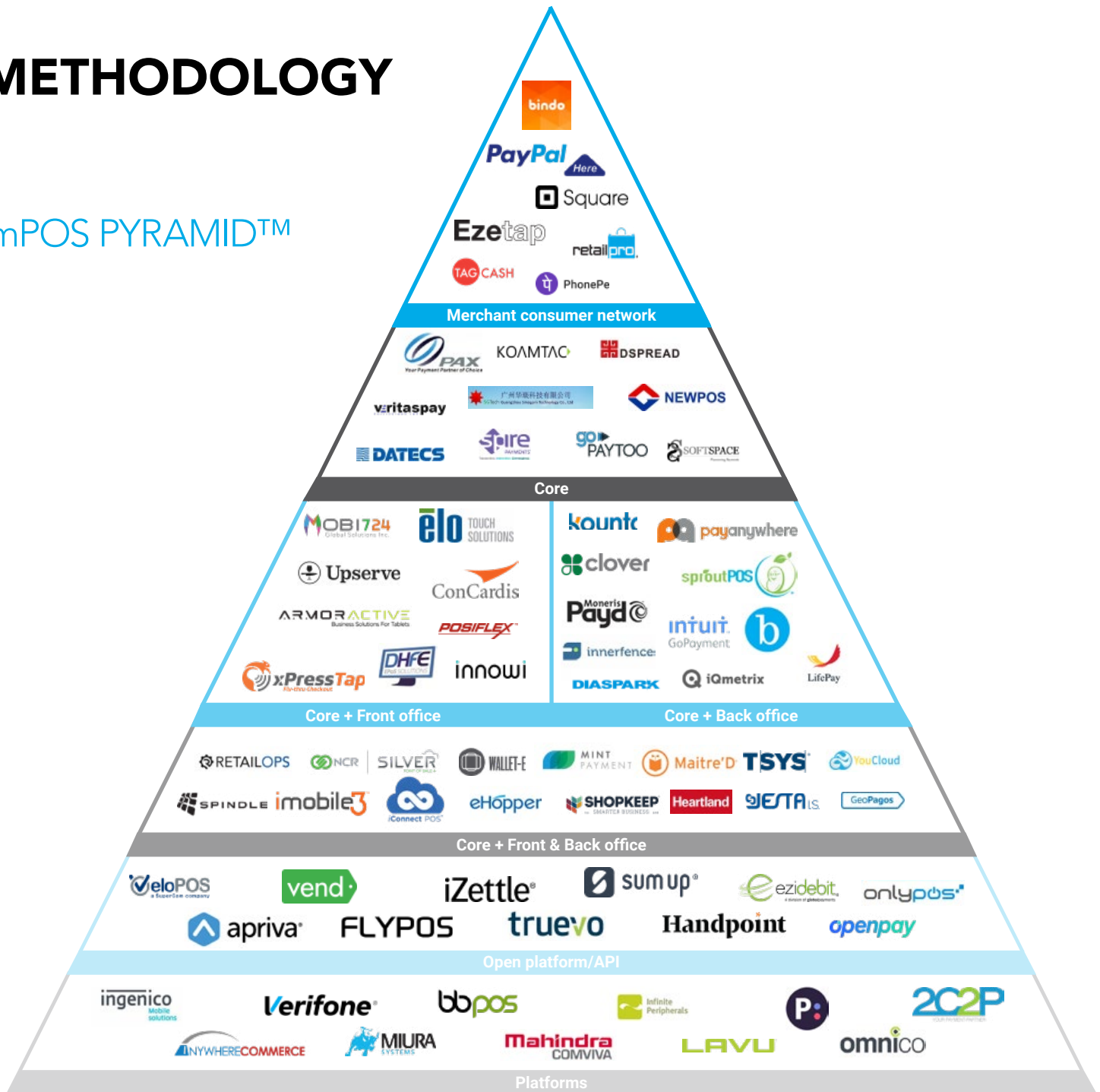
Consumers simply tap contactless-enabled cards or smartphones against mPOS terminals to make secure, tokenized payments. The process is quick, and customers avoid having to [provide](#) their personal account numbers. A one-time code is instead [sent](#) to the mPOS device, giving hackers fewer opportunities to steal information.

Keeping pace with payments security innovations is critical, especially as bad actors develop new attacks alongside providers' newly released defenses. mPOS solutions with robust safety features enable firms to sell to consumers who are confident their information will remain protected.



METHODOLOGY

mPOS PYRAMID™



The mPOS Organizing Methodology: mPOS Pyramid™

The organizing framework for the mPOS ecosystem is the mPOS Pyramid™, a graphic representation of where we believe merchant-facing service providers fit into the market today. It is not designed to suggest that one part of the pyramid is better than another, but rather to group together and depict like characteristics of mPOS solutions. Therefore, the tip of the mPOS Pyramid™ does not imply the “best,” but simply that the fewest players are concentrated there based on various elements of the service provided to those merchants’ customers.

METHODOLOGY

mPOS Pyramid™ Methodology

We have divided the mPOS market into layers representing the broad set of capabilities included in the mPOS service offerings. It is our hope that this breakdown helps to more easily categorize the mPOS ecosystem, focusing on the capabilities of various players who serve the merchants in this space.

The “powered by” players are organized on the outside of the mPOS Pyramid™ and are aligned with the appropriate capabilities they power inside it.

Here is how we have used the mPOS Pyramid™ to organize the mPOS sector:



Merchant Consumer Network

Players with control of assets on both the consumer and merchant sides, and using them to create a network enabled by mobile devices (phones and tablets) and other relevant applications.



Core

Players offering only the basic hardware/card reader solutions to merchants that enable mag-stripe card acceptance and merchant-processing services. Players in this section have also provided some level of security encryption, although the level of security varies by powered-by provider. This is where many players enter the market to establish an mPOS presence and merchant base. Players with core capabilities plus loyalty, marketing, customer relationship management and advertising solutions that enable merchants and SMBs to more fully manage support, marketing sales, and customer retention activities. Players with core capabilities plus applications that provide value-added solutions that enable merchants and other SMBs to perform important back office functions. These functions include tracking/managing inventory, creating invoices and integrating with accounting systems.



Core + Front Office



Core + Back Office

Players with a suite of solutions that enable an integrated core, front and back office solutions.

Platforms that serve merchants but have also opened their hardware/software services to developers via APIs.



Core + Front & Back Office

Players that “power” merchant-facing organizations by supplying them with the mPOS hardware (dongles, tablets), software, tools and services.



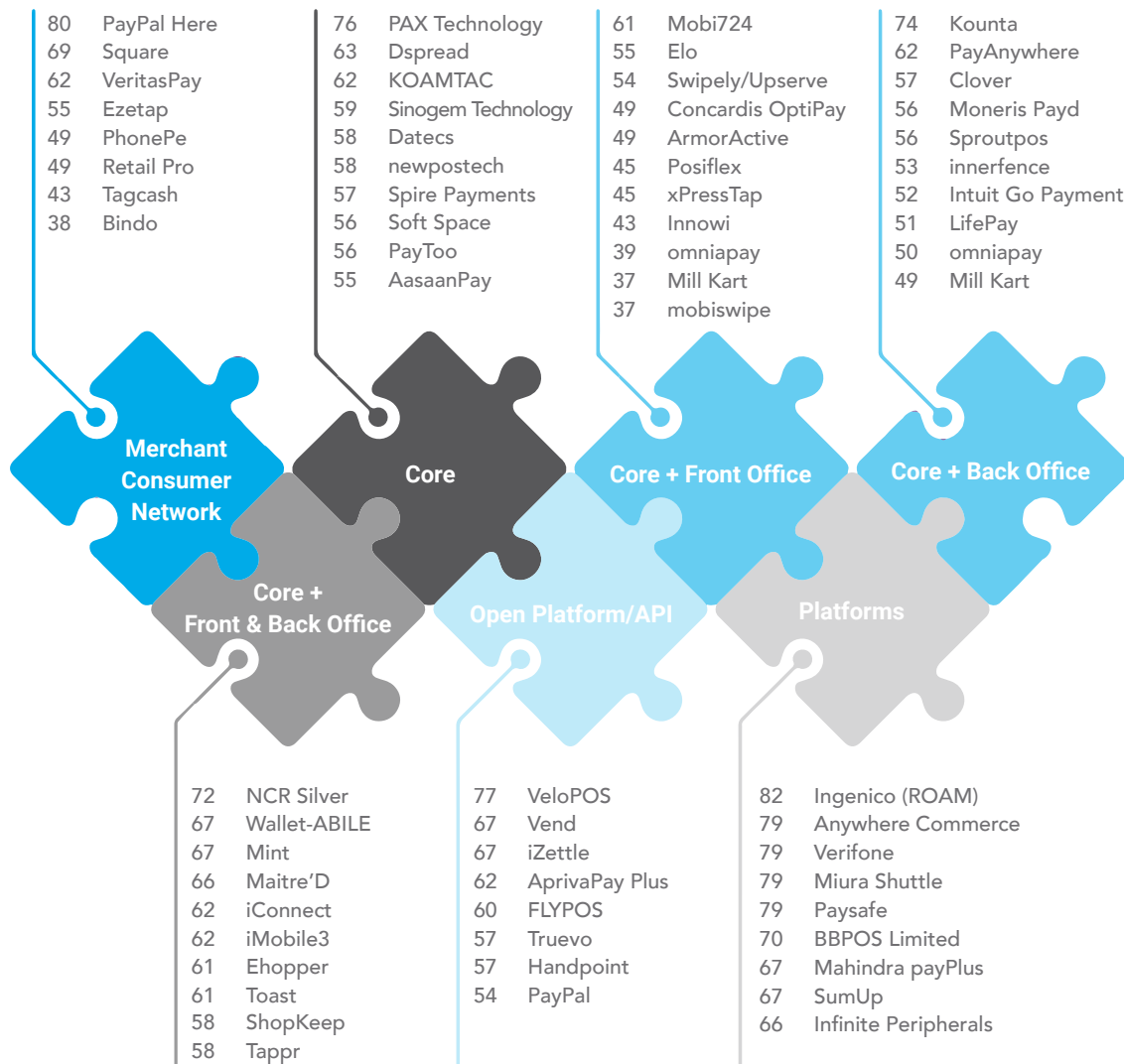
Open Platform/API



Platforms

Scoring Details

The Top 10 players (and their scores) from each section of the mPOS Pyramid™ are detailed below. Each player can only appear in one section. Also, not all sections have 10 players. In the event that a tie occurs, all players will be featured. This leads to some sections having more than 10 players.



Scoring

Scoring for the mPOS Tracker™ includes the following:

- Geographies served across core, emerging and underdeveloped regions
- Payment methods supported, including traditional credit and debit, plus enhanced capabilities including, but not limited to, handling cash transactions, EMV, mobile wallets, etc.
- Operating systems like those of major mobile providers and proprietary solutions
- Devices supported, including mobile phones and tablets

PYMNTS will periodically update scores based on new developments. If you would like your company to be considered for inclusion in the Tracker's Scorecard, or wish to have an existing listing reconsidered for an update, please head over to [our profile submission/update page](#).

TOP 25 PROVIDERS

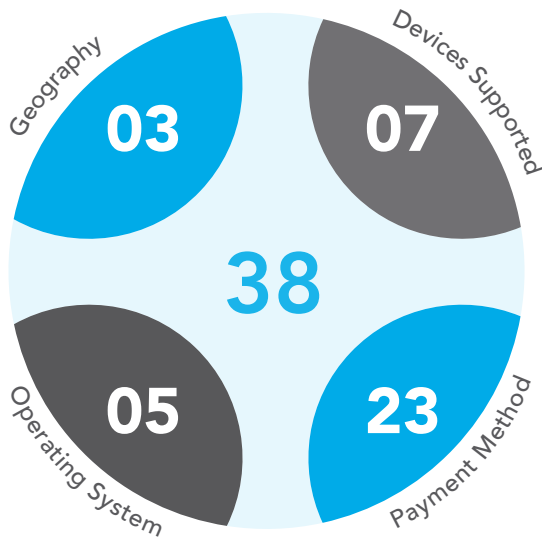
01		81		
02		80	10	 Tie 66
03		79	10	 Tie 66
04	 Tie 76		10	 Tie 66
04	 Tie 76		10	 Tie 66
04	 Tie 76		11	 Tie 65
05	 Tie 74		11	 Tie 65
05	 Tie 74		11	 65
06	 73		12	 64
07	 72		13	 63
08	 Tie 69		14	 61
08	 Tie 69		14	 61
09	 68		14	 61

MERCHANT CONSUMER NETWORK



Company: Bindo

Launch Date: December 2013



Customers/Volume: +100M users/Bindo platform used by over 200 merchants and processed over \$30M in transactions

Customer Focus: Small merchants

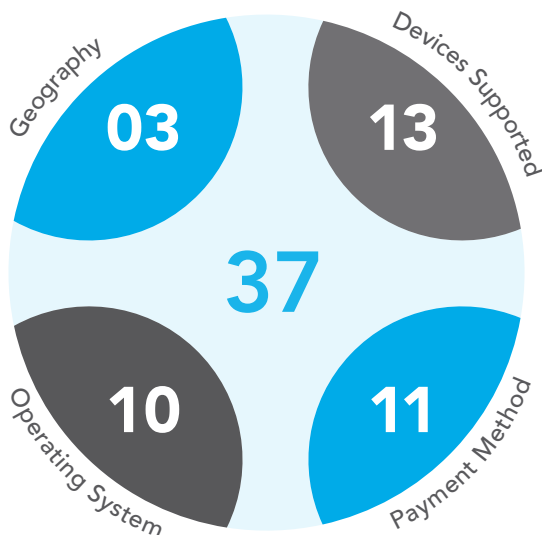
Pricing: Between \$79-\$229 per month + card processing

Bindo is a retail technology company that aims to close the gap between online and offline retailers. Bindo, which offers a tablet POS system, aims to create a different mPOS offering than its competitors by creating "hyperlocal" marketplaces. Bindo Marketplace, the consumer-facing app, lets customers see stores near them that use Bindo's system and inventories. This encourages customers to shop local rather than online. In addition to offering promotional and targeted features, Bindo's system provides business insights and metrics.



Company: Blispay

Launch Date: December 2014



Customers/Volume: \$2 million in annual revenue

Customer Focus: SMB, shoppers, merchants

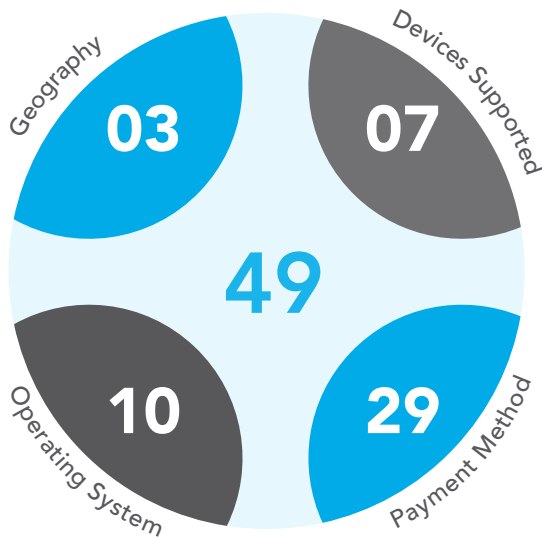
Pricing: 3 percent of each transaction after it is converted to U.S. dollars

Blispay is a financial technology company that provides point-of-sale consumer financing.

MERCHANT CONSUMER NETWORK

Ezetap

Company: Ezetap
Launch Date: July 2013



Customers/Volume: Serves over 6 million villages in India

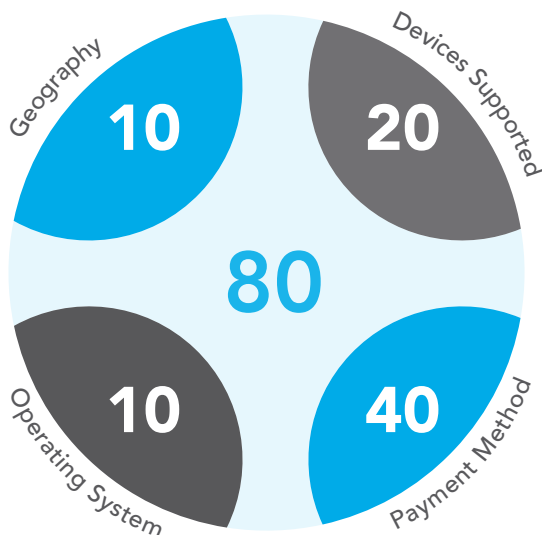
Customer Focus: SMB

Pricing: Less than \$50. It is priced as a SAAS service (purely on subscriptions and not on transactions, but the merchant's bank may have a transaction-fee based model)

Ezetap was chosen by State Bank of India, the largest public sector bank, to launch a five-year 500K mPOS deployment. The goal is to change the landscape of payments and commerce in India by enabling electronic payments. Ezetap now offers acceptance with Windows devices.

PayPal Here

Company: PayPal Here
Launch Date: March 2012



Customers/Volume: 200,000+ merchants

Customer Focus: All merchants – micro, SMB, enterprise, taxis

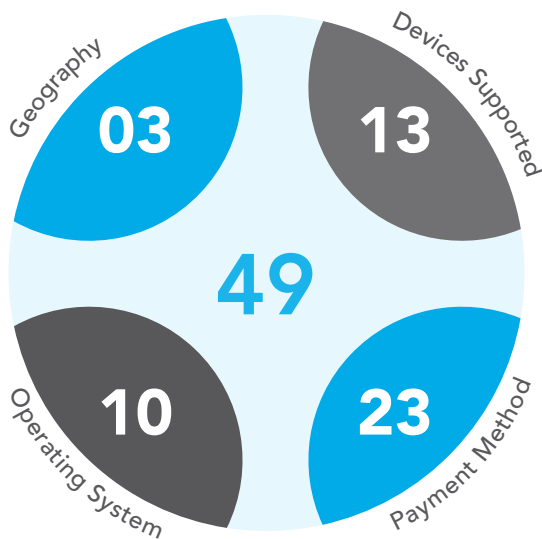
Pricing: 2.7% transaction fee, with no monthly fee. The fee for non-swipes goes up to 3.5%, with a \$ 0.15 fee

PayPal Here is a credit card reader and accompanying app that allows businesses and individuals to accept a wide range of payments — from credit cards to checks— on iOS and Android devices.

MERCHANT CONSUMER NETWORK



Company: PhonePe
Launch Date: 2015



Customers/Volume: Not available

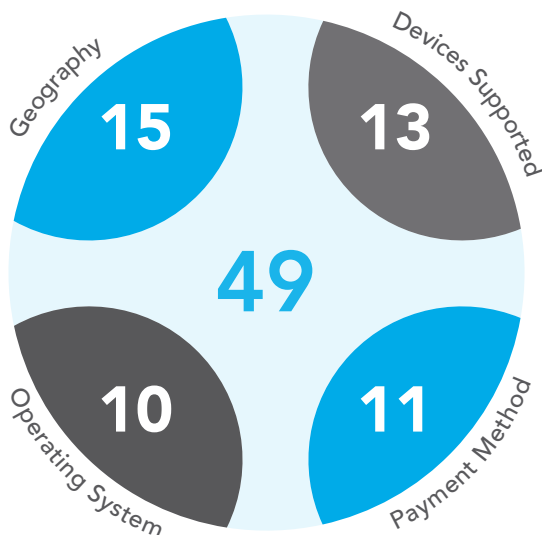
Customer Focus: Internet, mobile payments, payments

Pricing: Not available

PhonePe's mobile payment application enables users to instantly send money to recipient bank accounts using mobile phone numbers. It works on India's Unified Payments Interface (UPI)/Immediate Payment Service (IMPS) platform with smartphones running Android 4.0 or higher.



Company: Retail Pro Inc.
Launch Date: 1985



Customers/Volume: 9000

Customer Focus: Retailers

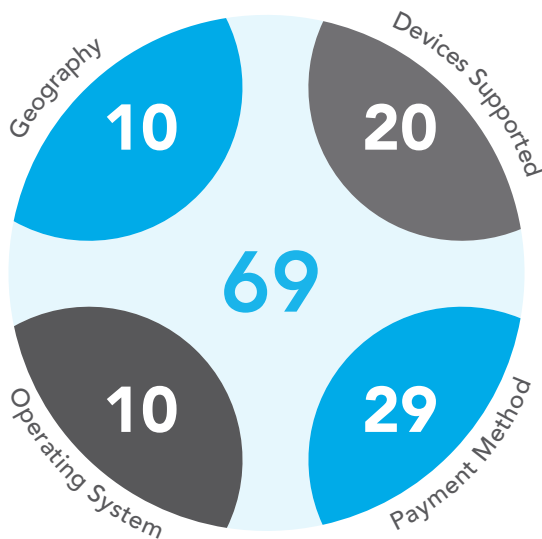
Pricing: Not Available

Retail Pro, Inc. serves U.S. customers with retail management software solutions. It offers point-of-sale (POS), store operations, merchandising, planning, business intelligence and payment processing applications.

MERCHANT CONSUMER NETWORK



Company: Square
Launch Date: 2010



Customers/Volume: \$15B annually

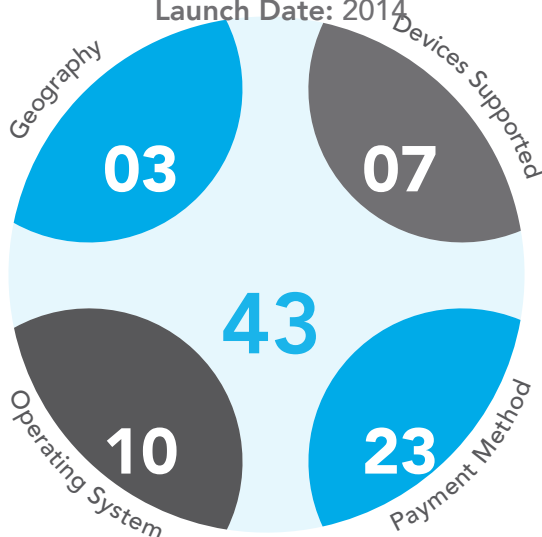
Customer Focus: All merchants – micro, SMB, enterprise

Pricing: 2.75% per swipe for Visa, MasterCard, Discover and American Express or \$275 per month

Square is a world provider of mPOS solutions. It offers a free, secure card reader, secure encryption, easy setup, free Square Register app, and there are no setup fees or long-term contracts. Funds from swiped payments are deposited directly into a bank account within 1-2 business days. The Square reader offers checkout customization, management tools and data analytics.



Company: Tagcash
Launch Date: 2014



Customers/Volume: Not available

Customer Focus: payments, rewards, proximity marketing, and loyalty

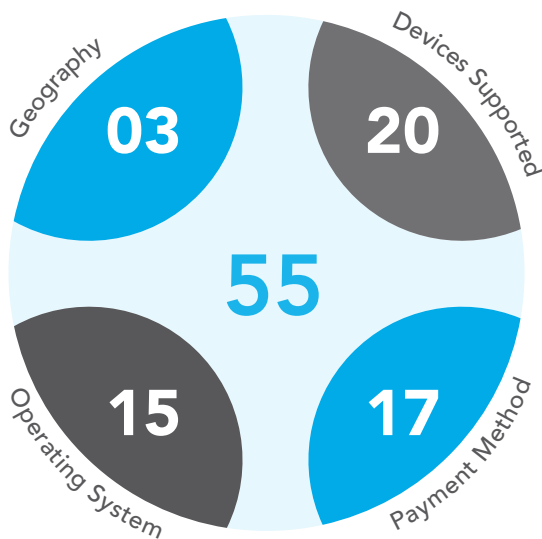
Pricing: Not available

Tagcash Ltd provides payment processing, personal and merchant wallets, identity verification and online payment services for customers in the Philippines.

CORE



Company: AasaanPay
Launch Date: 2013



Customers/Volume: Not available
Customer Focus: Retailers
Pricing: Not available

Owned by Suvidhaa Infoserve Pvt Ltd, a company that provides internet-based payment collection services for various industries across India, AasaanPay is a solution that enables mobile payments. AasaanPay users employ the EMV-ready card reader to process, confirm and complete payments — all on their mobile phones. The device is compatible with iPads, iPhones and iPods, as well as Androids that are version V4 and above. The solution has met the requirements for Mastercard's mPOS best practices program and offers both a magstripe and EMV chip reader that supports signature verification.



Company: Airlink Technology
Launch Date: May 2014



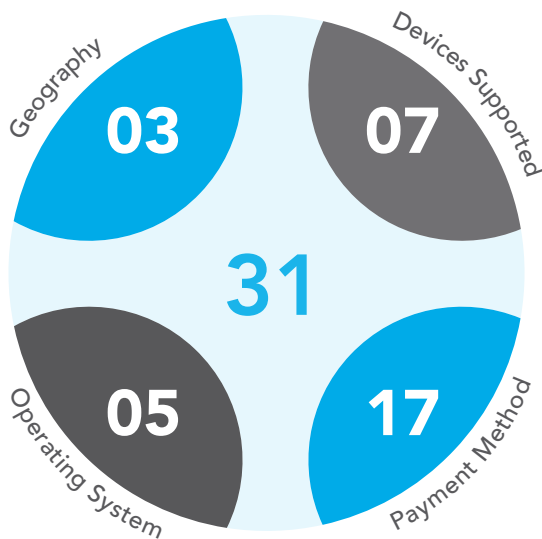
Customers/Volume: Not available
Customer Focus: Banks, merchants
Pricing: Not available

Taiwanese company Airlink Technology is a provider of credit card payment systems. Its mPOS platform is fmosa. It features real EMV transaction capability, card authentication by SDA/DDA/CDA, adopt EMV Level 1 & 2 and PCI certified reader has read the chip, magnetic stripe, and password input keyboard brush.

CORE



Company: ANZ
Launch Date: 2016



Customers/Volume: Not available
Customer Focus: Hospitality
Pricing: Not available

ANZ developed BladePay, a handheld Android-based payment device as part of a partnership with tech innovation firm ThumbzUp. BladePay is capable of integrating third-party applications designed to help businesses run more efficiently and enhance customer experience.



Company: Banco Sabadell
Launch Date: July 2013



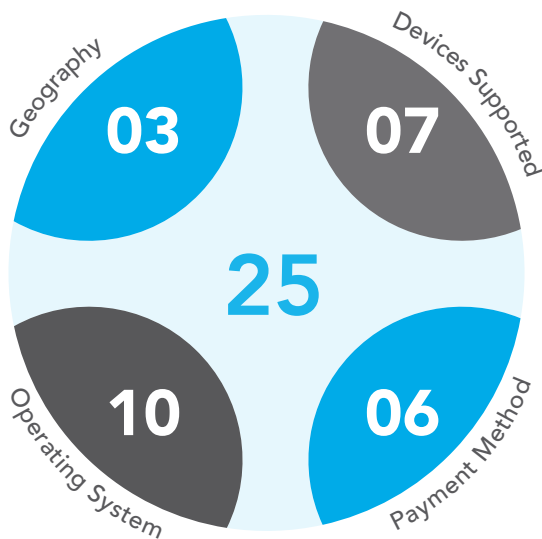
Customers/Volume: Not available
Customer Focus: SMB
Pricing: Not available

Banco Sabadell partnered with Ingenico to launch an mPOS app and dongle in Spain. Designed for the Apple platform, the BS mPOS accepts chip-and-PIN, magstripe and contactless payments. The bank announced that it also plans to design an mPOS service for the Android platform.

CORE

Bank of America Merchant Services

Company: Bank of America
Launch Date: November 2012



Customers/Volume: Not available

Customer Focus: BAMS Merchant customers

Pricing: 2.70%/swiped trans & 3.50% + 15¢ per keyed transaction

BofA Merchant Services is a pay-as-you-go solution for merchants that are new to accepting credit cards and looking to control costs as their business grows. Payments are processed on Android and Apple platforms in real-time, generating e-receipts that are delivered by email or SMS text to customers once transactions are complete.

BLUE BAMBOO

Company: Blue Bamboo
Launch Date: December 2012



Customers/Volume: Not available

Customer Focus: Mobile sales and services, transportation and delivery

Pricing: Not available

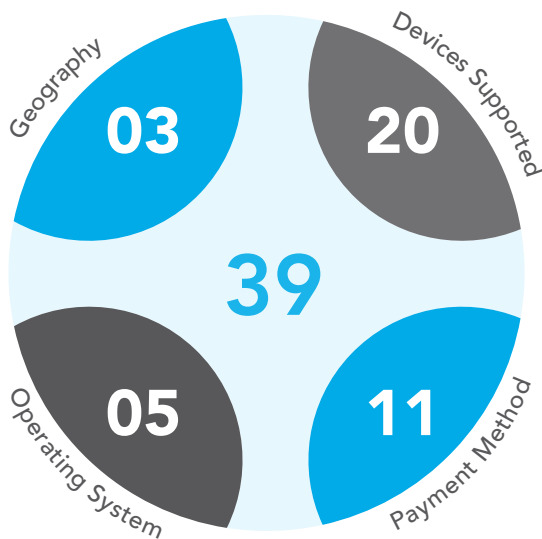
The Blue Bamboo PocketPOS Card Reader, supported by iOS and Android products, provides a secure POS solution for cards that follows the standards of ISO 7813. It supports Bluetooth Smartcard, contactless, MSR, PIN Entry technology and wireless mobile application printing. Blue Bamboo has achieved the MasterCard mPOS self-certification agreement and all devices will meet the MasterCard Mobile POS Best Practices criteria. The P25 and P200 family of printers can also be certified by the program.

CORE



Company: Cartwheel Register
Launch Date: December 2013

Customers/Volume: Not available
Customer Focus: Small and independent merchants
Pricing: 2.6% + 0.24 cents per transaction

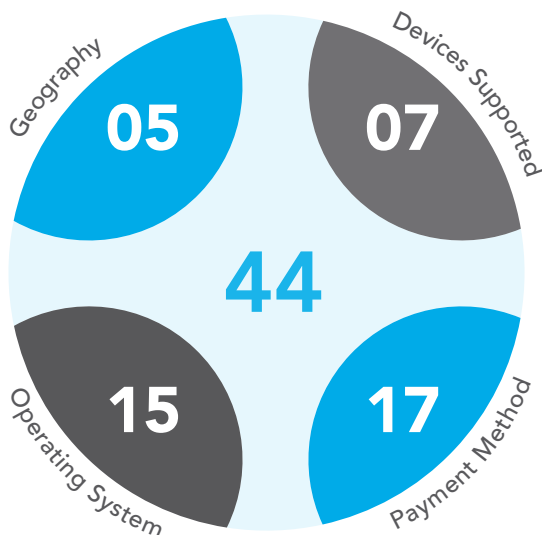


Tantrum Street created a dongle-free mPOS solution for small merchants to enable payments. The mobile app, Cartwheel Register, includes number-recognition technology that scans card numbers and expiration dates without storing the information on a device. Cartwheel Register is unlike check scanning technology, which involves taking an image. Consumers may pay with Cartwheel via card or by entering their Skip Wallet payname and PIN.



Company: Castles Technology
Launch Date: December 1993

Customers/Volume: Not available
Customer Focus: financial, retail, hospitality, and transportation
Pricing: Not available



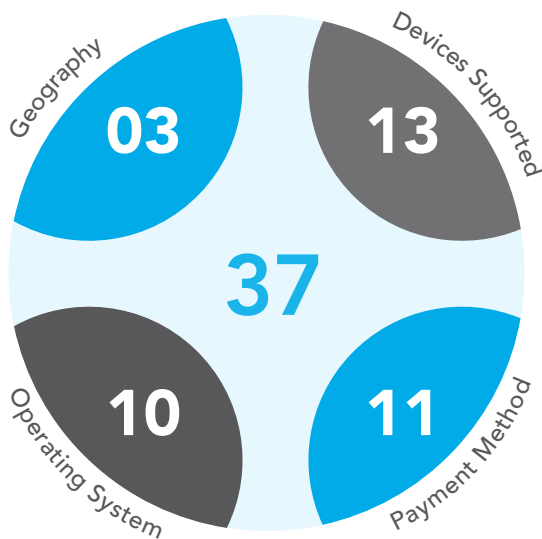
Castles Technology provides secure and affordable payment solutions for the financial, retail, hospitality and transportation sectors.

CORE

CHASE Paymentech™

Company: Chase Paymentech

Launch Date: August 2013



Customers/Volume: Not available

Customer Focus: SMB

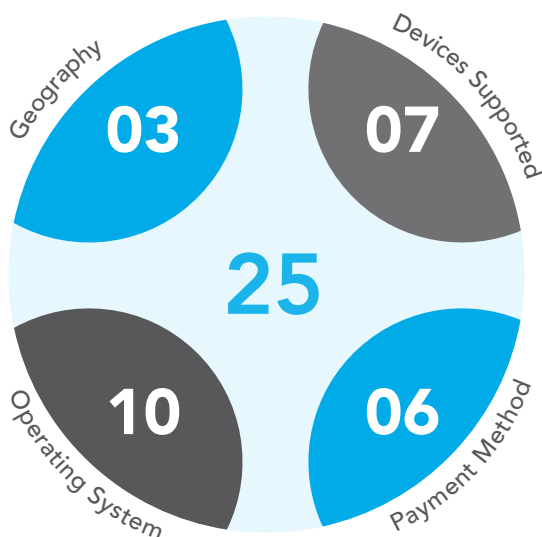
Pricing: Based on Chase Paymentech merchant account

Chase Paymentech mPOS system allows merchants to accept card payments through an encrypted card reader on iPhone or Android devices. Chase Mobile Checkout is designed to work with the Chase Paymentech's other offerings, such as its iTerminal software for retail checkout. The reader processes magstripe credit, signature debit and gift cards. Merchants are able to monitor and process voids from their smartphones and view sales and transaction summaries from the app. Also, merchants may create a catalog of item descriptions and can send receipts via email and text messages.



Company: Clip

Launch Date: May 2013



Customers/Volume: Not available

Customer Focus: Spanish-speaking market

Pricing: 3.60% / transaction

Clip was founded by former PayPal executives and is designed to offer small merchants in Mexico and Spanish-speaking America the opportunity to accept cards. Card acceptance is difficult due to the high cost of installing terminals and the high level of distrust from Mexican citizens given the high incidences of fraud in the country. Clip offers military-grade encryption and ClipLock technology. Clip announced a partnership with mobile wallet platform WingCash to grow its consumer base among merchants and consumers in Mexico.

CORE



Company: Commonwealth Bank
Launch Date: July 2012

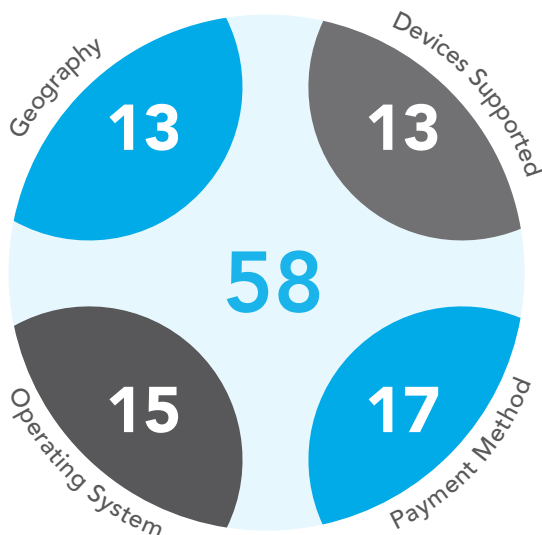


Customers/Volume: Not available
Customer Focus: CommBank Pi customers
Pricing: Between \$30 - \$150 AUD

Commonwealth Bank Australia has introduced a suite of mPOS offerings to service their small business customers. CommBank Albert is described as an integrated tablet device that leverages the Android OS and includes an interactive touchscreen, secure EMV/PIN and print capabilities. CommBank Leo attaches to Apple devices to transform iPhones into merchant terminals. Leo can also integrate with existing point of sale systems.



Company: Datecs
Launch Date: 1990



Customers/Volume: Not available
Customer Focus: Retail
Pricing: Not available

Datecs is a leading manufacturer of mPOS terminals. More than 500,000 mobile terminals under the Linea brand are used in the U.S. by companies such as Apple, Verizon Wireless, Nordstrom, Lowes and Sears, among others. In 2013, Datecs introduced its mobile PIN-Pad BluePad-50, which has certifications including PCI, EMV L1, EMV L2, UKCC., CAS. and APCA.

CORE



DELAPHONE

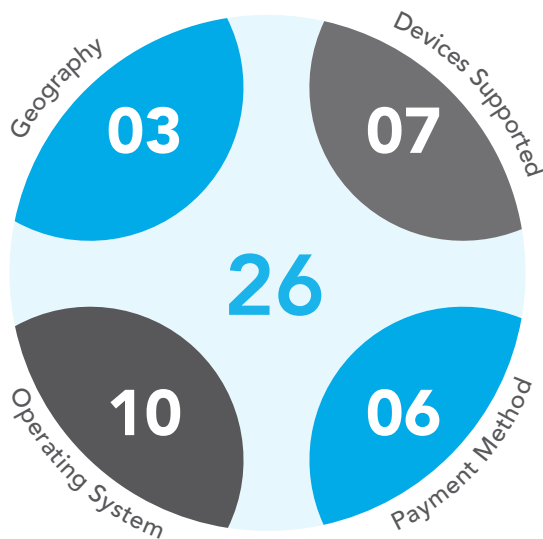
Company: De La Phone Technologies

Launch Date: 2012

Customers/Volume: Not available

Customer Focus: Small business

Pricing: Not available



De la Phone Technologies' MoCharge Mobile POS produces a small business mPOS solution for accepting and authorizing credit card transactions. Merchants key in card information and funds are deposited in their bank accounts. The system also enables merchants to generate prepaid eVouchers.



Company: Dialog Axiata

Launch Date: August 2013

Customers/Volume: Not available

Customer Focus: SMEs

Pricing: Bundled rates to include phone service, dongle & data



Dialog Axiata with Global Payments Asia-Pacific has launched the first mPOS solution in Sri Lanka that enables merchants to accept Mastercard and Visa card payments through smartphones or tablets. Businesses can download an app provided by Global Payments on their mobile device and connect it to a secure card reader to start accepting card payments instantly. The service is compatible with iOS and Android devices.

CORE



Company: Doha Bank

Launch Date: January 2016



Customers/Volume: Not available

Customer Focus: Delivery Services, Transportation, Restaurants

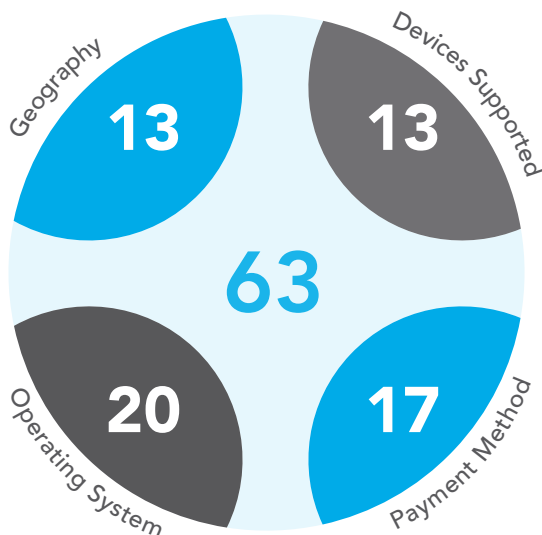
Pricing: Not available

Doha Bank provides a compact card reader, which connects to an mPOS app via Bluetooth. The mPOS app transforms smartphone devices into fully certified EMV chip and PIN mobile point of sale terminals. The app is ideal for delivery services, transportation, restaurants and much more.



Company: Dspread

Launch Date: 2009



Customers/Volume: Not available

Customer Focus: Not available

Pricing: Not available

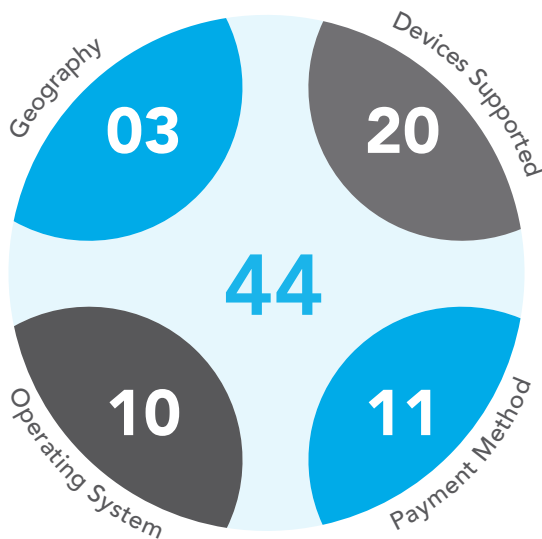
Dspread Technology designs, manufactures, and markets mobile payment terminals and solutions to acquirers. Its QPOS series, Chip & PIN, Chip & Sign devices, have been granted EMV, PCI, PBOC and NFC certifications. They accept payments via China UnionPay, Visa and MasterCard Cards for magnetic stripe, EMV chip, Contactless/NFC transactions.

CORE



Company: Emerge Mobile

Launch Date: January 2014



Customers/Volume: 5,000 merchants

Customer Focus: SMEs

Pricing: Not available

Emerge Mobile's mPOS was launched across Africa. The reader can process both chip and PIN and magstripe card payments with iOS or Android devices. The platform can accept and process payments from third-party mobile wallets and redeem mobile vouchers and coupons.



Company: Epic

Launch Date: June 2014



Customers/Volume: Not available

Customer Focus: All merchants

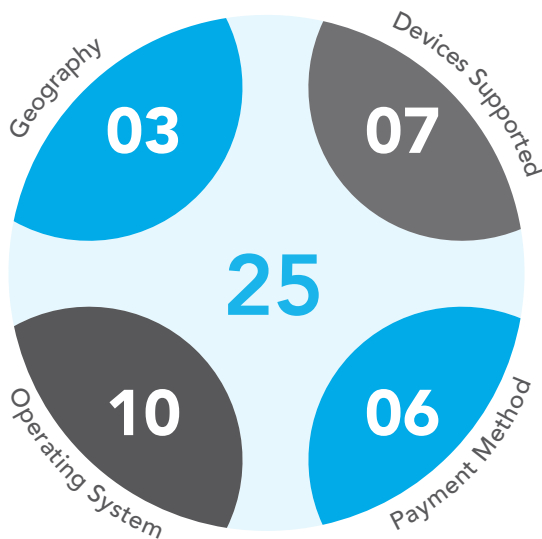
Pricing: Not available

Epic was launched to enable payments in the Philippines via smartphone. The reader enables payments via swipe, chip and PIN card. Epic has seen a high demand for mPOS payments from doctors, lawyer, beauticians, consultants and trainers who want to reduce the risk and hassle of collecting cash. Epic also offers a range of small printers that work via Bluetooth connection.

CORE



Company: Evertec
Launch Date: July 2013



Customers/Volume: Not available
Customer Focus: Large merchants
Pricing: Not available

EverPay is an Evertec product. Evertec offers a range of financial services products including traditional POS terminals, ATM services, acquiring, card issuing and payment networks. Evertec, which recently filed an IPO, typically focuses on larger merchants to quickly expand payment acceptance across major retailers and established companies in Latin and South America. EverPay is often referred to as the "Square of Latin America" and is available in 19 countries.



Company: FAMOCO
Launch Date: 2010



Customers/Volume: Not available

Customer Focus: Transportation, cashless payments, logistics and access control

Pricing: Not available

FAMOCO targets the transportation, cashless payment, logistics and access control markets to equip mobile agents.

CORE

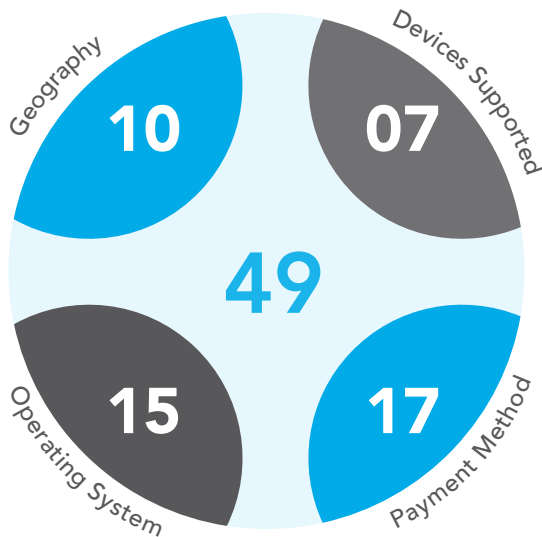


Company: Fujian Newland Payment Technology
Launch Date: 1994

Customers/Volume: Not available

Customer Focus: Finance, telecommunication, insurance, logistics, taxation, electricity, petroleum

Pricing: Not available



Fujian Newland Payment Technology Co., Ltd., is a point-of-sale (POS) terminal technology provider. Its product portfolio includes professional financial POS systems, mobile point-of-sale (mPOS) systems and intelligent multimedia POS software. The company's solutions are designed for the finance, telecommunication, insurance, logistics, taxation, electricity and petroleum industries.



Company: Globe Charge
Launch Date: March 2014

Customers/Volume: Not available

Customer Focus: SMEs

Pricing: Not available

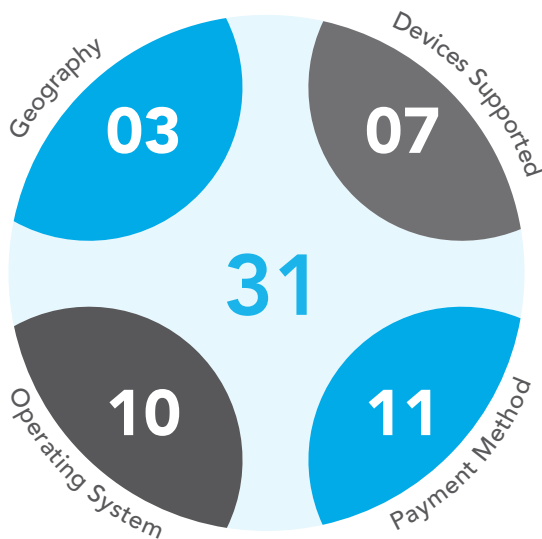


Created from a partnership between goSwift and Globe Telecom, Globe Charge was designed to enable small businesses to accept card payment in the Philippines. The solution is EMV Level 2 certified and can accommodate chip & PIN, chip & sign, and swipe & sign payments.

CORE



Company: Heritage Bank PortaPOS
Launch Date: December 2014

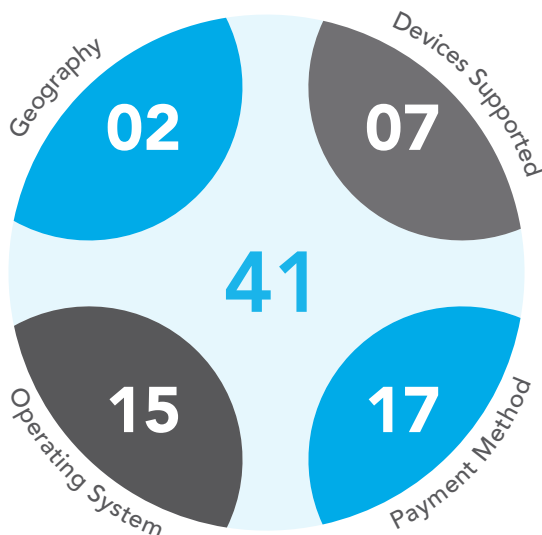


Customers/Volume: Not available
Customer Focus: SMEs
Pricing: Free for bank customers

Heritage Bank in Nigeria launched an mPOS device, Heritage Bank PortaPOS. The device is compatible with smartphones and tablets and will accept swipe and EMV chip & PIN payments from Mastercard, Visa and Verve cards. The reader is free for all Heritage customers. Its benefits include its ability to sync to both phone and printer via Bluetooth technology, direct credit to bank accounts and assure transaction security.



Company: iKaaz
Launch Date: October 2012



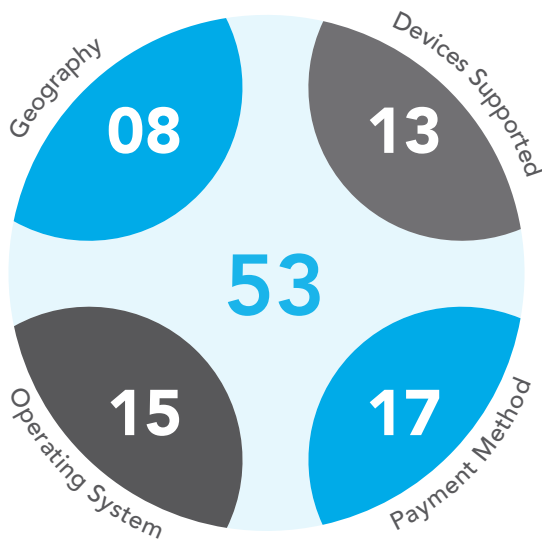
Customers/Volume: Not available
Customer Focus: SMBs
Pricing: Not available

This solution enables mobile phones to accept NFC payments. iKaaz was launched by former Nokia Money veterans to expand secure, low cost payment acceptance in territories with low card acceptance.

CORE



Company: ITOS
Launch Date: 2003



Customers/Volume: Not available

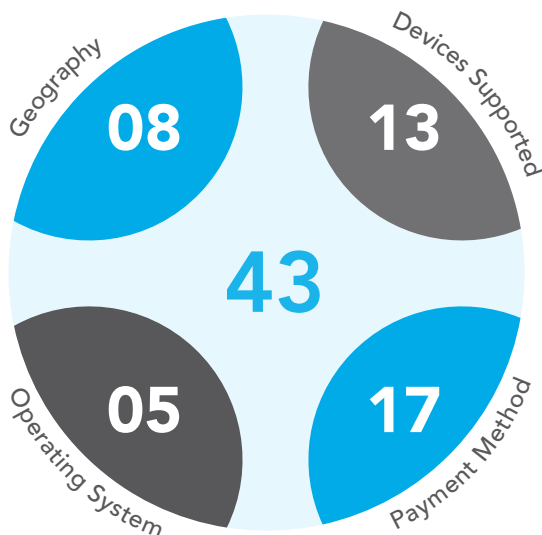
Customer Focus: Financial entities and payment service providers

Pricing: Not available

ITOS specializes in the development and distribution of hardware, firmware and software for mobile applications and payment systems. The company provides mobility accessories and software components to use mobile devices to accept a range of payment options.



Company: ITWell
Launch Date: 1998



Customers/Volume: Not available

Customer Focus: Airlines, public sector, retail, hospitality, rail, logistic, warehousing

Pricing: Not available

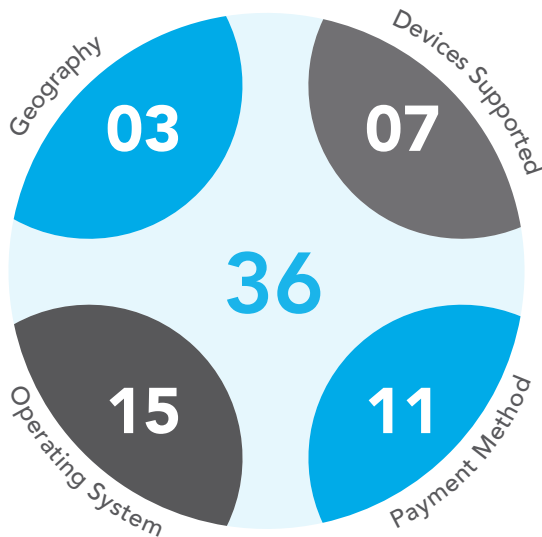
ITWell is a manufacturer of mobile payment terminals in South Korea. The company offers solutions for a range of applications in the transportation, logistics, hospitality, retail and travel industries. It provides an mPOS solution certified by PCI-PED payment industry standards and operates on the MS Windows operating system.

CORE



Company: iVeri

Launch Date: November 2013



Customers/Volume: Not available

Customer Focus: Merchants

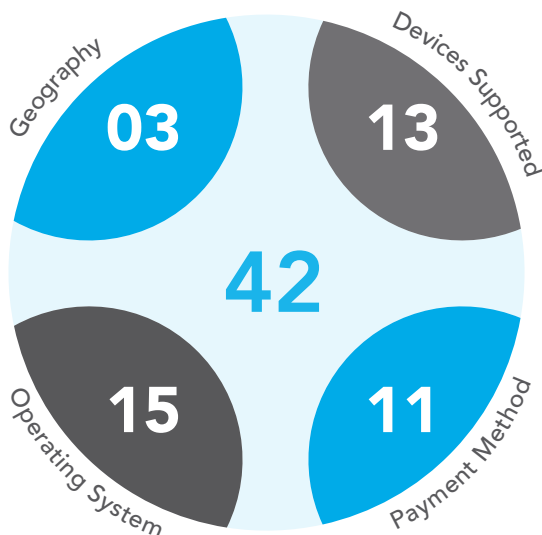
Pricing: Not available

iVeri mPress is a Visa Ready certified mPOS solution that is approved for use within Visa Inc. territories and the first EMV Chip and PIN certified solution in Africa. It also meets MasterCard's mPOS Best Practices. This device is PCI-DSS Level 1 certified and can process debit and credit card payments using Android, Apple and Blackberry devices.



Company: JUSP

Launch Date: September 2013



Customers/Volume: Not available

Customer Focus: All sized businesses

Pricing: 2.5% per transaction and €39 + VAT for the card reader

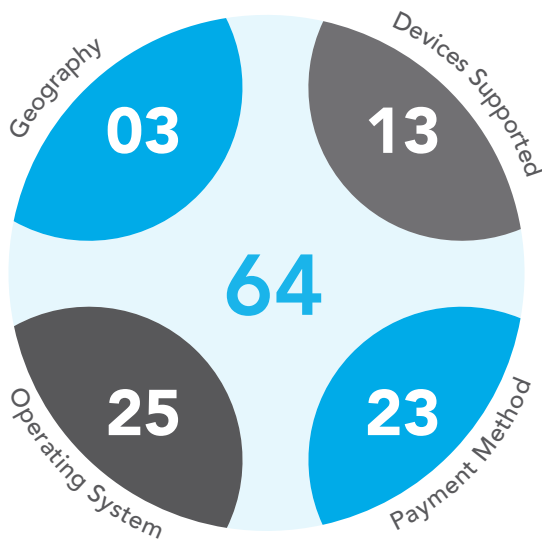
JUSP has most stringent security level certifications for mPOS solutions, EMV level 1 and 2, PCI PTS 3.1 SRED. JUSP serves customers in Italy and plans expanding to European countries and the U.S.

CORE

KOAMTAC

Company: KOAMTAC

Launch Date: 2002



Customers/Volume: Not available

Customer Focus: Not available

Pricing: Not available

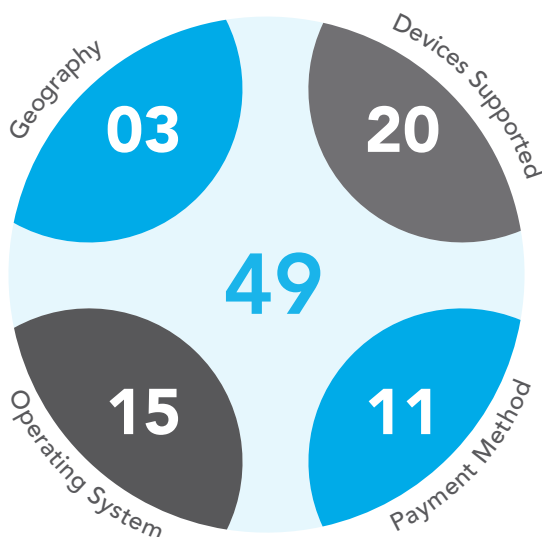
KOAMTAC's KDC® Bluetooth barcode scanners, modular sleds, and mobile POS companions are made for Android, Blackberry, iPhone and Windows. The company's mission is to make easy-to-use, competitively priced Bluetooth barcode scanners and payment solutions to help companies increase productivity, and cut time and costs.

LEADERS

MERCHANT SERVICES

Company: Leaders Merchant Services

Launch Date: 2000



Customers/Volume: Not available

Customer Focus: Not available

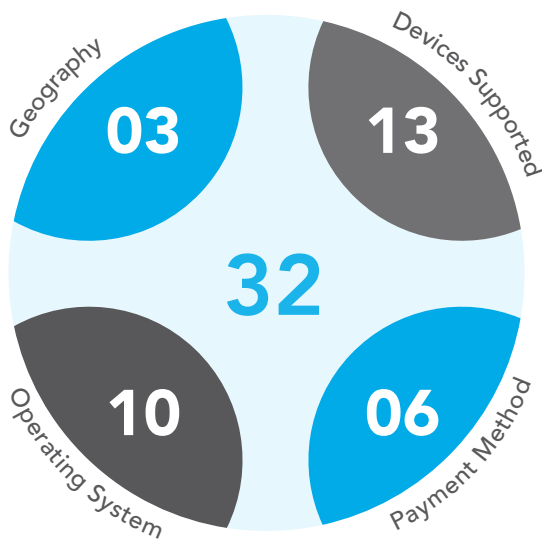
Pricing: 0.15% per transaction

Leaders Merchant Services offers credit and debit card processing solutions. The company's payment processing offerings are designed to enable merchants to process both traditional card-present and card-not-present transactions.

CORE



Company: ManagePay
Launch Date: Not available



Customers/Volume: Not available

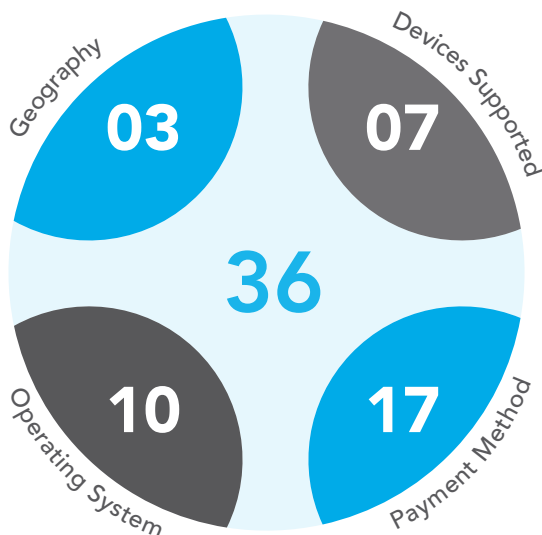
Customer Focus: banks, financial institutions, merchants

Pricing: Not available

ManagePay, through its three subsidiaries, is a complete payment solutions company for merchants and FIs. The company received a letter of approval from Bank Negara Malaysia to issue electronic money through MPAY Balance and MPAY Mastercard. In an attempt to go cashless, Bank of Negara plans to push 800,000 card terminals throughout Malaysia by 2020. MPAY hopes to capture approximately 10 to 20 percent of the total market. The bank's push will fuel the growth of ManagePay's mPOS solutions and its complementary 3DSecure eCommerce payment business segment.



Company: Mashreq Payport
Launch Date: March 2013



Customers/Volume: Not available

Customer Focus: Grocery stores, restaurants, laundry services

Pricing: Not available

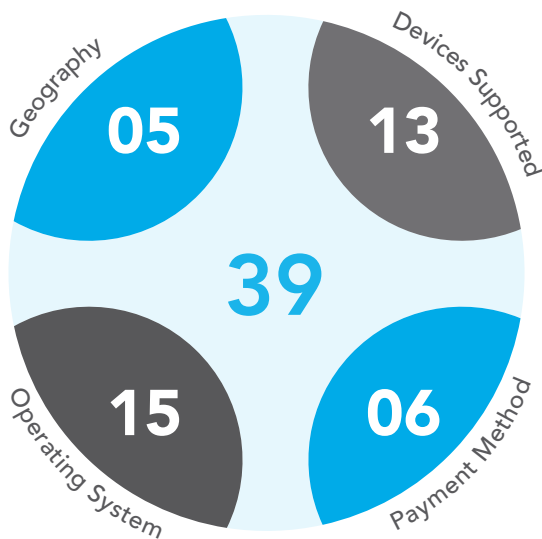
UAE-based financial institution provides Mashreq Payport, an EMV chip and PIN compliant mobile point-of-sale (mPOS) service. Mashreq Payport enables customers to pay for delivery products at their doorstep by inserting their debit or credit card into the device. Before using the device, customers have to download the Mashreq Payport app onto their smartphone. The application is available on Android and iPhone devices.

CORE

MePOS®

Company: MePOS®

Launch Date: March 2002



Customers/Volume: Not available

Customer Focus: Retail and Hospitality

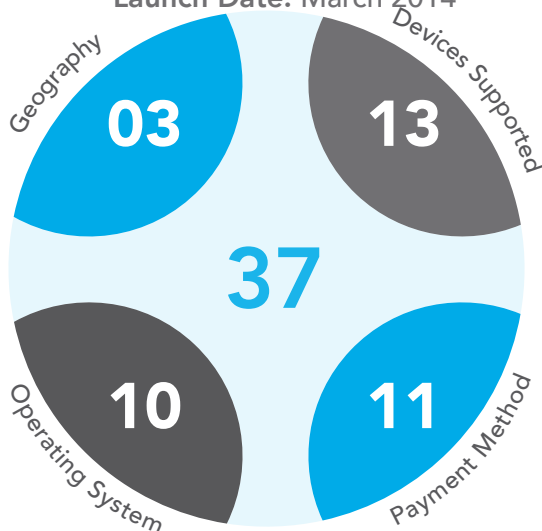
Pricing: Not available

MePOS® offers tablet-based POS hardware solutions. The company aims to give businesses complete control over how and where they engage with their customers.



Company: Mercadotecnia, Ideas y Tecnología

Launch Date: March 2014



Customers/Volume: 550 customers, 2,500 POS

Customer Focus: SMBs

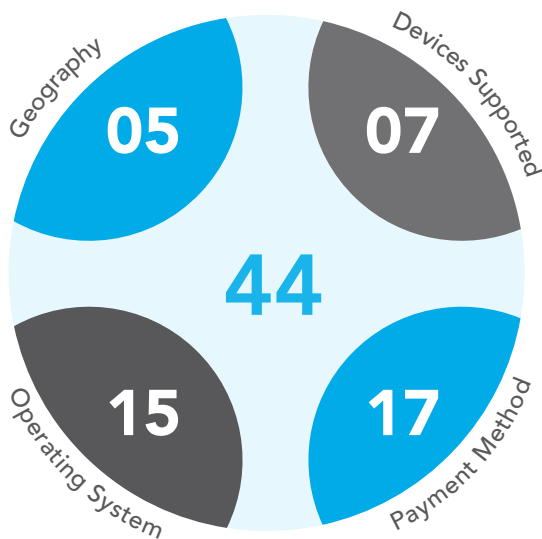
Pricing: \$40 per device, rate dependent on acquirer

Mercadotecnia, Ideas y Tecnología was established in 2004 and launched an mPOS reader in March of 2014. The company processes 1.5 million payment transactions per week in Mexico and converts tablets or smartphones into POS terminals with the miTPV solution.

CORE



Company: Mobeewave
Launch Date: 2012



Customers/Volume: Not available

Customer Focus: Self-employed and small business, home sales/events, splitting costs

Pricing: Not available

Mobeewave provides a platform that allows users to accept money anywhere, for anything and from anyone through their phones. The company provides an integrated solution for mobile devices, allowing users to tap phones with contactless cards or mobile wallets to accept payments.



Company: Mosambee
Launch Date: September 2012



Customers/Volume: Over 10,000 users

Customer Focus: Corporate home service/delivery in insurance, health care, auto service and more. Also acts as Merchant as ATM

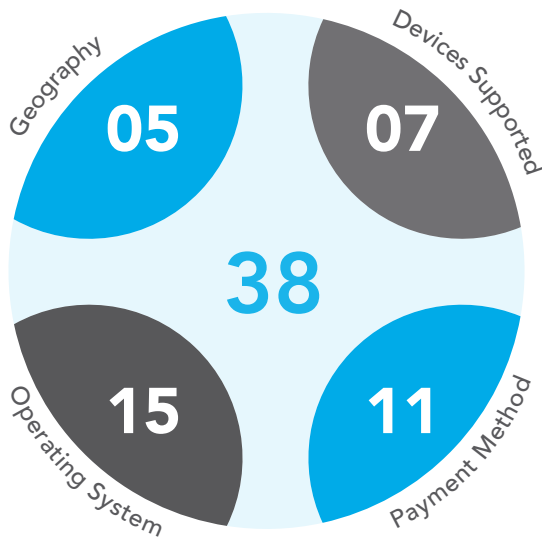
Pricing: Not available

Mosambee launched its first pilot in fall 2012 after a soft launch in Dubai. The founders wanted to respond to home delivery, including cash on demand, which in developing economies is a very common method of paying for merchandise. Using Mosambee's solution, and leveraging its open payment tender architecture, which can integrate with cards, checks, mobile wallets, bank accounts and loyalty payments, a merchant can deliver merchandise and be paid.

CORE



Company: Mswipe
Launch Date: July 2012



Customers/Volume: 200,000+

Customer Focus: All merchants

Pricing: \$50 per mPOS and 1.8% -3.0%/swipe + \$5 monthly fee

Mswipe offers a range of point of sale devices, like card swipers, which plug into the mobile phone's audio jack to enable POS payments. Mswipe acquired its first round of funding from Matrix Partners. Mswipe has also raised an undisclosed amount of Series B funding from existing investors Matrix Partners and Axis Bank.



Company: MTS
Launch Date: June 2012



Customers/Volume: Not available

Customer Focus: All merchants

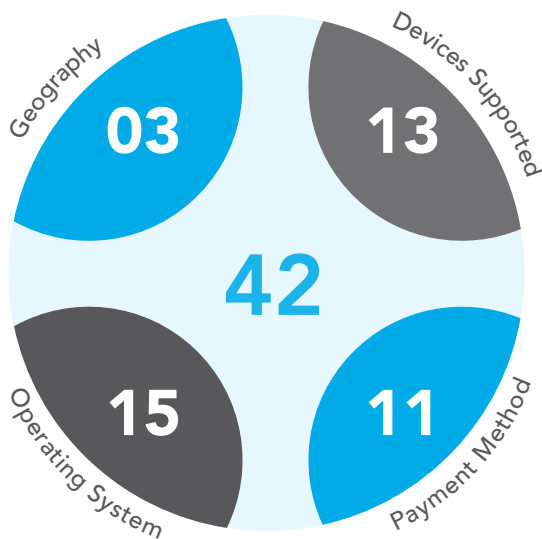
Pricing: \$50 per mPOS and 1.8% -3.0%/swipe + \$5 monthly fee

MTS is a mobile telecom service in India that offers a complete mPOS bundle, smartphone, mPOS hardware attachment and a one-year data plan, enabling customers to use the solution right out of the box. MTS claims that service is fully secure and the debit/credit card details are fully encrypted at the time of transactions and that the MTS mPOS is based on PCI-DSS standards.

CORE



Company: Nedbank
Launch Date: 2012



Customers/Volume: Not available

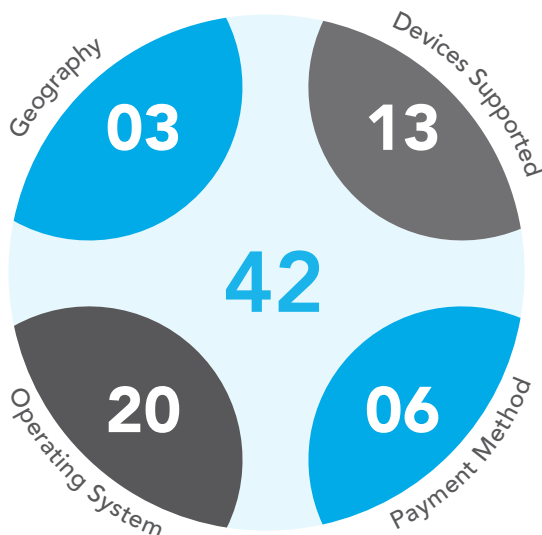
Customer Focus: Plummers, on-the-move traders, businesses without merchant facilities or fixed-line access

Pricing: 2.75% per transaction

Nedbank PocketPOS is a South African mobile POS solution operating on smartphones or tablets. Features include Bluetooth connection, the Nedbank PocketPOS transaction app detailed transaction history reporting and EMV chip and PIN credit and debit card acceptance.



Company: NetSecure
Launch Date: 2006



Customers/Volume: Not available

Customer Focus: SMEs

Pricing: Not available

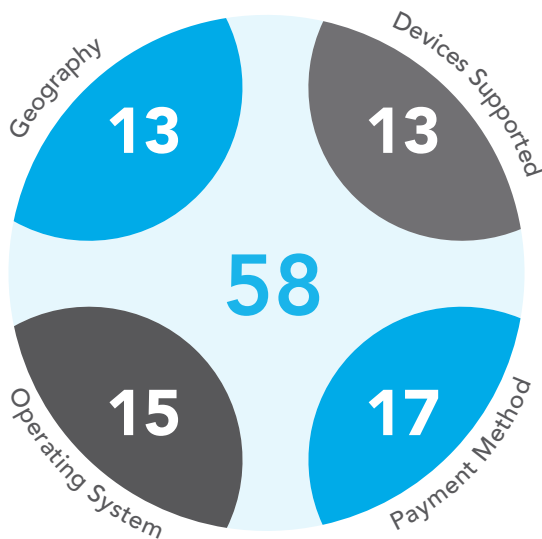
NetSecure Technologies provides mobile payment processing designed to protect customer identities. The company offers the SmartSwipe — which provides end-to-end encryption using Dynamic SSL technology — and also provides mobile payment hardware and software to SMBs under the Kudos Payments moniker.

CORE



Company: New Pos Technology Limited
Launch Date: 2007

Customers/Volume: Not available
Customer Focus: Not available
Pricing: Not available

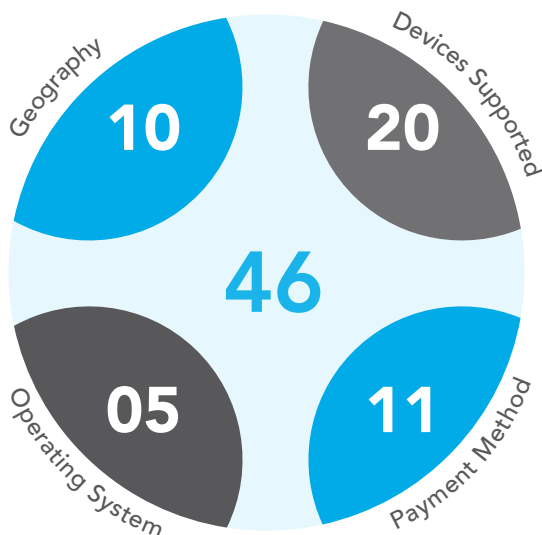


New Pos Technology Limited focuses on EFT-POS terminal R&D, sales and providing related technical support and after-sale service.



Company: Nobly
Launch Date: 2013

Customers/Volume: 6,500 customers using Nobly POS
Customer Focus: Any retail shop, quick service location, bar or coffee stand
Pricing: \$29 per month per register



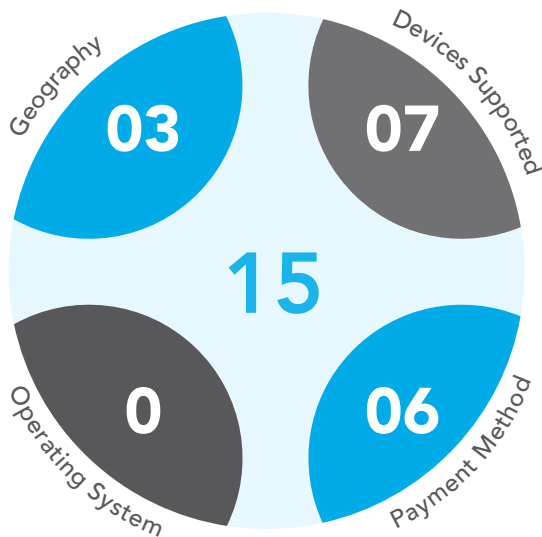
Nobly POS has created a next generation iPad-based, easy to use POS system by allowing customers to set up their shops without expensive onboarding and support contracts. Nobly's integrated payment solution connects to EMV/ PDQ terminals, swipe card readers, Apple Pay readers and other mobile payment solutions in over 25 countries. It allows merchants to seamlessly accept both cards and alternative card payments.

CORE



Company: Nomanini
Launch Date: Not available

Customers/Volume: Not available
Customer Focus: Informal retail sector
Pricing: Not available



Cape Town's Nomanini is an mPOS and cloud-based payments platform provider that enables transactions in the cash-based informal retail sector.



Company: Omise Co.
Launch Date: 2013

Customers/Volume: Not available
Customer Focus: online stores
Pricing: 3.65% per transaction



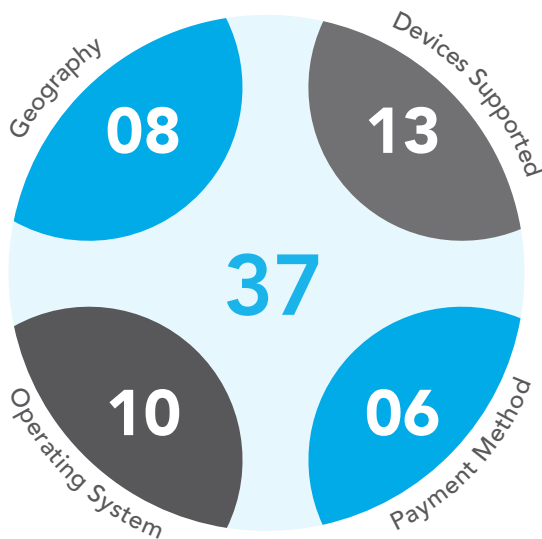
Omise develops and provides an online payment system for customers in Asia. It offers a platform to assist in receiving payments via credit and debit card, and bill payment for banks and individuals with minimal online user identification.

CORE



Company: PagCom

Launch Date: Not available



Customers/Volume: Not available

Customer Focus: Not available

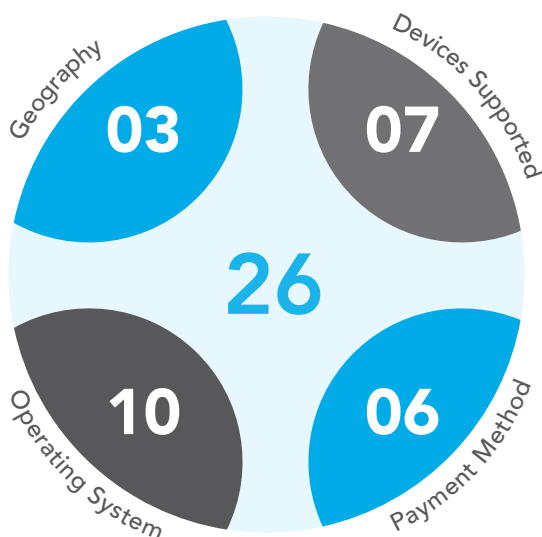
Pricing: Not available

PagCom is a mobile payment company operating in a new booming market. PagCom allows anyone to accept credit card payments via smartphones or tablets using iOS or Android systems. The system works through an application together with a card reader attached to the unit.



Company: PagPop

Launch Date: 2007



Customers/Volume: 130,000

Customer Focus: dentists, taxi drivers, hairdressers, manicures, cosmetics dealers and clothing

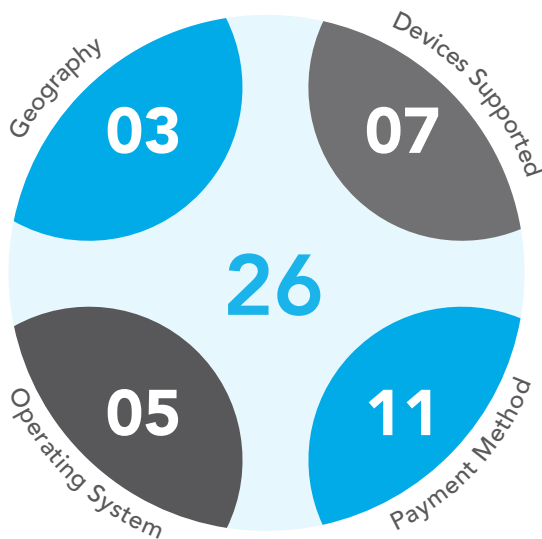
Pricing: 3.88% per swipe + 2.68% per plot

PagPop is a payment processing firm offering solutions enabling self-employed individuals to accept all major credit cards — anytime and anywhere. The solutions are intended to work from landline phones or web browsers.

CORE



Company: PagSeguro
Launch Date: May 2012



Customers/Volume: Not available

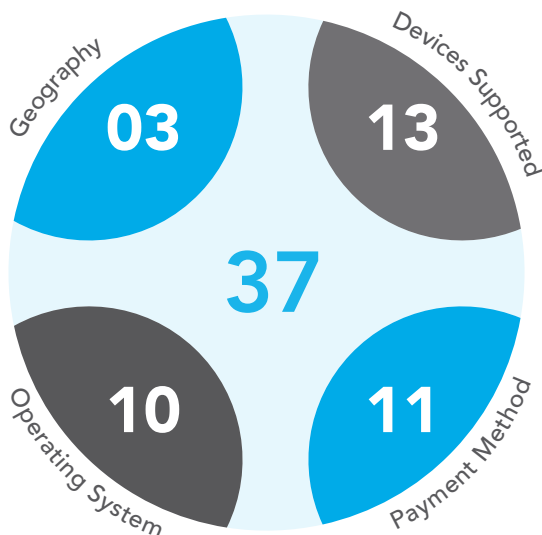
Customer Focus: Consumer internet companies, gaming companies, retailers and nancial intuitions

Pricing: Not available

PagSeguro is a leading Brazilian online commerce and payments provider with more than 23 million buyers on the web and over 300,000 merchants. PagSeguro enables transactions with a card reader that plugs into a mobile phone or tablet's audio jack. There are no monthly charges or subscription costs for the merchant.



Company: Payatrade
Launch Date: March 2010



Customers/Volume: Not available

Customer Focus: Small businesses

Pricing: 2.30 - 2.90% per transaction

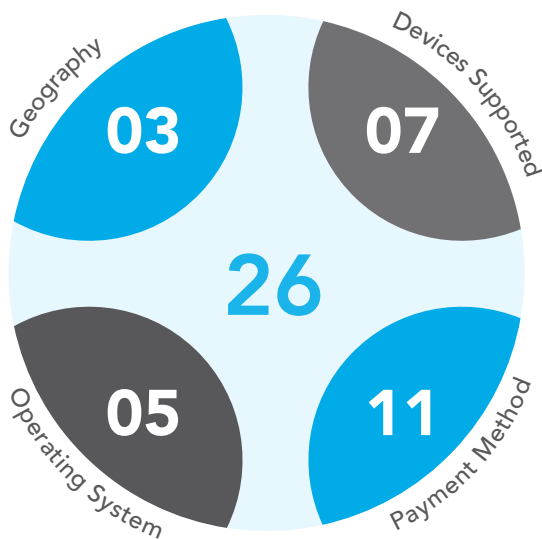
Payatrade offers all-inclusive card processing solutions designed for the micro and small business market. It enables companies to easily accept card payments and offers multichannel payment functionality.

CORE



Company: Paymax

Launch Date: March 2014



Customers/Volume: 100+

Customer Focus: Taxis & restaurants

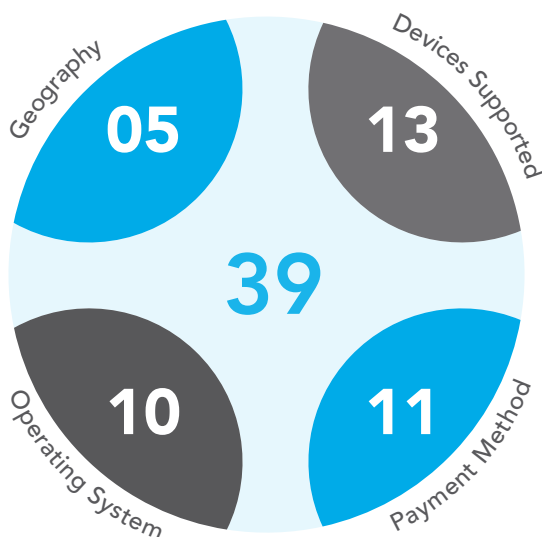
Pricing: 339 PLN net - purchase of PIN-Pad Paymax, no more than 2.75% + 19 gr - trx commission

Polish mPOS provider Paymax is dedicated to small and medium sized enterprises and merchants. This new solution may be used with a smartphone or tablet via an Android tablet. The reader is EMV and PCI compliant and has earned approval and reached standards set by Visa and Mastercard.



Company: Payswiff

Launch Date: December 2013



Customers/Volume: Not available

Customer Focus: All merchants

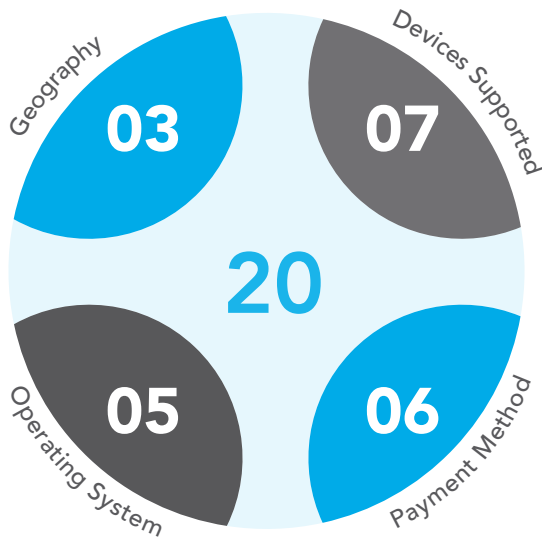
Pricing: Not available

Payswiff is fully compliant with PCI PTS and EMV Level 1 & 2 certifications and can accept both chip and PIN and magstripe transactions. The multi-function factor allows merchants to track the reader and the transactions, which are instantly transferred to the participating bank. The card reader connects to all platforms of smartphones, tablets and feature phones via Bluetooth and Wi-Fi. Paynear plans to increase digital payment acceptance in India.

CORE



Company: PayPocket
Launch Date: January 2013



Customers/Volume: Not available

Customer Focus: SMBs

Pricing: 2.50% + \$0.20 per transaction and \$6.95 monthly fee

PayPocket is an mPOS solution launched by Paytech, a cloud-based card processor founded in 2004. The solution can support Visa, Mastercard and Discover transactions, and provides full online reporting. There is no charge for the reader but there is a monthly charge and per transaction charge. PayPocket supports Apple and Android operating systems.



Company: Payroc
Launch Date: 2003



Customers/Volume: Not available

Customer Focus: Micro, small and medium-sized businesses

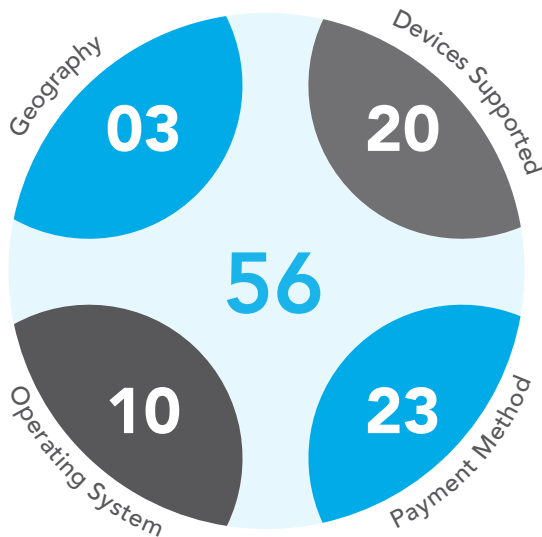
Pricing: Not available

Payroc offers payment solutions for merchants, operating an integrated and proprietary eCommerce gateway and mobile mPOS platform. It also serves as a payment facilitator, integrating its core products and technologies to serve vertical specialty markets for micromerchants and SMBs.

CORE



Company: PayToo
Launch Date: May 2013



Customers/Volume: Not available

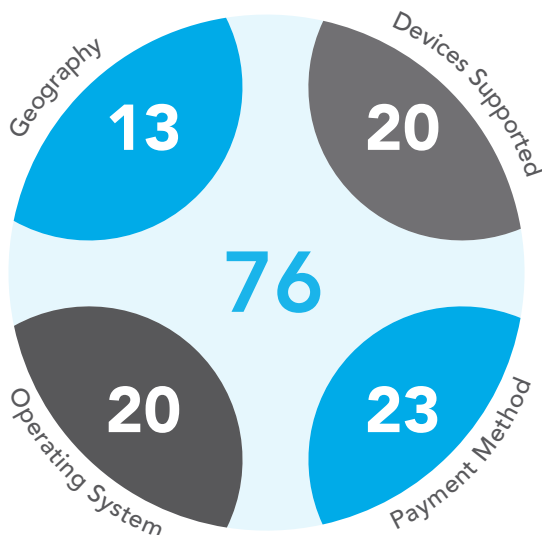
Customer Focus: All sized businesses

Pricing: Credit: 2.69% + \$0.29/swipe, Debit 1% + \$0.29/swipe

Mobile wallet platform PayToo entered an agreement with mobile payment provider Mobilepaid and Anywhere Commerce to create an mPOS solution. With this reader, merchants can accept payments with mag swipe, EMV chip or NFC, in addition to direct payments from the PayToo mobile wallet.



Company: PAX
Launch Date: 2011



Customers/Volume: Not available

Customer Focus: Not available

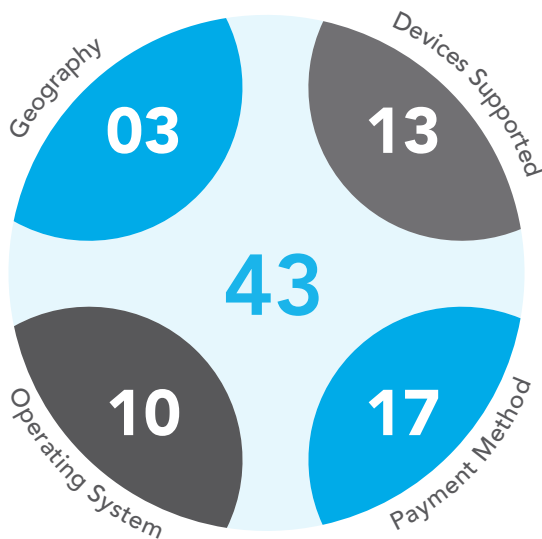
Pricing: Not available

PAX is a manufacturer of POS and mPOS terminals. Its headquarters are in China, with sales offices in the U.S., U.K., Hong Kong and Brazil.

CORE



Company: The Pebble
Launch Date: April 2014

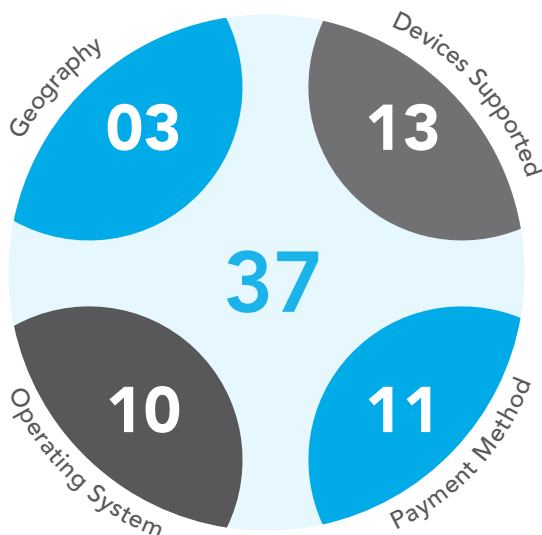


Customers/Volume: Not available
Customer Focus: SMBs
Pricing: Not available

The Pebble is a small card-reader device that plugs into a 3.5mm audio input on any mobile smartphone or tablet and includes a mobile app. This device enables secure payment acceptance as a PIN-entry device for both chip and mag swipe cards. The company announced plans for the payment blade, an all-in-one mPOS solution that includes a smartphone.



Company: Plug n Pay
Launch Date: October 2013



Customers/Volume: Not available
Customer Focus: All merchants
Pricing: RM250

Plug n Pay by CIMB Bank is Malaysia's first chip-based mPOS payment solution that offers businesses of any size an affordable yet secure way to manage electronic payments via smartphones and tablets. Plug n Pay is able to accept worldwide chip or signature-based credit & debit cards under Mastercard or Visa.

CORE



Company: PrivatBank

Launch Date: July 2013



Customers/Volume: Not available

Customer Focus: Small Retailers

Pricing: Not available

Ukrainian financial institution PrivatBank has launched an mPOS solution for small businesses that uses the smartphone camera to take a picture of a customer's credit or debit card. PrivatBank is regarded as a financial services innovator, using technology to improve the customer experience.



Company: ProPay

Launch Date: 1997



Customers/Volume: Not available

Customer Focus: Large and small business

Pricing: 2.4% - 3.55% per transaction

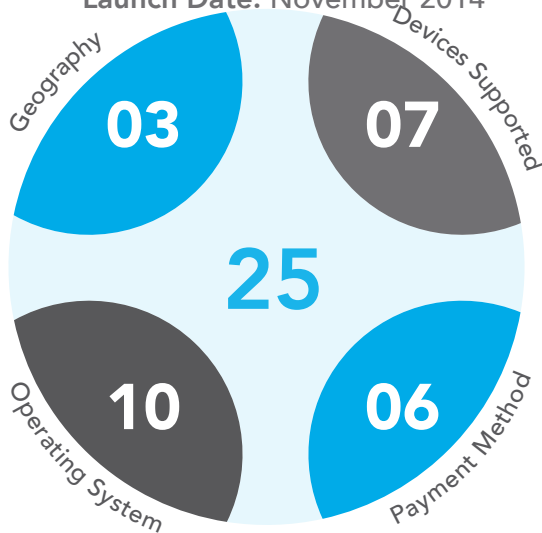
ProPay provides processing software that enables entrepreneurs and small businesses to accept credit card payments online, on-the-go and in-person. The company's ProPay JAK Mobile Card Reader is compatible with most smartphones and tablets, and the ProPay FLASH device connects to a desktop or laptop computer and encrypts sensitive data.

CORE



Company: Qiandaibao Payment Technology Ltd.

Launch Date: November 2014



Customers/Volume: Not available

Customer Focus: Merchants in lower-tier cities in China

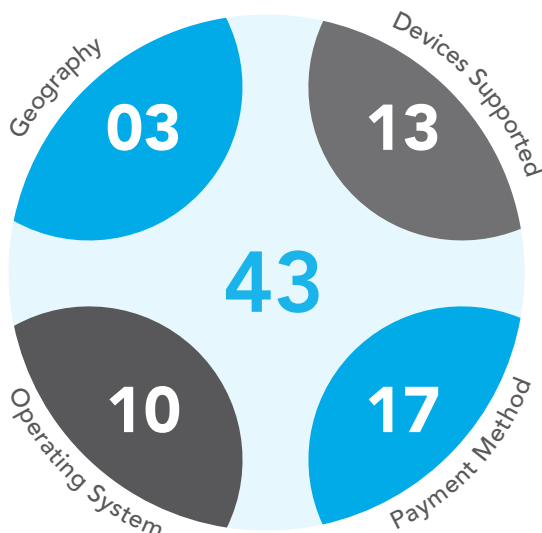
Pricing: Not available

Beijing Qiandaibao Payment Technology Ltd. develops, designs, and manufactures mobile point of sale payment technology products. The company provides a smartphone plugin that takes payments from magstripe cards. It also offers SIM-sticking card, SD card, smart-key, mobile-connecting card reader, card-swiping mobile phone.



Company: Rakuten

Launch Date: December 2012



Customers/Volume: Not available

Customer Focus: Small businesses and the self-employed

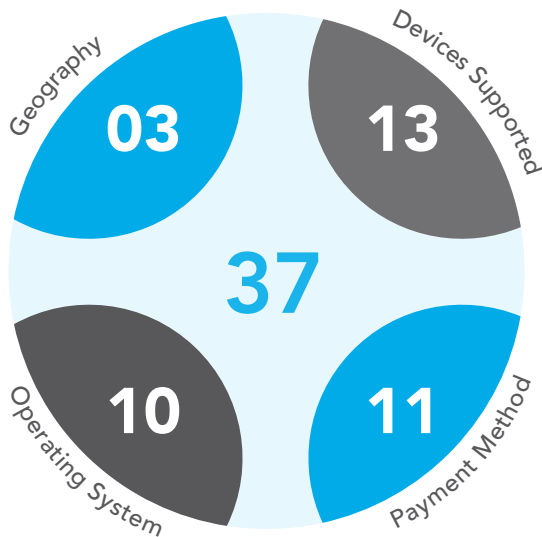
Pricing: Not Available

Rakuten enables users in Japan to conduct credit card transactions on their smartphones or tablets using a dedicated card reader. It can be used by a wide range of business sectors, especially small businesses and the self-employed, who have been dissuaded from introducing credit authorization terminals due to high initial cost and lengthy settlement cycles.

CORE



Company: RedFin
Launch Date: 2012



Customers/Volume: Not Available

Customer Focus: Mobile Merchants, Hospitality, Wireless, Retail, Transportation and Enterprise business

Pricing: Not Available

RedFin POS provides turnkey POS solutions comprising hardware, software and mobile solutions. Its payments card industry (PCI)-certified, market-ready POS solutions are aimed at mobile merchants, hospitality, wireless, retail, transportation and enterprise businesses.



Company: Russian Standard Bank
Launch Date: 2013



Customers/Volume: Not available

Customer Focus: Insurance agents, itinerant trade and delivery

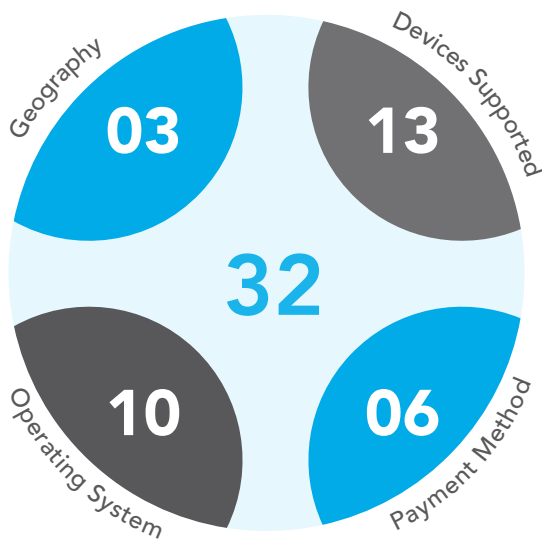
Pricing: Not available

Russian Standard Bank has launched a "Mobile Terminal" project. Developed for small and medium-size enterprises, the technology solution allows using a mobile device (smartphone, tablet) as a terminal for accepting bank card payments. Russian Standard Bank is one of the first banks to have such project implemented in Russia. The service is available to Visa and Mastercard cardholders.

CORE

Sacombank

Company: Sacombank
Launch Date: June 2014

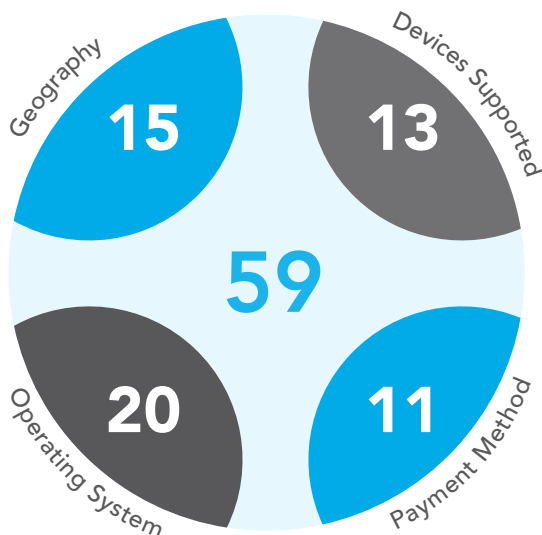


Customers/Volume: 300+ merchants
Customer Focus: Merchants at Ben Thanh Market
Pricing: Not available

Mastercard and Sacombank entered a strategic partnership to equip small merchants at the Ben Thanh market in Vietnam with mPOS terminals. This iconic marketplace has been in business over 100 years and this partnership enabled for this is the first time customers to accept card payments. Over 300 terminals have been deployed at the market in an attempt increase acceptance and further development of electronic payments.



Company: Sinogem
Launch Date: 2009



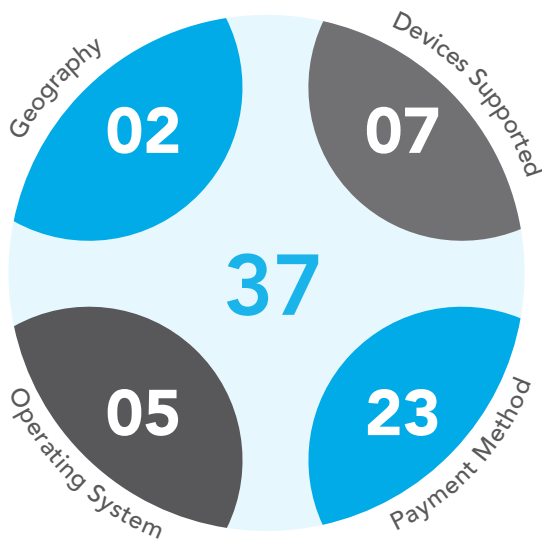
Customers/Volume: Not available
Customer Focus: Payment companies, governments, banks and telcos
Pricing: Not available

Sinogem is a technology company that specializes in mobile solutions for the financial service industry. Sinogem is an innovator, pioneer, and an investor in secure mobile financial technology. Sinogem offers a variety of payment, transaction, remittance and E-ID hardware for third-party payment companies, governments, banks and telco customers in the form of combined mobile wallet, e-money, mobile POS, E-Security and m-commerce, seamlessly.

CORE



Company: SMK-Logomotion
Launch Date: September 2012



Customers/Volume: Not available

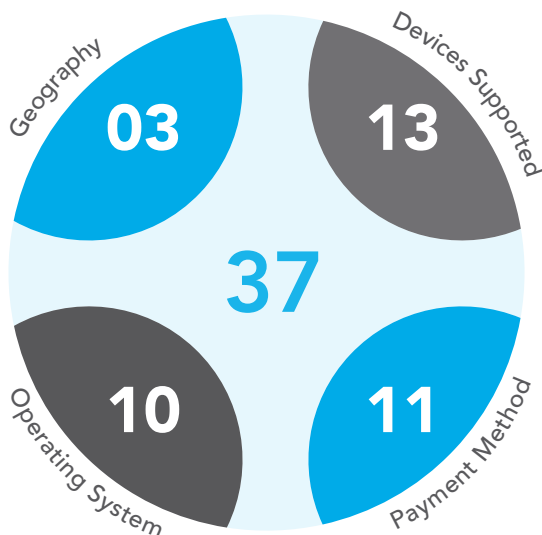
Customer Focus: Banks

Pricing: LGM Card has a price similar to standard normal memory cards with comparable memory capacity

SMK-Logomotion is the global provider of the LGM mobile payment solution, which allows banks to fully control relations with their customers, preserve their current payment processes and be independent from nontraditional payment providers and mobile operators. The LGM Card is a payment card, which enables contactless payments over the phone. It can also be used the same way as a memory card is used for storing files. A bank will issue a LGM Card just as they do with common payment cards. Any LGM Card can pay on a LGM Mini POS. The payment is realized as an online EMV transaction on the Virtual Terminal Chip of the customer's LGM Card. Completed transactions are stored in a secure element (SE) on an ID-1 plastic card (a LGM Merchant Card) inserted into the LGM Mini POS. Alternatively, a small merchant with an NFC phone can turn his phone into a LGM Mini POS by installing an application in his phone and using a microSD card form factor LGM Merchant Card.



Company: Sr. Pago
Launch Date: June 2014



Customers/Volume: Not available

Customer Focus: Unbanked customers, micro merchants, independent professionals

Pricing: \$50 + transaction fees

The Sr. Pago card system combines a smartphone chip credit card reader with a debit card that can be reloaded with payments accepted through the card reader. The Sr. Pago Card System is offered to individuals and small businesses in Mexico that may have been underserved by existing banking services.

CORE



Company: SoftPay Mobile

Launch Date: Not available



Customers/Volume: Not available

Customer Focus: Merchants, individuals

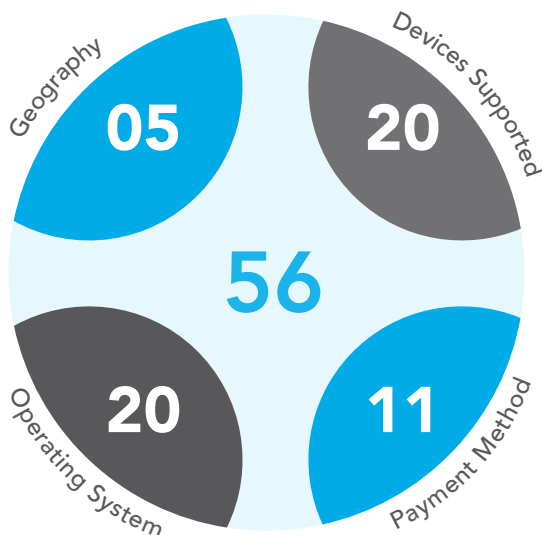
Pricing: 0.8% - 2.5%

SoftPay Mobile International is an mPOS solution and payment facilitator company in Southeast Asia. SoftPay's mPOS solution enables businesses and individuals to accept credit cards (Visa, Mastercard, JCB, Amex, China UnionPay), debit cards, bank cards, loyalty cards and all other kinds of card payments anywhere and at any time. Its mPOS solution is highly secure and has achieved numerous certifications to give merchants and customers peace of mind when processing payments.



Company: Soft Space

Launch Date: March 2012



Customers/Volume: Not available

Customer Focus: Banks

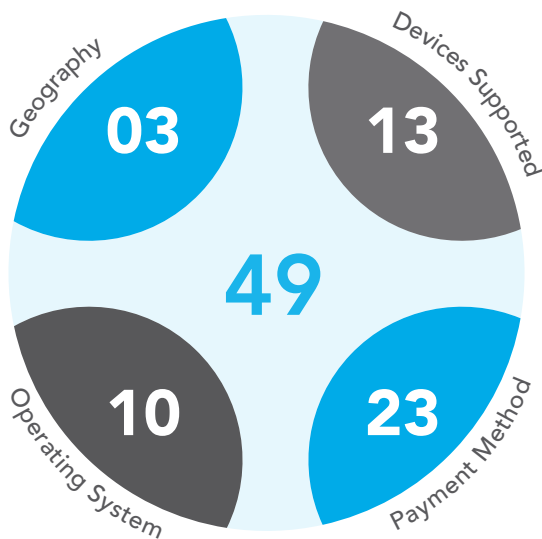
Pricing: Not available

The Soft Space solution is certified by EMV (Europay, Mastercard & Visa) and is known as the first company in Asia to obtain EMV Level 2 certification for mPOS. The technology is also listed as one of Mastercard's preferred mPOS solution providers and is certified by the Visa Ready Program.

CORE



Company: SPECTRA Technologies
Launch Date: July 2016

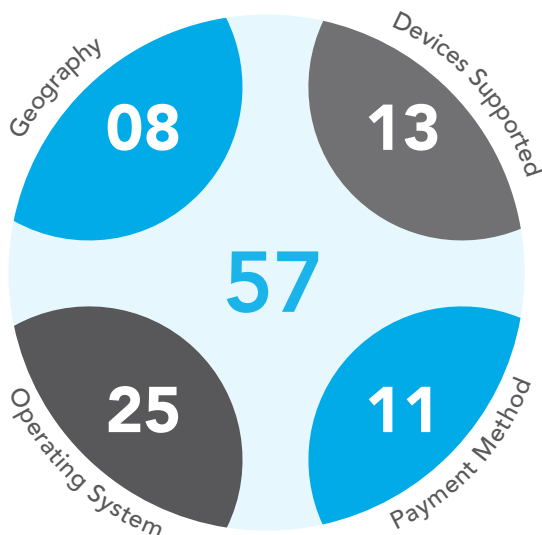


Customers/Volume: Not available
Customer Focus: Not available
Pricing: Not available

SPECTRA Technologies, a leading payment devices provider in Asia, launched their pocket-sized and compact mPOS product SP530. SP530 accepts all payment methods including EMV chip & PIN, magstripe and NFC/contactless. SP530 is suitable to use in a variety of business environment with affordable cost. Connection is simple and easy with flexible platform supports iOS/Android connectivity via Bluetooth or USB cable to pair existing smartphone, tablets or PDA.



Company: Spire
Launch Date: March 2013



Customers/Volume: Not available
Customer Focus: Financial, retail, hospitality, transportation
Pricing: Not available

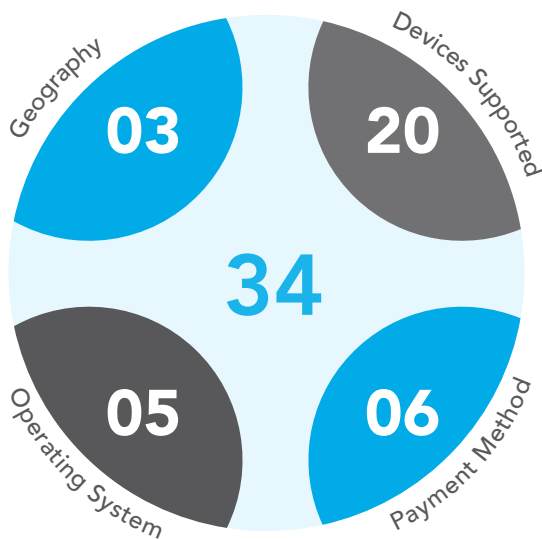
PosMate Smart from Spire is a chip-and-PIN mPOS terminal that allows merchants to accept card payments securely in a mobile environment by connecting to any smartphone or tablet via Bluetooth. PosMate Smart is certified to EMV level 1 and 2 and is compliant to PCI PTS 2.0 SRED.

CORE



Company: Springboard Retail

Launch Date: 2013

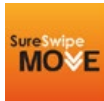


Customers/Volume: Not available

Customer Focus: omni-channel brands and retailers

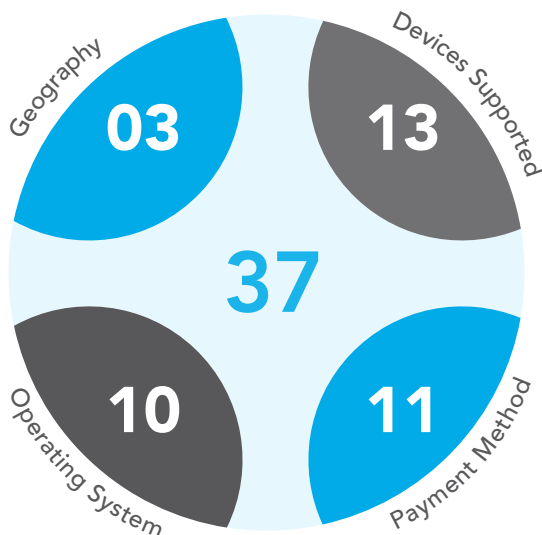
Pricing: From \$69 / mo to \$139 / mo

Springboard Retail offers a cloud point of sale (POS) and retail management platform designed for inventory balancing across stores and online, custom reporting and application program interfaces (APIs), and portability across platforms and devices.



Company: SureSwipe

Launch Date: July 2014



Customers/Volume: Not available

Customer Focus: SMBs and merchants looking for a safe way to accept payments

Pricing: Not available

SureSwipe Move from SureSwipe, a payment services provider, was launched in South Africa. The company claims to be the first solution in South Africa to achieve point-to-point encryption (P2PE) certification from the PCI Security Standards Council. SureSwipe Move is powered by Handpoint and can process card payments via phone and tablet.

CORE



Company: Todo Pago
Launch Date: 2016



Customers/Volume: Not available

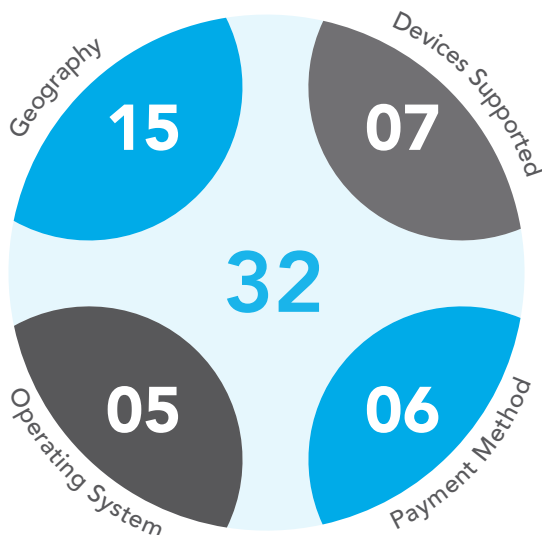
Customer Focus: Independent professionals, deliveries, trade shows, taxis, small shops, among others

Pricing: 3.99% per transaction

Todo Pago's mPOS solution features a single account that allows merchants to pay bills and get paid by customers. The platform allows customers to conduct transactions via credit and debit cards and pay in installments or by a commercial bank-backed transaction.



Company: Tortuga Mobile
Launch Date: 2012



Customers/Volume: Not available

Customer Focus: Banks, retail groups, mobile carriers

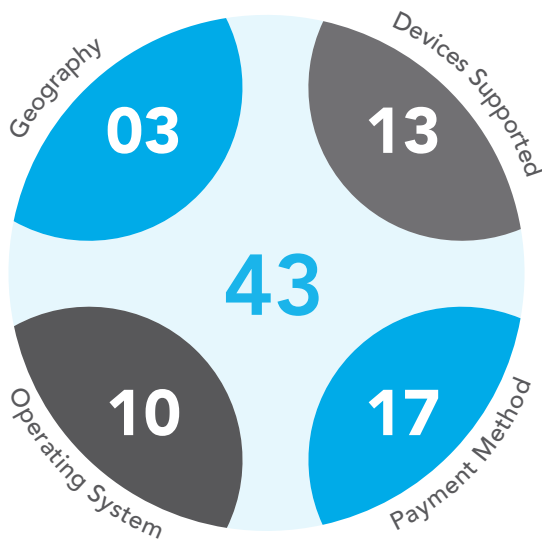
Pricing: Not available

Tortuga is a new generation of mobile payments company, designed to provide co-branded payment solutions to banks, retail groups and mobile carriers. The solution is designed to offer a full intermediation platform, serving a range of value-added products and services to the consumer or SME. Tortuga Mobile is a subsidiary of Xgemia Innovation, a payments industry incubator.

CORE



Company: Touch Dynamic
Launch Date: 2001



Customers/Volume: Not available
Customer Focus: Retail, Restaurant
Pricing: Not available

Touch Dynamic is a mobile point-of-sale (mPOS) software and hardware provider. The company produces All-in-One touch terminals, small form factor PCs, mPOS tablets and touch screen monitors for several industries. Its solutions include various standards and optional features — including Europay, Mastercard and Visa (EMV), magnetic strip reading/writing (MSR), near field communication (NFC), wireless, Bluetooth, 5MP cameras, fingerprint readers, 3G SIM cards and microSD slots.



Company: Unique Secure
Launch Date: 2002



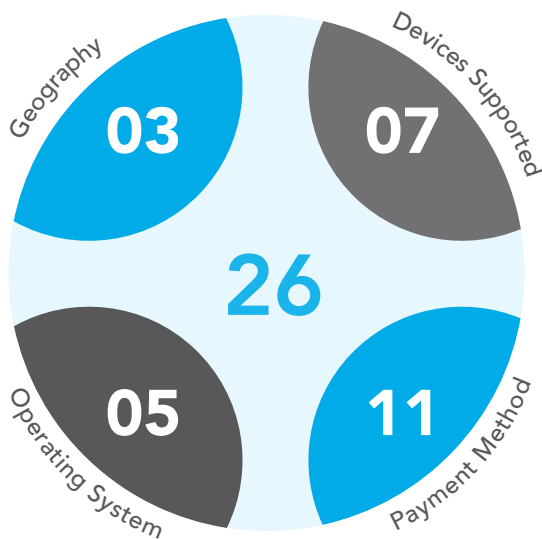
Customers/Volume: Not available
Customer Focus: Retail, hospitality and private transportation
Pricing: Not available

Unique Secure (US) provides solutions for payment device and POS hardware. The company offers a tablet- or smartphone-based POS system with features designed specifically for the retail, hospitality and private transportation sectors.

CORE



Company: United Bank for Africa
Launch Date: January 2015



Customers/Volume: Not available

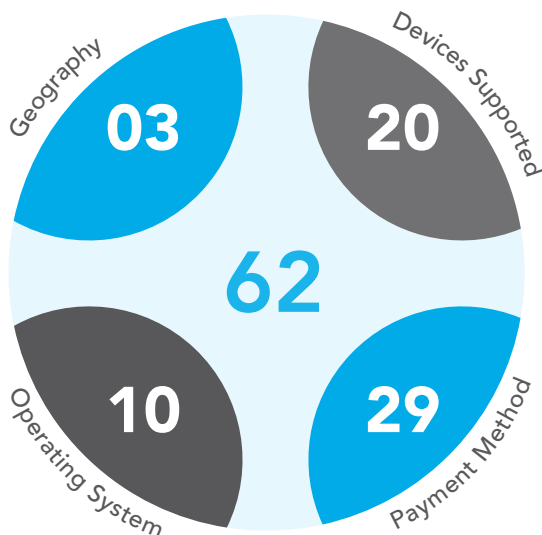
Customer Focus: Retail stores and cash collecting outlets

Pricing: Not available

The United Bank for Africa (UBA) launched mPOS terminals to support customers' e-banking transactions. The mPOS terminal enables stores and cash collecting outlets to operate just like traditional POS terminals. UBA terminals also can support bill payments, including airtime top-up, utility bill payment and cable TV subscriptions.



Company: VeritasPay Philippines Inc.
Launch Date: 2016



Customers/Volume: Not available

Customer Focus: Retailers and merchants

Pricing: Not available

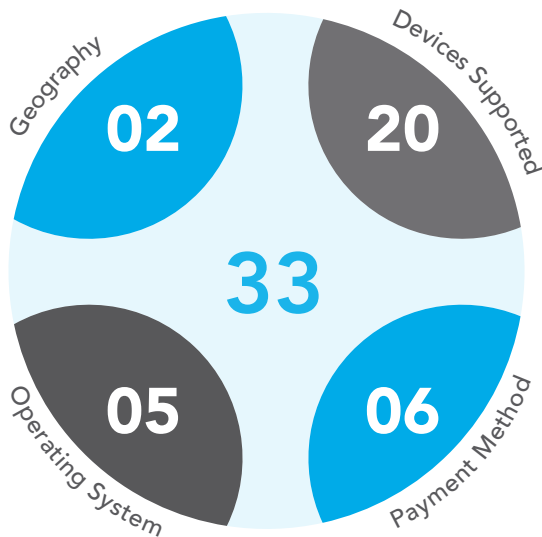
VeritasPay Philippines offers industry-specific and custom middleware Payment Card Industry (PCI)- and EMV-compliant payment solutions. Its offerings aim to simplify acquirer, payment facilitator and enterprise businesses' payment processes through single integrations for card-present, eCommerce and FinTech value-added services.

CORE



Company: Vivo

Launch Date: December 2013



Customers/Volume: Not available

Customer Focus: All merchants

Pricing: Activation cost BRL 129.90

Vivo, the Brazilian mobile telecoms subsidiary of Spain's Telefónica, started selling the Vivo Mobile Rede mPOS in stores in São Paulo and Rio de Janeiro. Vivo is selling its mobile card reader technology, which enables smartphones and tablets to accept payments. Vivo is releasing this device as a result of the partnership with Brazilian card acquirer Rede to provide card acceptance capabilities to Brazilian merchants.



Company: Vwalaa! Mobile Pay

Launch Date: September 2013



Customers/Volume: Not available

Customer Focus: SMBs

Pricing: 2.95%/transaction

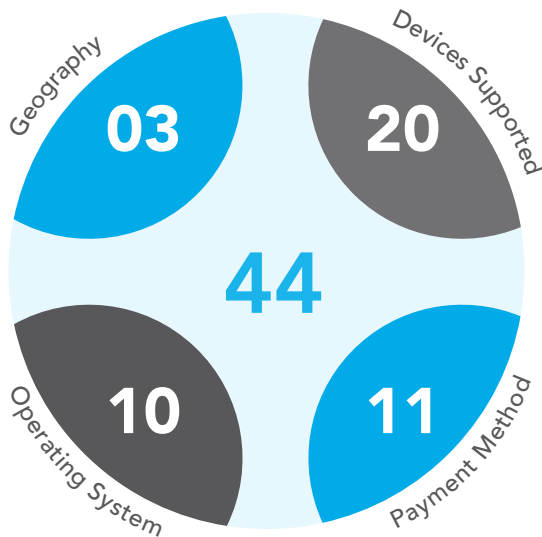
Powered by ROAM Data, Vwalaa! Mobile Pay was released by Cynergy Data. The reader accepts card and cash payments and can process voids, refunds and offline transactions as needed. The reader is offered as part of the Vwalaa! Mobile Pay solution. The application employs 3DES end-to-end encryption of cardholder data and follows all PCI-DSS guidelines.

CORE

WorldPayZinc

Company: WorldPay

Launch Date: June 2013



Customers/Volume: Not available (Trial was 3,000 SB in U.K.)

Customer Focus: Small businesses

Pricing: Between 1.95% - 2.75% /Transaction

WorldPay, the U.K.'s biggest merchant acquirer and payment processor by volume, launched its Zinc mPOS device with chip-and-PIN capability on Apple iOS and Google Android-powered tablets or smartphones.



Company: Ya ganaste

Launch Date: 2015



Customers/Volume: Not available

Customer Focus: Not available

Pricing: \$2.95 per transaction

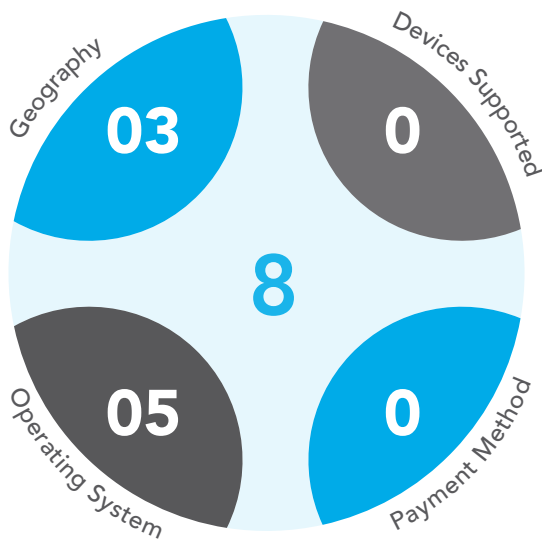
Ya Ganaste, part of Banco PagaTodo of México, offers a card reader that enables payment acceptance by cellphone. No bank account is required and funds can be delivered next-day to a Mastercard debit card.

CORE



Company: Yes Bank

Launch Date: December 2012



Customers/Volume: Not available

Customer Focus: SMBs and merchants collecting at home payments

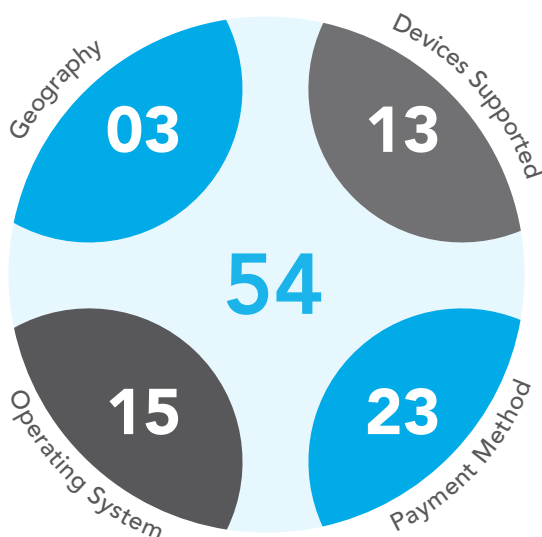
Pricing: Not available

Yes Bank is based In India, where it is targeted to merchants that require home delivery services for payment collection. The bank's solution is specifically geared toward high-end corporates, insurance agents, restaurant chains and eCommerce platforms, among others, and offers cash delivery. To collect payments, a merchant must have a GPRS enabled mobile phone. YES Bank has partnered with insurance agents and targets retailers in the internet space as well as food retailers.



Company: Zoop

Launch Date: December 2013



Customers/Volume: Not available

Customer Focus: Not available

Pricing: 3.99% - 4.99% per transaction

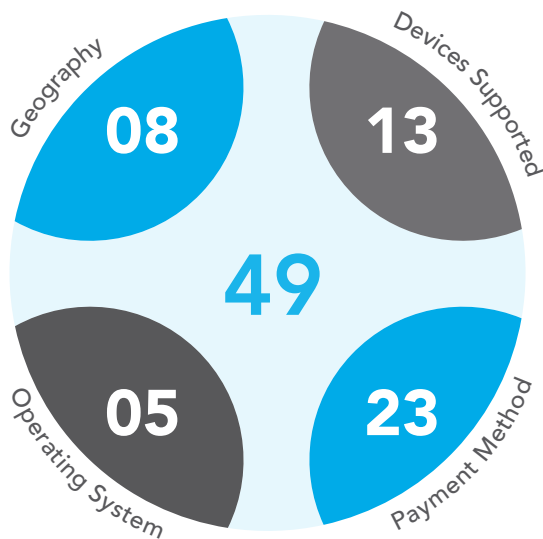
Zoop enables online and offline marketplaces to incorporate card-present (face-to-face) and card-not-present (electronic and mobile commerce) payment acceptance for both web and mobile platforms. Developers can build apps to accept secure payments and offer digital payments to buyers and sellers.

CORE + FRONT OFFICE



Company: ArmorActive

Launch Date: 2011



Customers/Volume: Not available

Customer Focus: Retail, Restaurant, Healthcare, Corporate

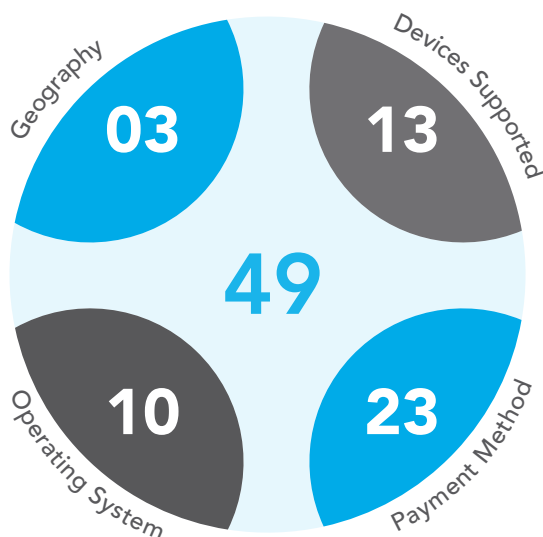
Pricing: Not available

ArmorActive is a division of Mobile Technologies Inc. (MTI) specializing in multi-purpose enclosures and integrated solutions. The company's products are designed to allow tablet deployments for business, including equipment to boost the security, accessibility, mobility and engagement level of tablets for business applications.



Company: ConCardis

Launch Date: July 2014



Customers/Volume: 110,000 customers at 210,000 store locations

Customer Focus: Small and independent merchants/SME

Pricing: 99€ (including VAT) one-off expense for the card reader, 0.95% per transaction for debit cards and 2.60% per transaction for credit cards

ConCardis OptiPay is an mPOS solution for businesses of all kinds. The solution includes a chip-and-PIN enabled card reader with integrated NFC function that is connected to the merchant's smartphone via Bluetooth. In combination with the free app, the merchant can accept chip-based and contactless card payments. A printer for sales receipts is also available for the system. Users can log in to their personal account and analyze their card payments.

CORE + FRONT OFFICE



Company: Dayky Systems
Launch Date: 2009

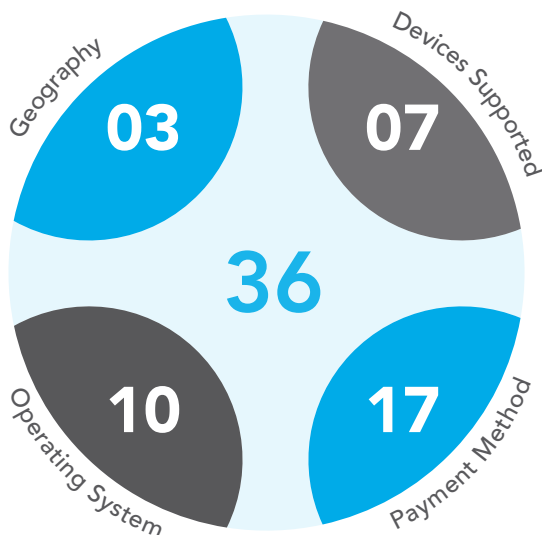


Customers/Volume: Not available
Customer Focus: Not available
Pricing: Not available

Daily Systems offers mobile POS solutions including iAPS software modules that enable employees and enterprises to create transactions, track inventory and deliveries. It is also intended to allow clients to manage shipping and delivery routes and fleets and features a magnetic card reader, barcode scanner, thermal printer and smart card reader.



Company: DHFE
Launch Date: Not available



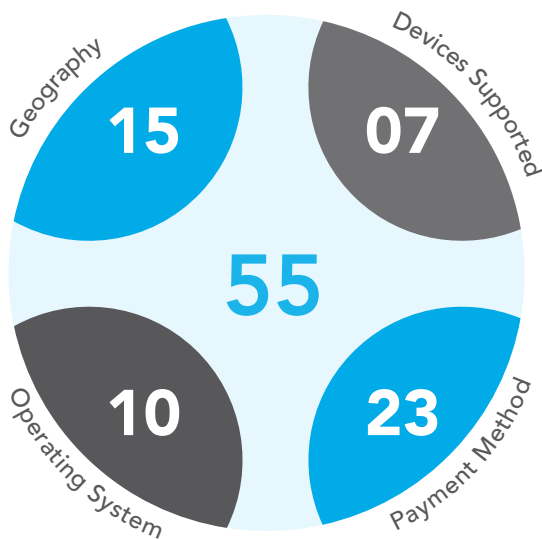
Customers/Volume: Not available
Customer Focus: Shoppers
Pricing: Not available

DHFE rents and sells cash registers, electronic weighing scales and touchscreen electronic point-of-sale (ePOS) equipment in London.

CORE + FRONT OFFICE



Company: Elo
Launch Date: 1971



Customers/Volume: 20+ million installations
Customer Focus: Retail, hospitality, medical and entertainment venues
Pricing: Not available

Elo is a global supplier of touchscreen computing solutions. Its mPOS system flips between POS and self-order kiosk. The mPOS system is based on Elo's I-Series POS computer, available on Android or Windows commercial tablets. It integrates a standard 3-inch self-cutting printer, 2-D barcode scanner and EMV cradle for a built-in look using commercially available peripherals from leading brands.



Company: Flint Mobile
Launch Date: may 2012



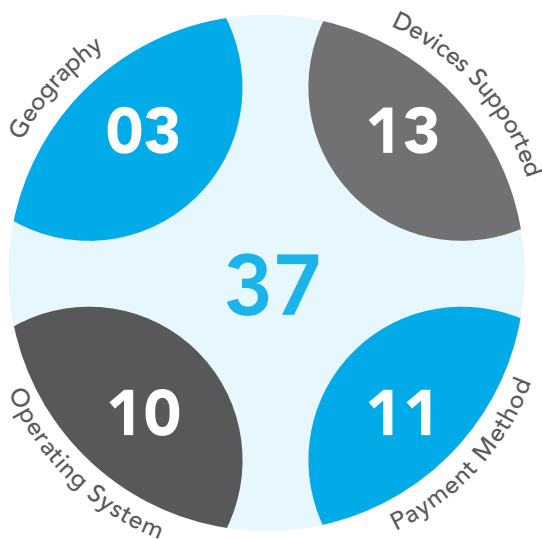
Customers/Volume: Not available
Customer Focus: SMB, restaurants in particular
Pricing: Not available

Flint Mobile offers merchants and small businesses the ability to turn their mobile devices into credit card terminals, using their smartphone's camera to capture card information. The app reads the card, recognizes the card number, expiration date and more.

CORE + FRONT OFFICE

innowi

Company: Innowi
Launch Date: 2014



Customers/Volume: Not available

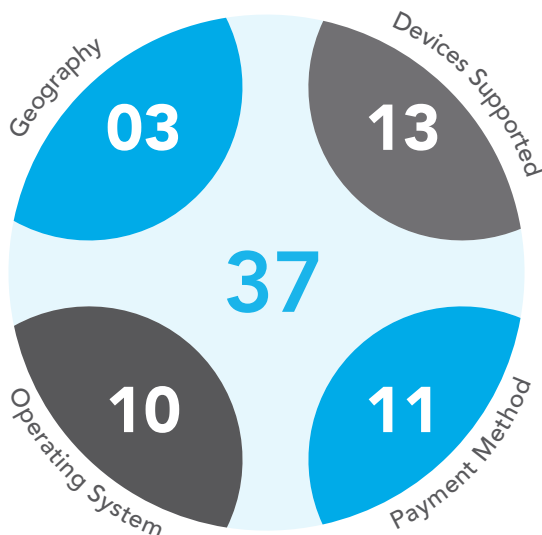
Customer Focus: Retailers, restaurants, airlines, arenas, stadiums

Pricing: Not available

Innowi is a payment processing technology provider. The company recently launched ChecOut M, a handheld mobile point-of-sale (mPOS) device and software suite that includes solutions for retail stores, restaurants and other hospitality businesses. The company's solutions offer pay anywhere features and Europay, Mastercard and Visa (EMV)-compliant security.



Company: Milli Kart's
Launch Date: September 2014



Customers/Volume: Not available

Customer Focus: Small merchants

Pricing: Not available

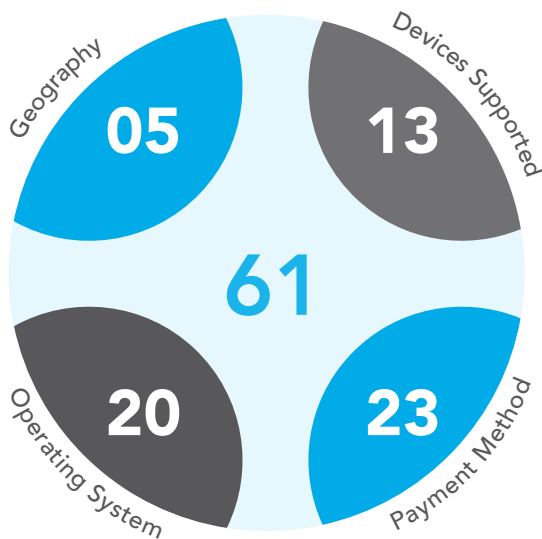
Milli Kart's mPOS product, M+, was launched in Azerbaijan and the Trans Caucasus region. The product was launched in collaboration with goSwift. Many businesses in Azerbaijan only accept cash, and this solution enables banks to offer their merchants a low cost way to accept more efficient and secure payments. M+ uses chip-and-PIN card reader technology and will improve the consumer experience by offering tools to reward customer loyalty.

CORE + FRONT OFFICE



Company: Mobi724

Launch Date: 2008



Customers/Volume: Not available

Customer Focus: Not available

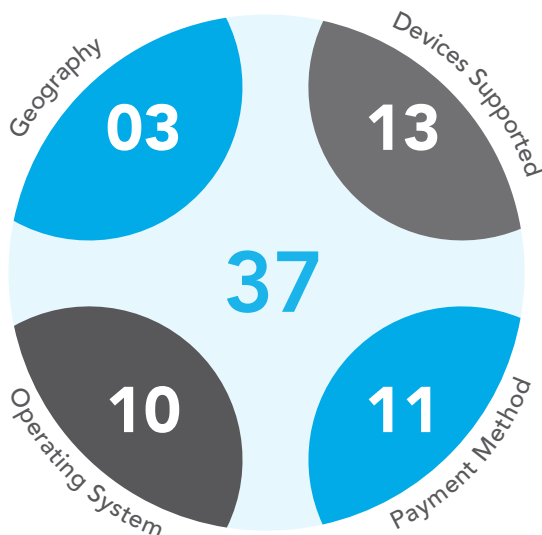
Pricing: Not available

Mobi724 offers mobile debit and credit acceptance solutions across any mobile device and any processor networks. Its PCI and EMV cloud-based switch, with device agnostic connectivity, simplifies deployment and integration, and introduces new payment and couponing solutions to the market.



Company: MobiSwipe

Launch Date: 2011



Customers/Volume: Not available

Customer Focus: Banks, financial institutions and other business houses

Pricing: Not available

MobiSwipe Technologies Private Limited, a subsidiary of the OMA Emirates Group, provides integrated mobile payment solutions enabling merchants to accept credit and debit card payments through Android smartphones or tablets loaded with the MobiSwipe application. The company's MobiSwipe MPOS and MPAY solution is integrated with a merchant's existing point-of-sale (POS) back-end database to allow instant updates and activation of the service for each transaction. It also enables users to connect with a bank's server to authenticate and authorize each transaction.

CORE + FRONT OFFICE



Company: PayStand

Launch Date: September 2014



Customers/Volume: Not available

Customer Focus: Small merchants

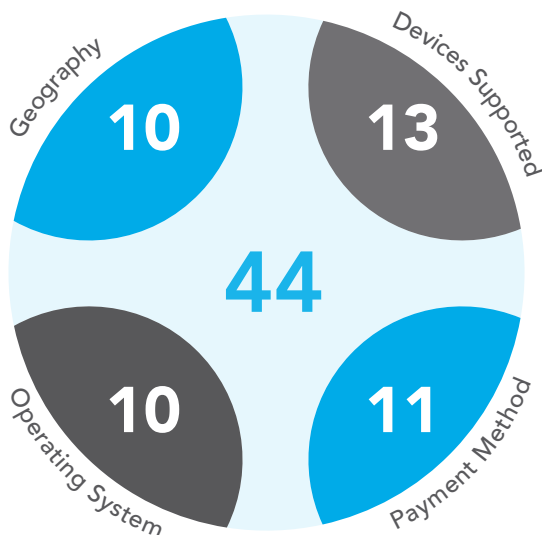
Pricing: Not available

PayStand, a next-generation payment platform, released its mobile app in the Apple App Store, making it the first all-in-one mPOS (mobile point of sale) solution in the U.S. to enable credit card, check and bitcoin payments. Merchants on the PayStand platform can accept payments on their iPhones at brick-and-mortar locations and out in the field. The PayStand mobile app is being offered as an extension of its innovative Payments-as-a-Service platform to provide flexible online checkout and payments for a flat monthly subscription instead of a complex fee structure.



Company: Posiflex

Launch Date: 1984



Customers/Volume: Not available

Customer Focus: Retail and Hospitality

Pricing: Not available

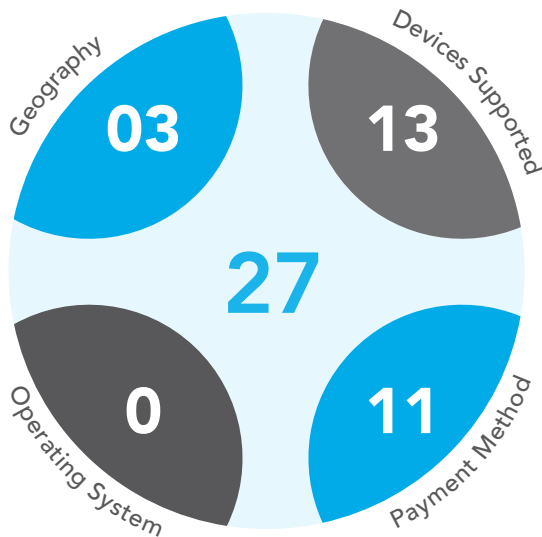
Posiflex Technology Inc., designs and manufactures touch screen terminals and peripherals. The company's terminals have been deployed across multiple industries and applications including retail POS, health care, hospitality, kiosks, among others.

CORE + FRONT OFFICE

REVENTION®

Company: Revention

Launch Date: Not available



Customers/Volume: Not available

Customer Focus: Not available

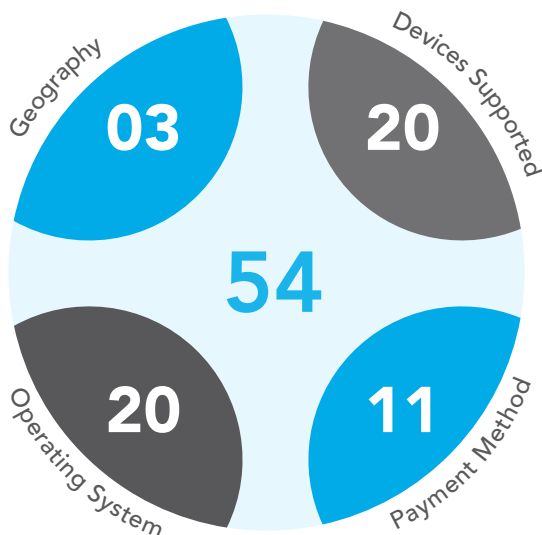
Pricing: Not available

Revention is a hospitality technology provider and developer of fully customizable POS solutions and online ordering, headquartered in Houston, Texas. Through a partnership with Punchh, it brings mobile loyalty apps and rewards to its current and future clients. This partnership gives merchants the opportunity to engage their customers.

Upserve

Company: Upserve

Launch Date: October 2009



Customers/Volume: \$11 billion

Customer Focus: Restaurants and small retailers

Pricing: Not available

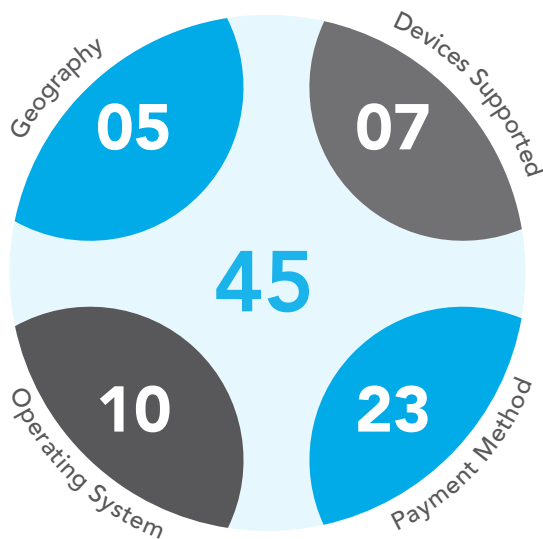
Upserve is the smart management assistant serving up clear guidance that makes restaurants thrive. Upserve connects the dots between point of sale, reservations, online reviews, payments and more. Restaurants use the management assistant to optimize the menu, check staff performance, build guest profiles, track reviews and organize key information into one place.

CORE + FRONT OFFICE



Company: xPressTap

Launch Date: 2015



Customers/Volume: Not available

Customer Focus: Small business, ecommerce

Pricing: \$0 Hardware fee + 2.25% + \$0.15 per transaction

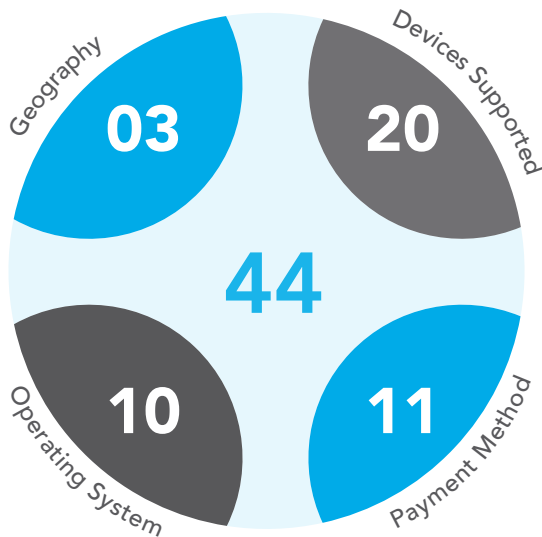
xPressTap offers solutions to help merchants accept card-based payments via smartphones. The company's solution allows users to put a card reader in their own smartphones, offers embedded payment terminal functions and enables EMVco chip card reading capabilities that eliminate the need for a separate card reader or mPOS device.

CORE + BACK OFFICE



Company: 2can

Launch Date: April 2012



Customers/Volume: Not available

Customer Focus: SMB

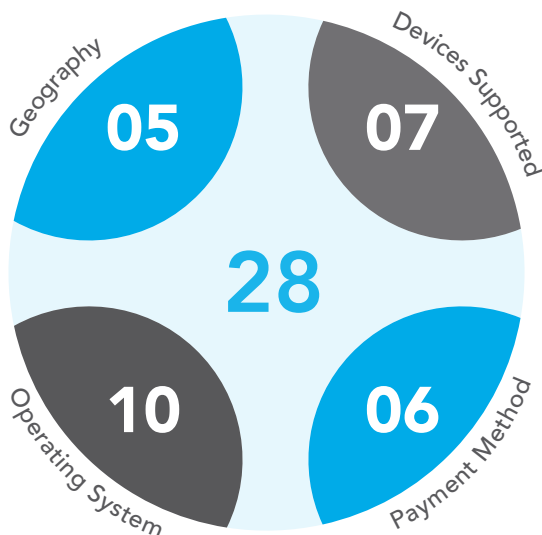
Pricing: Not 2.75% of each transaction

2Can turns a smartphone into a terminal for accepting Visa and Mastercard payment cards. It has completed certification of the first EMV-enabled mPOS solution in Russia. The solution is certified according to EMV Level 1 and Level 2 standards and PCI-DSS. This offering consists of a mobile application, combined (dual) card reader, and processing platform for all Android and iOS mobile devices.



Company: Aava Mobile

Launch Date: 2009



Customers/Volume: Not available

Customer Focus: Not available

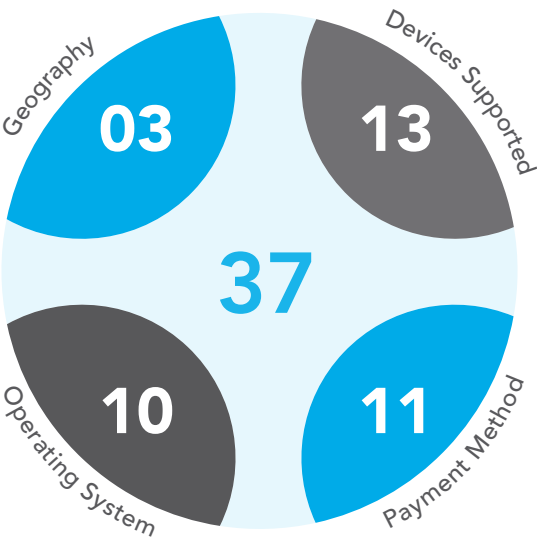
Pricing: Not available

Aava Mobile develops mobile point of sale (mPOS) tablets and handhelds that support Windows and Android-based point of sale (POS) apps.

CORE + BACK OFFICE



Company: Advantech
Launch Date: 2016

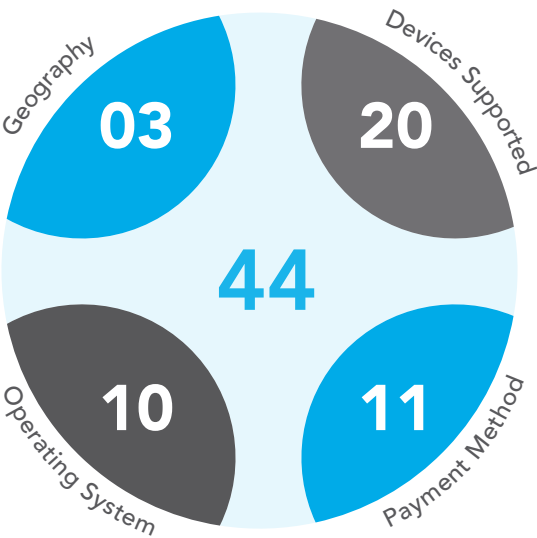


Customers/Volume: Not available
Customer Focus: Retail & Hospitality
Pricing: Not available

Advantech recently launched its mPOS tablet AIM-37. AIM-37 can be integrated with several peripheral systems, including a 2-D barcode scanner, magnetic stripe reader and IC card reader to support various retail and hospitality applications as well as inventory management or self-service operations.



Company: Adyen
Launch Date: 2006



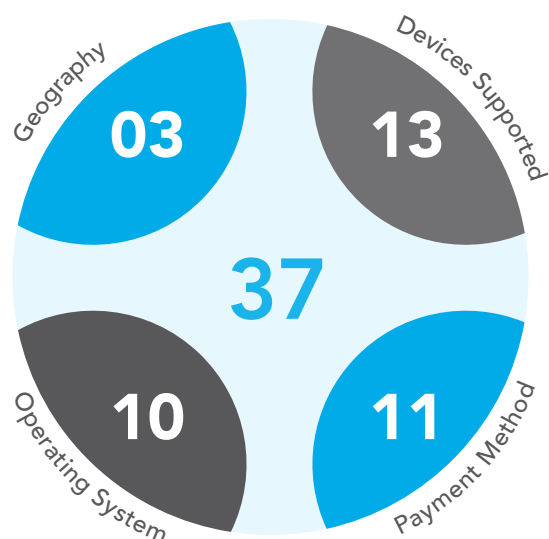
Customers/Volume: Three merchants: Gidsy, ticketscript and De Bijenkorf
Customer Focus: High-volume merchants
Pricing: 1.4% per transaction + 13 cents for debit transaction, Keyed in 2.3% plus \$0.15 per transaction

Adyen is a global provider of international and omnichannel payment solutions. It offers a Bluetooth card reader called Shuttle. Shuttle is for multichannel merchants, and fully integrated with Adyen's global platform, including other point of sale, eCommerce and mobile solutions, chip-and-PIN, Backoffice – most professional back office with risk and fraud modules, user management and payment reporting.

CORE + BACK OFFICE



Company: ASB
Launch Date: August 2014



Customers/Volume: Not available

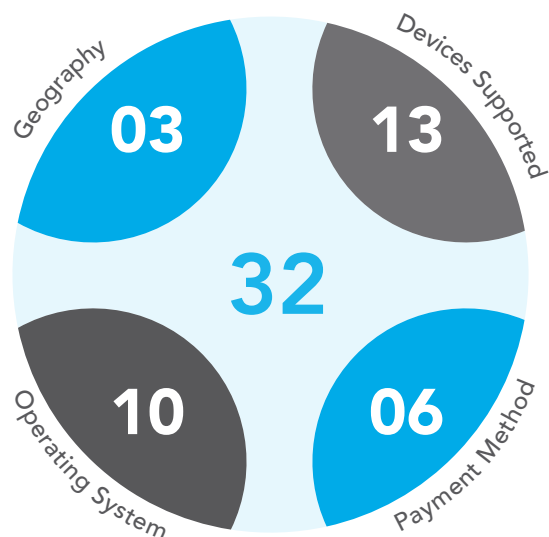
Customer Focus: Retail, bars

Pricing: \$70 or \$100 per month + 2,85% per transaction

The ASB Group of companies is a large provider of financial and insurance services in New Zealand. ASB Accept mPOS is a portable device that pairs with the ASB Payment Interface (Pi) app on smartphones or tablets and allows users to accept EFTPOS and credit card payments on the spot. It uses a smartphone's 3G/4G network or a Wi-Fi connection, and works with Apple or Android devices on all cellular networks.



Company: Authorizq.Net
Launch Date: 2011



Customers/Volume: 440,000+ Merchant Customers

Customer Focus: Not available

Pricing: Not available

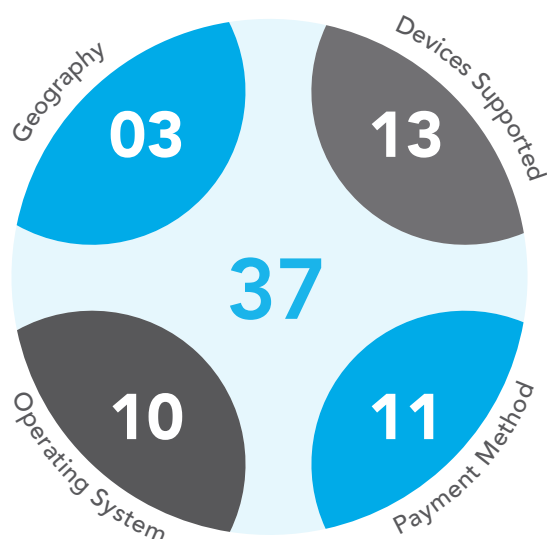
The free Authorize.Net mPOS mobile application allows merchants to securely accept payments via an Apple iOS or Android device. The solution is designed to increase sales by providing a simple way to accept payments on the go using an Authorize.Net payment gateway account.

CORE + BACK OFFICE



Company: Barclaycard

Launch Date: 2014



Customers/Volume: Not available

Customer Focus: Startups, tradespeople, small or mobile premises or seasonal traders

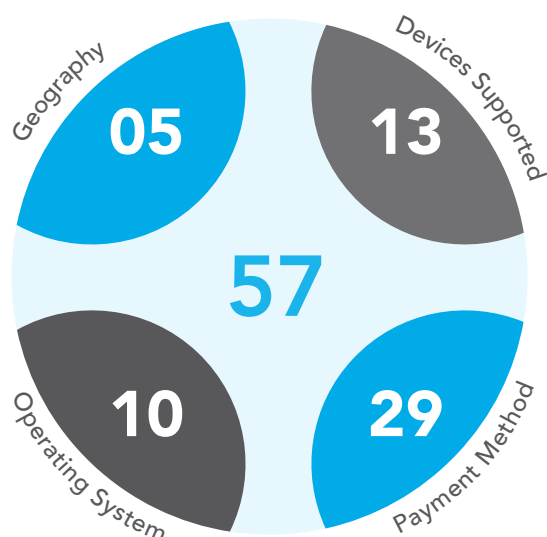
Pricing: 60 £, 2.6% per transactions, no monthly fee

Barclaycard Anywhere enables the acceptance of credit and debit card payments on an Android smartphone, iPhone or iPad. Once a Barclaycard Anywhere account is registered online, the user is able to get its card reader and install an app on a smartphone and tablet, then connect the card reader to the phone with the provided cable. The transaction occurs over the device's 3G or Wi-Fi connection and multiple card readers can be ordered upon request. The solution also enables account management.



Company: Bijlipay

Launch Date: 2012



Customers/Volume: Not available

Customer Focus: Cabs and private transportation, donations, eCommerce, exhibitions, healthcare, insurance, restaurants, services providers

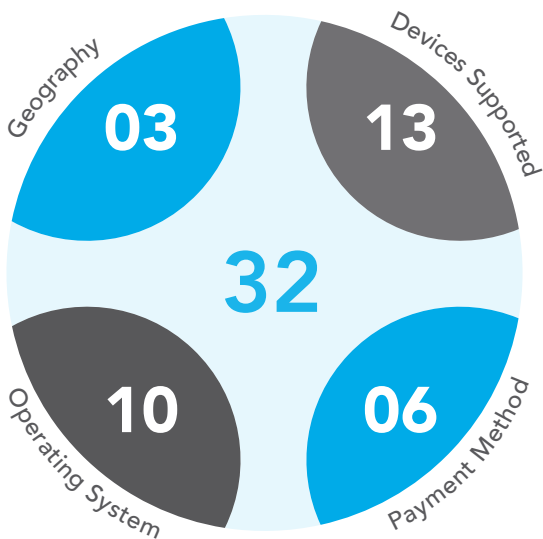
Pricing: Not available

Bijlipay is a mobile payments technology provider for banks and merchants. The company's payment solutions are enabled by Wirecard AG technology and are produced in partnership with India's leading public sector banks.

CORE + BACK OFFICE



Company: Booker
Launch Date: 2010

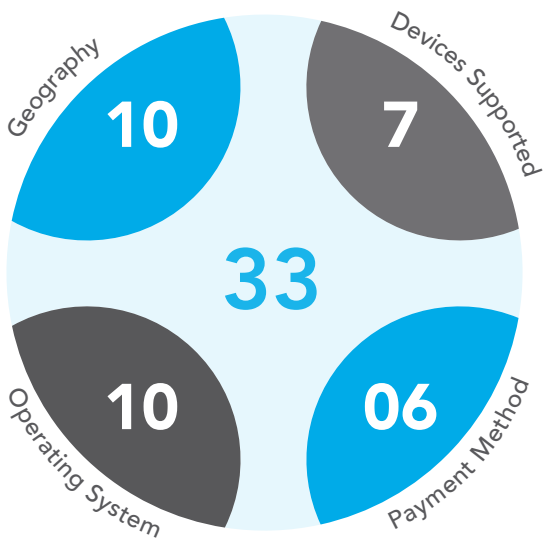


Customers/Volume: Not available
Customer Focus: business management, scheduling, online scheduling, ecommerce, marketing, mobile, social commerce, credit & gift card processing, software, small business, salon, spa, and beauty
Pricing: from \$125/MO to \$395/MO

Booker Software, Inc. offers a cloud-based commerce platform enabling service-based businesses like spas and salons to sell online. Its capabilities include payment processing, employee management and appointment booking.



Company: Cegid
Launch Date: 1983



Customers/Volume: \$275 million in annual sales
Customer Focus: Retail companies
Pricing: Not available

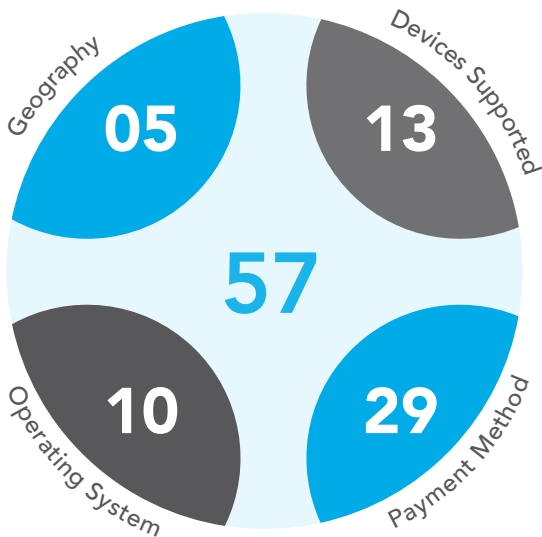
Cegid provides management software, including commerce solutions for mPOS and fixed POS.

CORE + BACK OFFICE



Company: Clover

Launch Date: March 2012



Customers/Volume: 26,000+

Customer Focus: SMB, sports and entertainment

Pricing: Not available

Clover was acquired by First Data in 2012. The Clover Station product was launched in October 2013 and features an offline mode to conduct transactions when the internet is not available. Clover aims to replace the traditional cash register by offering a payment terminal, receipt printer, barcode scanner and cash drawer in an all-in-one solution. The company announced a more portable version, Clover Mobile, in November 2014. In June 2015, it launched the all-in-one tablet-based Clover Mini payment terminal.



Company: Coiney

Launch Date: February 2012



Customers/Volume: Not available

Customer Focus: SMB

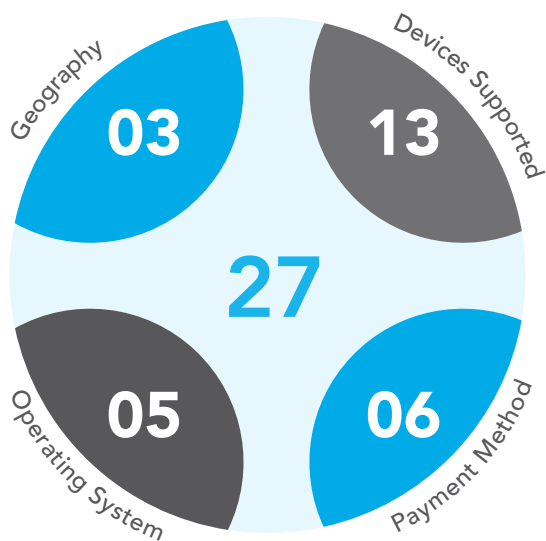
Pricing: 3.24%

Coiney is the first mPOS service in Japan that accepts Visa, Mastercard and Saison Card. The reader is compatible with both Android and Apple smartphones and tablets. The cloud-based application offers backend-facing applications including staff management and settlement operations. The solution meets global security standards and is PCI-DSS compliant.

CORE + BACK OFFICE



Company: Diaspark
Launch Date: 1995

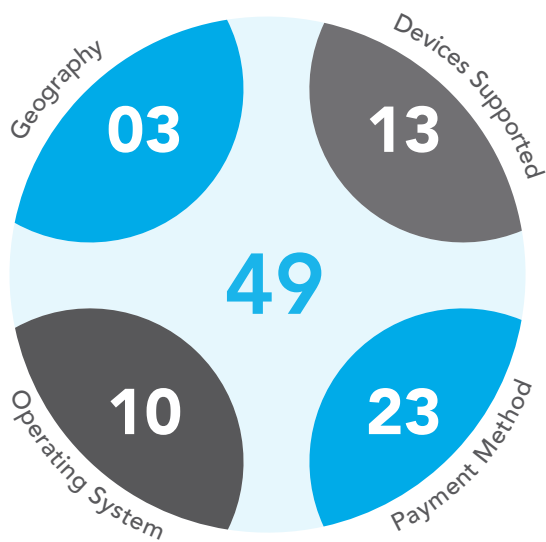


Customers/Volume: Not available
Customer Focus: eCommerce, healthcare, information technology, mHealth, mobile, software
Pricing: Not available

Diaspark is a global, CMMI 5 level end-to-end IT services and solutions provider serving mid-sized and large businesses in the jewelry, healthcare, energy, retail, ISVs, and publishing and media sectors. Solutions include order-entry apps, mPOS and and ordering.



Company: Dream Payments
Launch Date: 2002



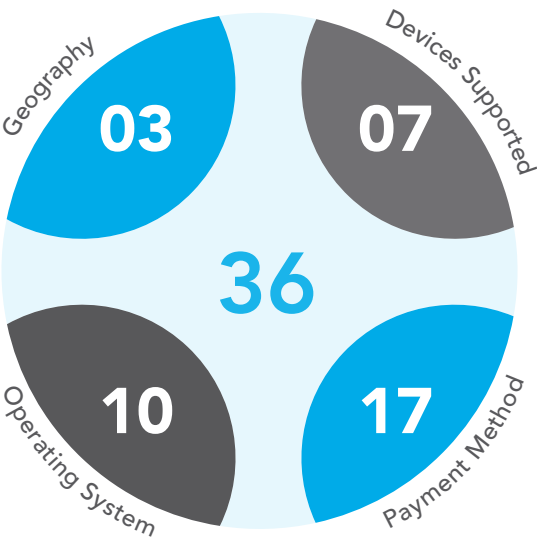
Customers/Volume: Not available
Customer Focus: Not available
Pricing: \$139.99 + 2.75% per transaction

Dream Payments enables merchants to sell everywhere using mobile devices. Dream’s cloud-based payment platform combined with its mobile point of sale device allows merchants to accept credit and debit cards, access rich analytics and reports, and provide digital receipts to customers. Dream’s solutions are secure, EMV compliant, and accept contactless and chip payment cards. The company is headquartered in Liberty Village, Toronto, Canada.

CORE + BACK OFFICE



Company: Eirpoint
Launch Date: 2000



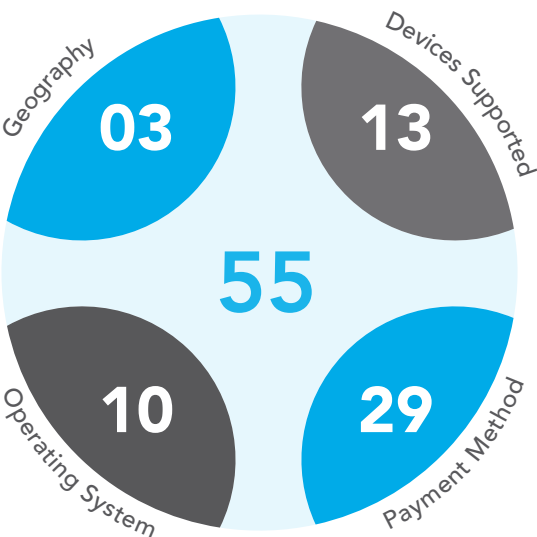
Customers/Volume: Not available
Customer Focus: Retail, services and healthcare
Pricing: Not available

eirpoint has been providing retail systems, ePOS systems, mobile ePOS and other retail solutions to retailers for many years. It has deployed over 3,000 mobile licenses in over 800 stores in the U.K., Ireland and more recently in mainland Europe.

NEW



Company: Fattmerchant
Launch Date: 2014



Customers/Volume: \$2.5 million in annual revenue
Customer Focus: Retail, restaurants and SMBs
Pricing: \$99 per month. 15 cents per transaction and direct cost interchange fees

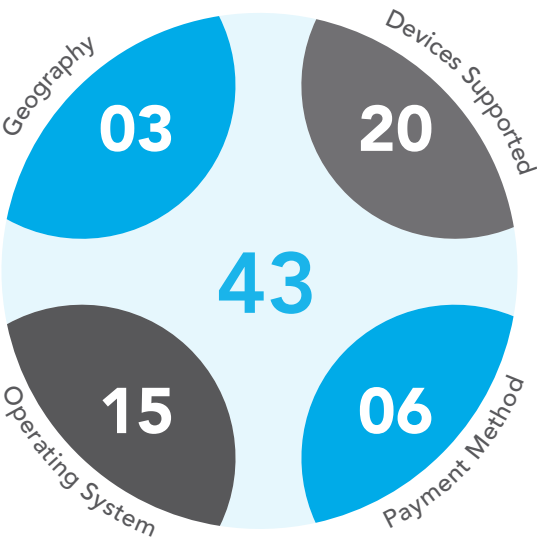
Fattmerchant is a direct-cost, integrated payment technology provider that works to simplify businesses' payment experiences.

CORE + BACK OFFICE



Company: Flagship
Launch Date: 2013

Customers/Volume: 2 million devices
Customer Focus: Not available
Pricing: Not available

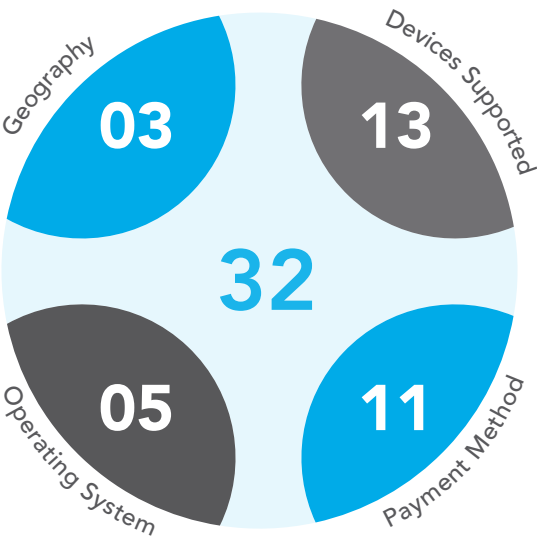


Flagship Merchant Services offers credit card processing services to most business types. Its mPOS solution allows merchants to accept mobile payments via the iPayment MobilePay G4X Swipe mobile app powered by ROAM, which is an audio jack card reader and allows online sales tracking and reporting.



Company: Forte
Launch Date: 1998

Customers/Volume: Not available
Customer Focus: Retail, starter
Pricing: \$24.95/month + 1.79% + 25 c per transaction



Forte Payment Systems offers merchants a range of payment solutions, including credit card and debit card processing, ACH/eCheck origination, check verification and fraud prevention. Its mobile solution includes password protection, daily reporting functions, transaction details, low swipe rates and more.

CORE + BACK OFFICE



Company: FreshBooks
Launch Date: Spring 2016

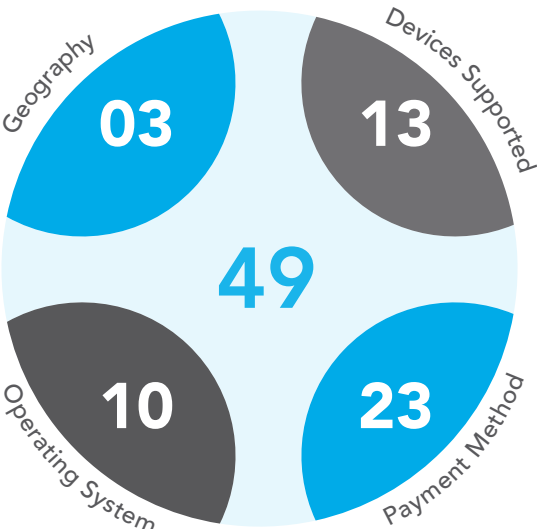


Customers/Volume: Not available
Customer Focus: Small businesses
Pricing: \$29, 2.7%+\$0.30 MasterCard and Visa, 3.4\$+\$0.30 American Express

Cloud accounting company FreshBooks offers a card reader that works with iOS and Android. It accepts both EMV chip cards and magnetic stripe cards.



Company: Groovv mPOS
Launch Date: 2017



Customers/Volume: Not available
Customer Focus: SMBs
Pricing: Not available

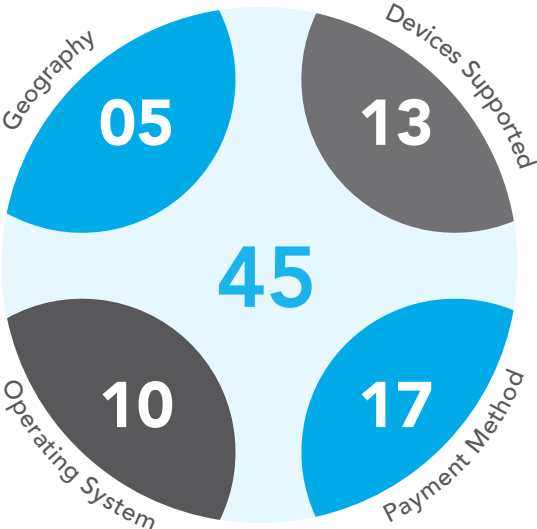
Total Merchant Services offers Groovv mPOS, an omnichannel mPOS solution. The Groovv mPOS handheld EMV/NFC payment device features a Bluetooth connection to a smartphone and enables merchants to accept payments in person and online, securely manage and track inventory, email invoices, and set up recurring billing for customers.

CORE + BACK OFFICE



Company: ibox
Launch Date: 2012

Customers/Volume: Not available
Customer Not available
Pricing: Not available

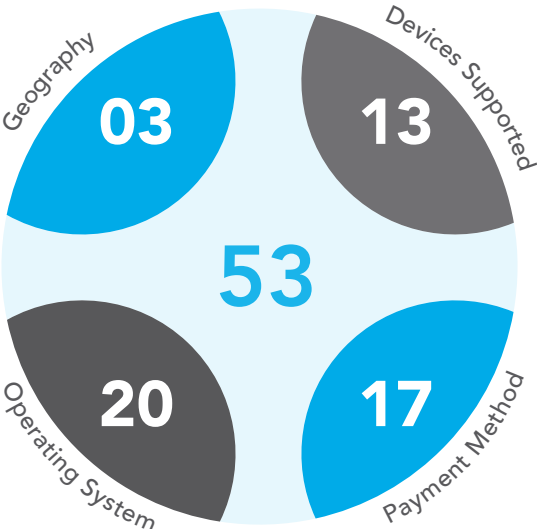


Cloud-based mobile payment service company ibox offers solutions designed to give customers the ability to run their business from anywhere. The company creates acquiring products that aim to make paying and accounting for both cash and non-cash payments easy and convenient.



Company: innerfence
Launch Date: 2007

Customers/Volume: Not available
Customer Not available
Pricing: \$39 /mo billed annually 2.9% + \$0.30 per transaction



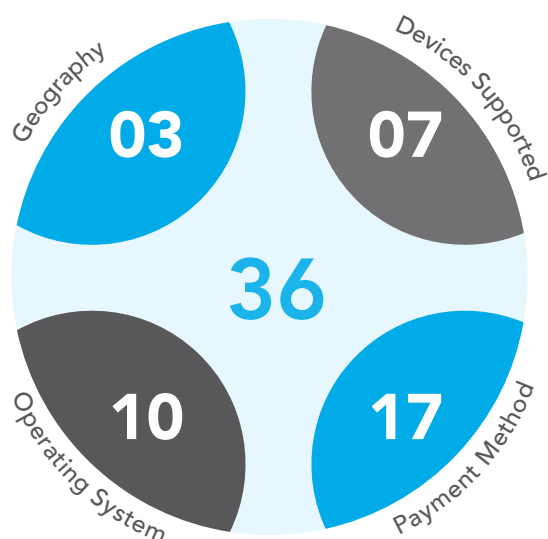
Innerfence is a software development company offering solutions that enable merchants to accept credit card payments on their mobile devices. Its offerings include features like location-specific sales tax and an Android, iOS and Windows device-compatible app.

CORE + BACK OFFICE



Company: iKhokha

Launch Date: 2014



Customers/Volume: Not available

Customer Focus: All (in an office, a store or on the move)

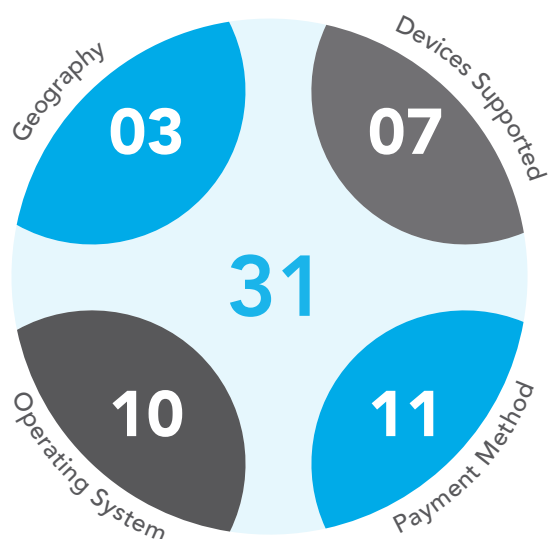
Pricing: 2.75%

iKhokha is a South African mPOS solution that allows anyone with a smartphone to accept and process debit and credit card transactions. Being the first and only South African mPOS system to receive full international payment security accreditation (PCI-PTS and EMV 1 and 2), iKhokha is proud to embody the phrase "local is lekker!"



Company: Indosat Ooredoo

Launch Date: 2016



Customers/Volume: Not available

Customer Focus: Small and Medium retailers

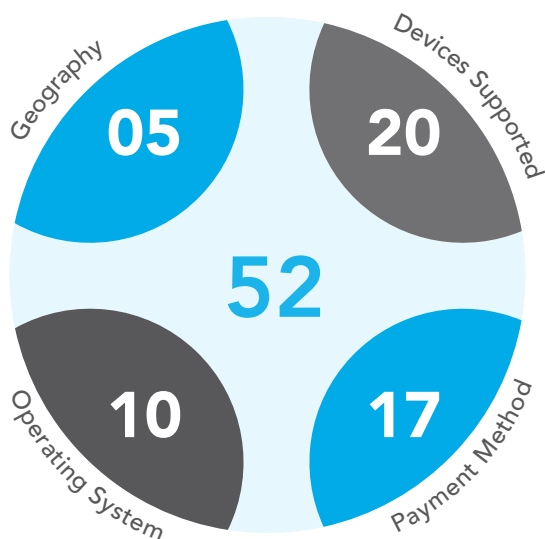
Pricing: Not available

Indosat Ooredoo launched its mobile payment acceptance solution D-Pay in collaboration with GoSwift International as technology and business partner and with BNI as the acquiring bank for the launch. D-Pay aims to transform merchants' mobile devices into payment platforms, allowing their customers to make payments using their debit or credit card or mobile wallet.

CORE + BACK OFFICE



Company: GoPayment
Launch Date: May 2009

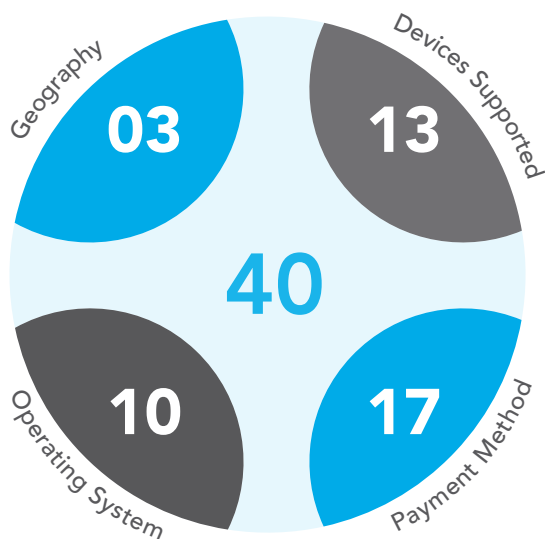


Customers/Volume: Over 200,000
Customer Focus: SMB, salon and grocery
Pricing: 2.75% swipe and 3.75% keyed in rate or \$12.95 per month. 1.7% per swipe 2.75% keyed in rate in the U.S.

GoPayment offers payment card acceptance as well as magstripe swipe capabilities. The company has also developed a concept demo to process NFC using GoPayment and has integrated with Intuit's QuickBooks POS and financial software, including inventory management, reporting, trends and more.



Company: iPayment
Launch Date: 1999



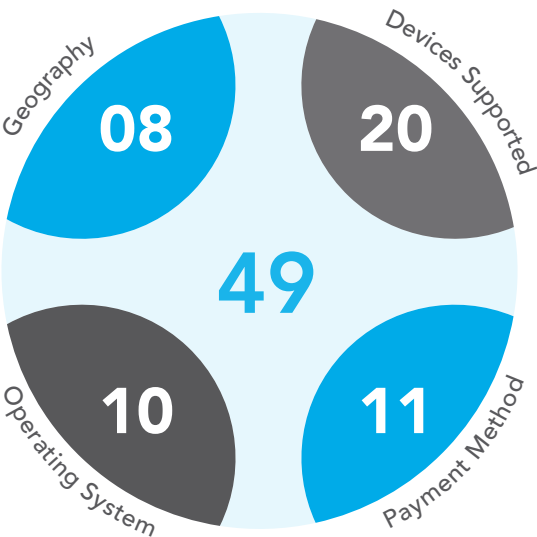
Customers/Volume: 150,000
Customer Focus: Small and mid-sized businesses, parking
Pricing: Not available

iPayment MobilePay offers an mPOS system that is compatible with Android and iOS devices. This EMV-ready application is designed for small and mid-sized businesses and can be used in any storefront or mobile venue.

CORE + BACK OFFICE



Company: iQmetrix
Launch Date: 1999

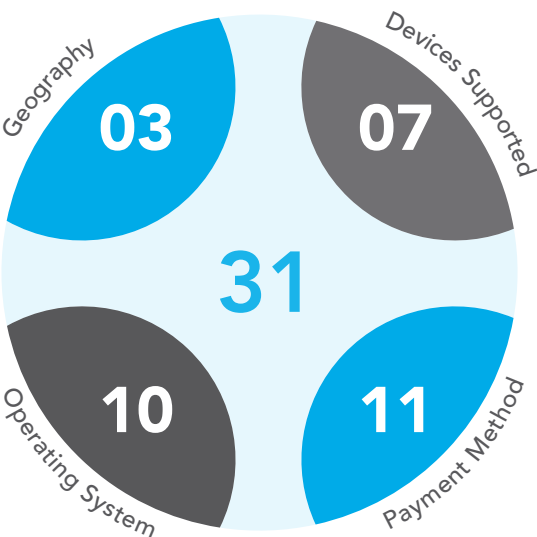


Customers/Volume: Not available
Customer Focus: retailers and shoppers
Pricing: Not available

iQmetrix Software Development Corp. provides software-as-a-service (SaaS) retail management and customer experience technology. Its offerings include point-of-sale (POS), customer relationship management (CRM), virtual ticket taking and eCommerce website creation solutions, among others.



Company: IsyPay
Launch Date: 2008



Customers/Volume: Not available
Customer Focus: Retail and wholesale
Pricing: 3.5% + VAT

IsyPay is a solution for accepting credit or debit payments from Visa, Mastercard and American Express through a smartphone. The solution offers interest-free credit, and it is geared toward both retail and wholesale businesses.

CORE + BACK OFFICE



Company: Kashing
Launch Date: 2014



Customers/Volume: Not available
Customer Focus: B&B, a food stall, or freelance makeup artist
Pricing: 1.7% - 2.5% per transaction + £10 per month

Kashing provides payment technology for in-person, online and over-the-phone payments. Its solutions include a card and contactless reader, and a mobile app for chip and pin, contactless and magstripe acceptance.



Company: KinPOS
Launch Date: 2008



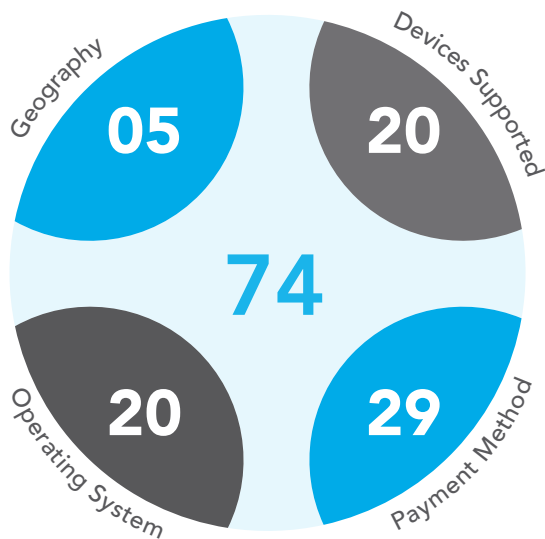
Customers/Volume: Not available
Customer Focus: Telecommunications, banks, health
Pricing: Not available

KinPOS offers organization payment solution applications. The company offers development, maintenance and technical support. KinPOS' mPOS offering enables transaction processing through tablets and smartphones.

CORE + BACK OFFICE



Company: Kounta
Launch Date: 2012

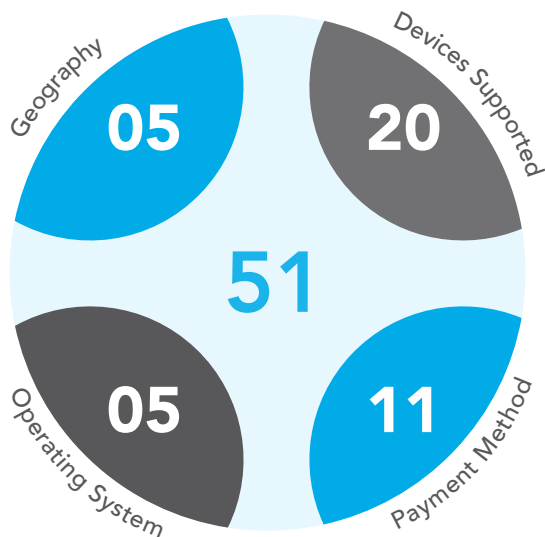


Customers/Volume: Not available
Customer Focus: Large enterprises, mid size business, public administrations, small business
Pricing: \$50 per store (monthly)

Kounta is an easy to use, cloud-based POS system. Kounta powers stores around the world and offers the flexibility of both online and offline access on multiple platforms such as iPads, Android tablets, Mac, Windows and retailers’ existing POS equipment. Kounta’s iPad Point of Sale App integrates with leading accounting, payment, inventory and loyalty add-ons such as Xero, MYOB, Tyro, SAP, Collect Rewards and BeattheQ with QuickBooks. Kounta also works with a wide range of receipt/label printers and cash drawers.



Company: LifePay
Launch Date: December



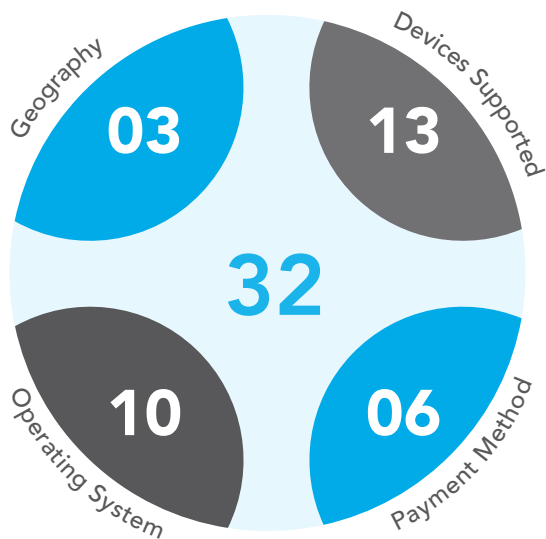
Customers/Volume: 20,000 customers/4M transactions per month
Customer Focus: Small and medium businesses
Pricing: Not available

LifePay is Russia’s biggest mobile solution for the acceptance of credit card payments with guaranteed transaction security. With the help of a special LifePay card reader, connected to a smartphone with the installed mobile app, employees can accept cards for payment at any convenient location. LifePay’s app supports iOS, Android and Windows Phone.

CORE + BACK OFFICE



Company: M1
Launch Date: July 2015

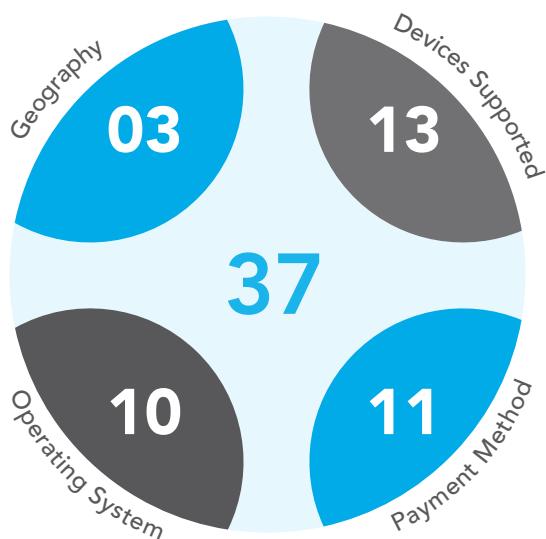


Customers/Volume: Not available
Customer Focus: Small businesses, startups, and “on-the-go” enterprises
Pricing: \$5.35 per month

M1 partnered with CIMB Bank, Mastercard and Wirecard to launch an mPOS solution in Singapore. It aims to meet the needs of traditionally cash-based small businesses, startups, and “on-the-go” enterprises. Features include: the ability to accept payments within two working days after registration as a merchant, as well as the ability to track transactions in real-time and access historical trends. M1 is also fully PCI-certified with end-to-end card transaction encryption.



Company: Mandiri
Launch Date: September 2014



Customers/Volume: Not available
Customer Focus: SMB
Pricing: Not available

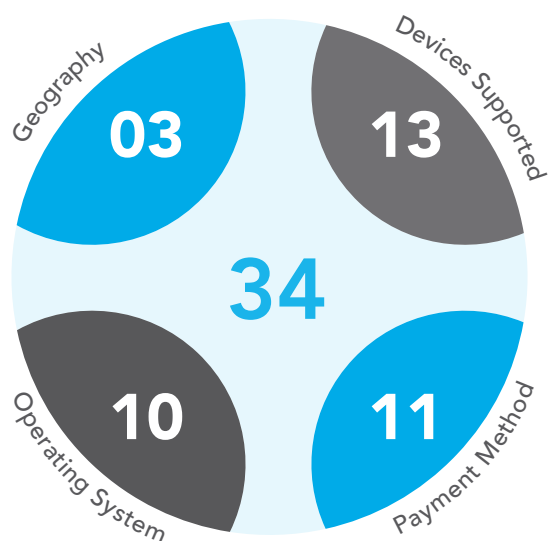
The largest bank in Indonesia, Mandiri, offers a mobile a mobile payment solution, Mandiri Mobile POS, in collaboration with goSwift and the bank’s local partner, Indopay. The Indonesian government is encouraging a cashless society and Mandiri Mobile POS is in the market to offer a channel for cashless payments. The mPOS system is equipped with functions to take service orders, provide inventory reports and offer loyalty programs. The mPOS solution can be integrated with existing POS as well.

CORE + BACK OFFICE



Company: MC Payment

Launch Date: 2013



Customers/Volume: Not available

Customer Focus: Retail, taxi, delivery, food & beverage, insurance, hospitality

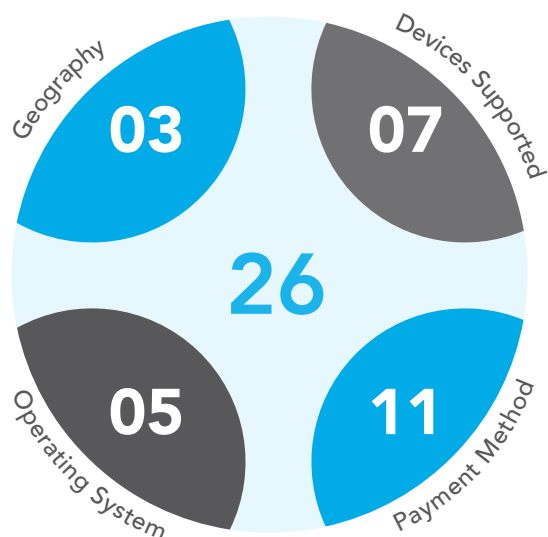
Pricing: Not available

MC Payment is a payment technology and merchant service company supporting chain-of-commerce transactions, ranging from suppliers and merchants to consumer payments. MC Payment's mobile payment solution is EMV-certified and allows merchants to conduct card-present transactions through their Android or iOS smart devices.



Company: Moka

Launch Date: 2014



Customers/Volume: Not available

Customer Focus: Restaurants and retailers

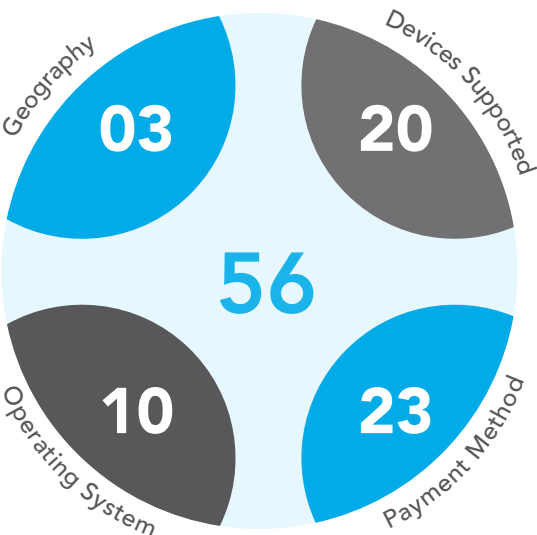
Pricing: \$19 per month

Moka is a Jakarta-based startup that focuses on building mPOS for restaurants and retailers. With Moka, users can ring up transactions, accept payments and create reports. Everything done through Moka is stored in its real-time cloud. With Moka's cloud tech, Indonesian business owners can manage multiple stores and instantly know what the best-selling items are at different locations. Moka also allows for instant inventory checks and lets merchants track and manage employee activity. Moka monetizes through a subscription business model.

CORE + BACK OFFICE



Company: Moneris
Launch Date: 2013

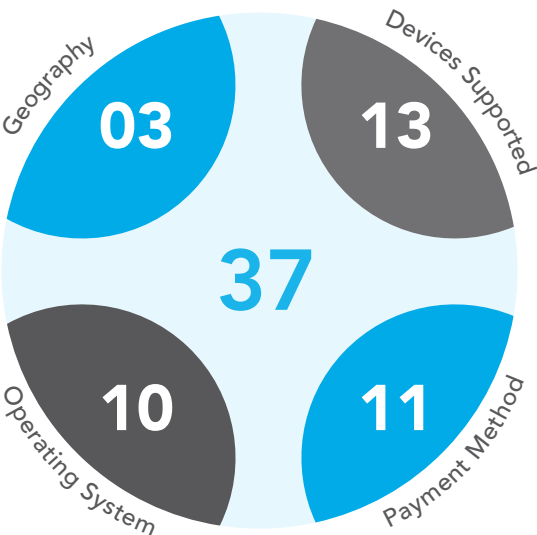


Customers/Volume: 350,000 merchants
Customer Focus: Small businesses
Pricing: \$19.95 per month + 2.65% per transaction

Moneris offers credit, debit, wireless and online payment services for merchants in virtually every industry segment. Moneris provides the hardware, software and systems needed to improve business efficiency and manage payments. Moneris PAYD offers a suite of mCommerce management tools to meet the growing needs of Moneris' small business merchants, including the ability to track all transactions from their mobile device and send receipts via email.



Company: Monetico Mobile
Launch Date: September 2015



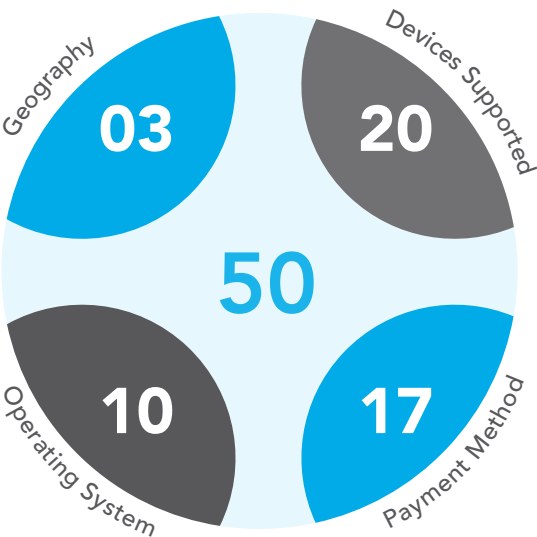
Customers/Volume: Not available
Customer Focus: Small businesses, self-employed workers, seasonal workers and merchants on the go
Pricing: \$49 or \$19.95 per month, 2.5% per transaction

Desjardins Group is the leading cooperative financial group in Canada and the fifth largest cooperative financial group in the world with assets of close to \$251 billion. Desjardins now offers two new mobile payment solutions: Monetico Mobile and Monetico Mobile +. These solutions are easy to use, affordable and secure. They allow customers to pay with their credit or debit cards thanks to a keypad connected via Bluetooth to a smartphone or tablet using the Monetico Mobile app (iOS or Android).

CORE + BACK OFFICE



Company: MYOB
Launch Date: November 2013

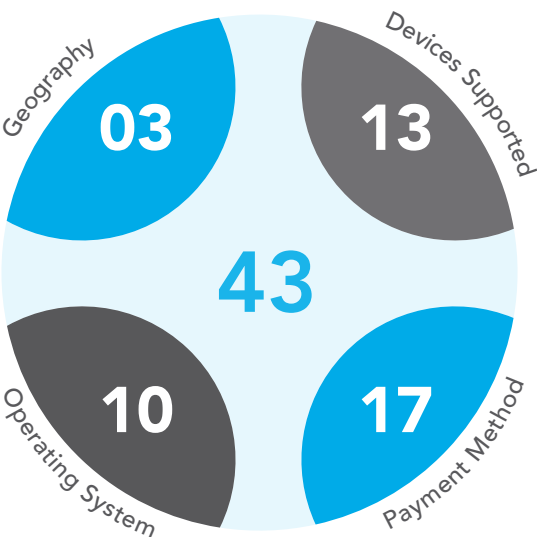


Customers/Volume: Not available
Customer Focus: SMB
Pricing: 2.7% per swiped transaction & 3.5% + 15¢ for CNP

MYOB mPOS was launched to help small and medium enterprises save at least 18 hours a month on invoicing by accepting payments and sending receipts on the spot. The app offers deep integration into the MYOB cloud accounting system, AccountRight Live. The goal of the app is to offer an increasingly paperless office, to reduce data entry, improve accuracy and save time. There are three payment plans that offer a variety of options based on the needs of the small business.



Company: myPOS
Launch Date: 2014



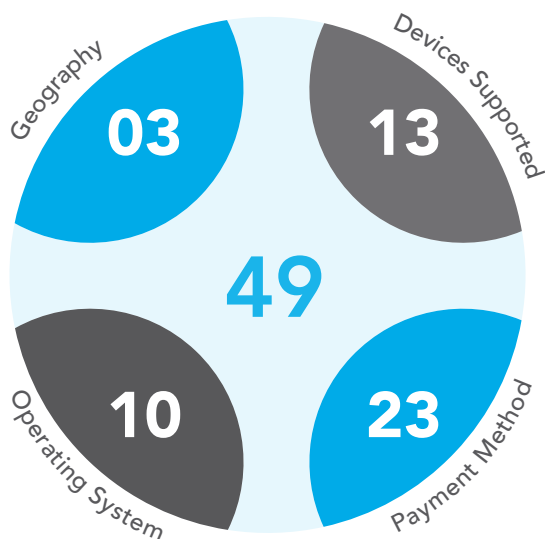
Customers/Volume: Not available
Customer Focus: Retail, food, hotel, taxi, professional service
Pricing: Not available

myPOS is a cashless payment solution for merchants that combines a mobile POS terminal with free online account and prepaid business cards that can be managed from any smartphone.

CORE + BACK OFFICE

NEXPERTS

Company: Nextperts
Launch Date: 2007

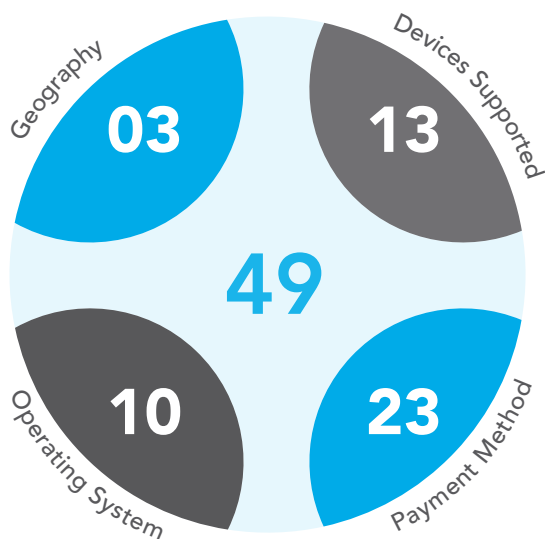


Customers/Volume: Not available
Customer Focus: Banks and ayment processors, merchants, ticketing
Pricing: Not available

NEXPERTS is a provider of mobile contactless solutions for payment and loyalty. NEXT.mPOS, its mPOS solution, is a mobile payment solution for merchants that need to accept payments for their services and products using mobile devices.

NOVELPAY

Company: NovelPay
Launch Date: 2012



Customers/Volume: Not available
Customer Focus: All merchants
Pricing: Not available

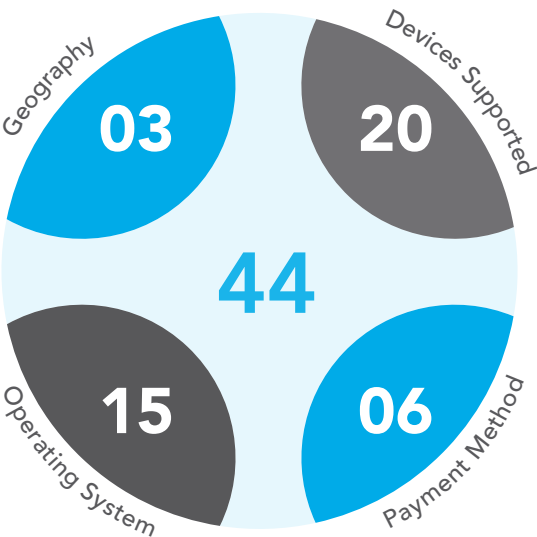
NovelPay offers PAX platform and payment for the largest acquirers and retailers in Poland, Slovakia and the Baltic states. NovelPay now provides PAX D210 and other services, including a backoffice system to LOT Polish Airlines for on-board sales.

CORE + BACK OFFICE



Company: Octopus
Launch Date: 2002

Customers/Volume: Not available
Customer Focus: Fashion and apparel, food and drinks, health and beauty, sports and outdoors, home and decorative arts
Pricing: Not available

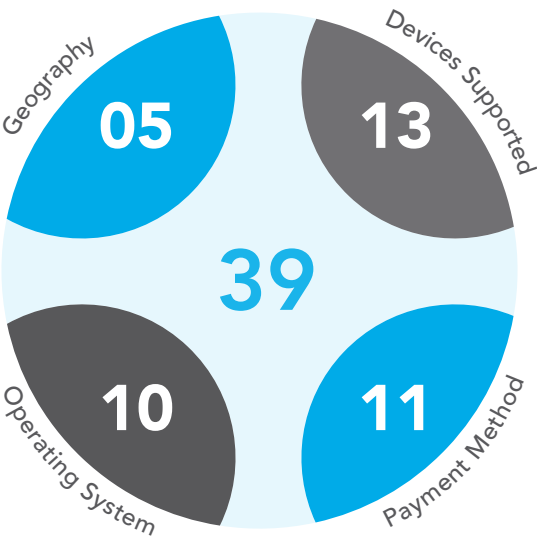


Octopus™ offers an mPOS solution for retailers and merchants. The company's solution combines POS, inventory management and reporting tools into one application which can be used on- or offline.



Company: Omnia Pay
Launch Date: 2013

Customers/Volume: Not available
Customer Focus: Banking, ecommerce, government, retail
Pricing: Not available



Omnia Pay is a payments and customer experience solutions provider offering a payment solution to process card payments while building brand loyalty. The company's payment devices and platform are EMV-approved and meet global industry standards.

CORE + BACK OFFICE

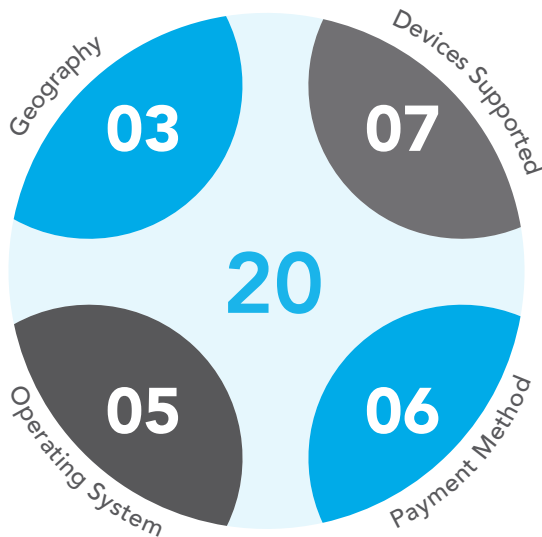


Company: Parametric
Launch Date: 2012

Customers/Volume: Not available

Customer Focus: Suites, clubs, restaurants, concourses

Pricing: Not available



Parametric is a mobile software company that builds point-of-sale and guest interactive technology platforms. The company's products and services include tablet- and cloud-based solutions. The platforms include ordering and payment tools, social media streaming content and real-time data analytics.



Company: Parkhub.com
Launch Date: September 2015

Customers/Volume: Not available

Customer Focus: Parking industry

Pricing: Not available

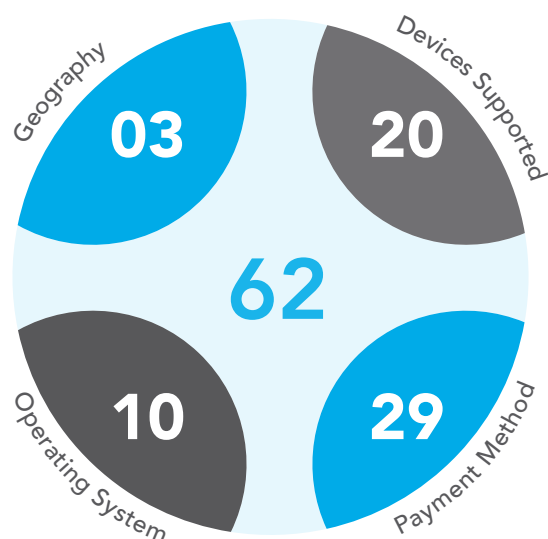


Parkhub.com is a "complete parking ecosystem" that offers enterprise solutions to the industry's management and operating companies. Parking Revenue Inventory Management Enterprise (PRIME) is a handheld mPOS system with real-time reporting that is not dependent on Wi-Fi. PRIME validates any pre-purchased or reserved parking, records cash transactions and facilitates credit card payments. All of this information is reported in real-time, via an LTE network, to a cloud-based portal that operators can view from any smart device.

CORE + BACK OFFICE



Company: PayAnywhere
Launch Date: January 2011



Customers/Volume: Not available

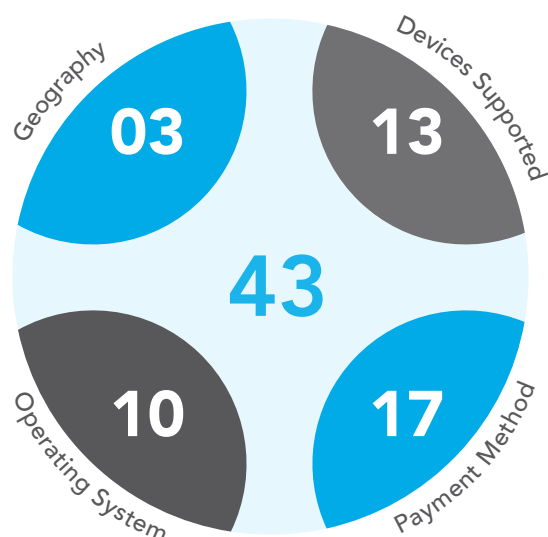
Customer Focus: All merchants – micro, SMB, enterprise

Pricing: 2.69% per transaction

PayAnywhere offers a card reader and mobile app to turn tablets and smartphones into terminals. The solution is owned by North American Bancard. The company has created a partnership with Mastercard to distribute a mPOS solution to help small businesses reduce friction at checkout. PayAnywhere partnered with Discover to process PayPal payments within the app.



Company: Paymate
Launch Date: 2000



Customers/Volume: Not available

Customer Focus: SMB

Pricing: 2.6% per transaction + \$10 per month

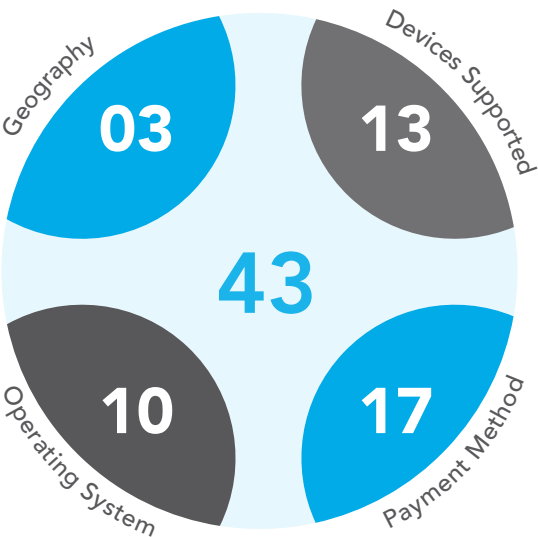
Paymate offers payment acceptance small business solutions for in-person, online and over-the-phone purchases. The company's mobile app turns any smart device into an MPOS system and includes features such as inventory management tools, ad-hoc payment acceptance and receipt generation tools.

CORE + BACK OFFICE



Company: PaySimple
Launch Date: 2006

Customers/Volume: 15000
Customer Focus: SMB
Pricing: Monthly subscription fee of \$34.95. 2.29% + .29 for credit card transactions and \$.55 for ACH

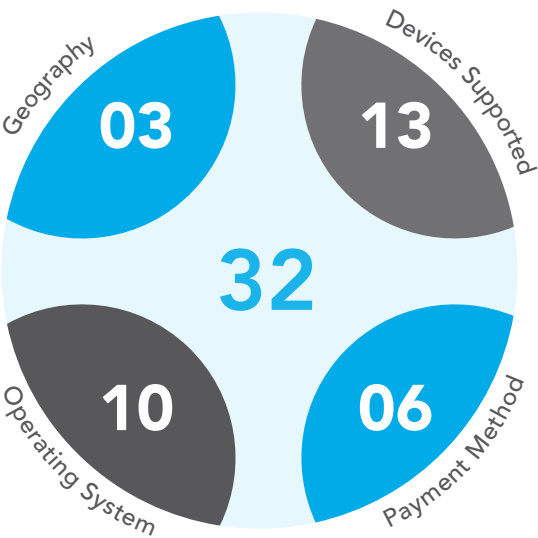


PaySimple creates cloud-based receivables automation technology for small businesses that helps them collect and manage their receivables and payables. In addition to processing debit and credit cards, these apps also process ACH payments, can create and access customer lists and profiles, and collect payments from existing customers without making merchants re-enter payment credentials. The device is provided by Anywhere Commerce.



Company: PayWithIt
Launch Date: 2012

Customers/Volume: Not available
Customer Focus: Merchants on the go
Pricing: Not available



PayWithIt is a secure mobile payment acceptance solution for merchants that would like to accept credit cards, signature debit, and ACH on the go. Available through popular mobile devices, merchants can securely and wirelessly capture payments via encrypted card swipe.

CORE + BACK OFFICE

pesapal

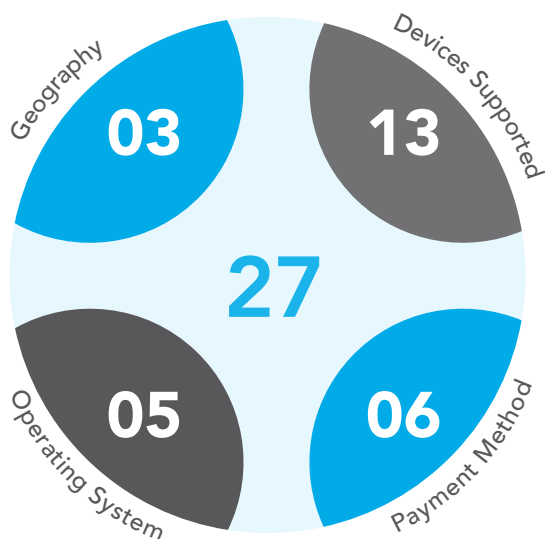
Company: Pesapal

Launch Date: 2009

Customers/Volume: Not available

Customer Focus: All merchants

Pricing: 2.9% per transaction



Pesapal offers a mobile solution known as Pesapal Sabi. The all-in-one offering is designed to allow businesses and individuals in Kenya, Uganda and Tanzania to more efficiently process secure card payments via Android mobile phones or tablets.

POSitouch

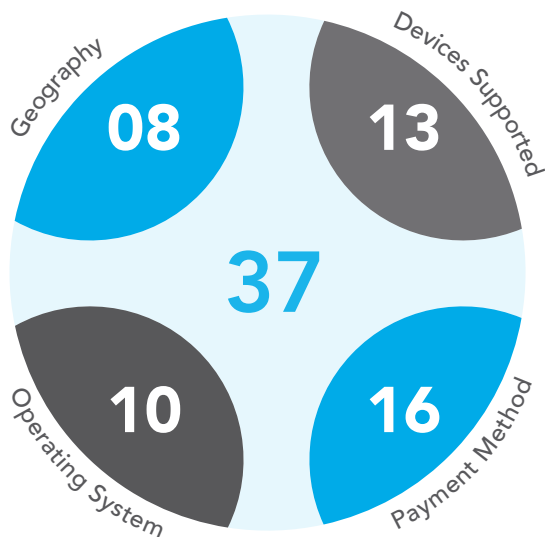
Company: POSitouch

Launch Date: 1987

Customers/Volume: 40,000 locations

Customer Focus: Hospitality industry

Pricing: Not available



POSitouch is a food service industry POS system. It handles all POS needs, whether they are in table service or quick service, country clubs, cafeterias, delivery, arenas or stadiums, for fixed and mobile positions. Today, working directly with larger clients, as well as a long tenured authorized business partner network, POSitouch is sold and supported throughout the United States, Canada, South America, Europe and the Far East. The POSitouch solution has been installed in excess of 40,000 locations.

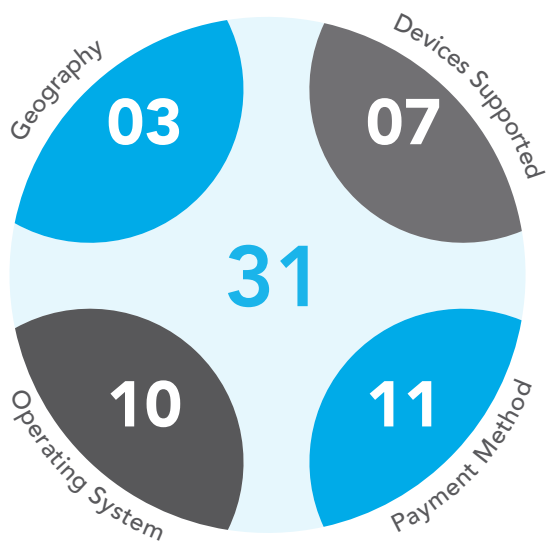
CORE + BACK OFFICE

powerpay²¹

Company: PowerPay21
Launch Date: 2016

Customers/Volume: Not available
Customer Focus: All merchants
Pricing: Not available

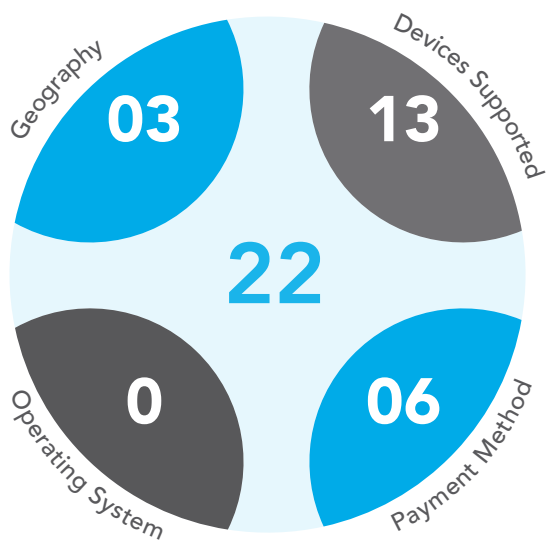
PowerPay21 provides integrated payment solutions, including acquiring and issuing services, hosted payment pages, multicurrency and omnichannel payments, and mPOS. It also offers the mPOS21 service, powered by Miura Systems.



Company: Pursuit
Launch Date: 2008

Customers/Volume: Not available
Customer Focus: Not available
Pricing: Not available

Pursuit is a software provider specializing in eCommerce point of sale (ePOS) systems. Its focuses include POS, stock control and buyer and manager reports.

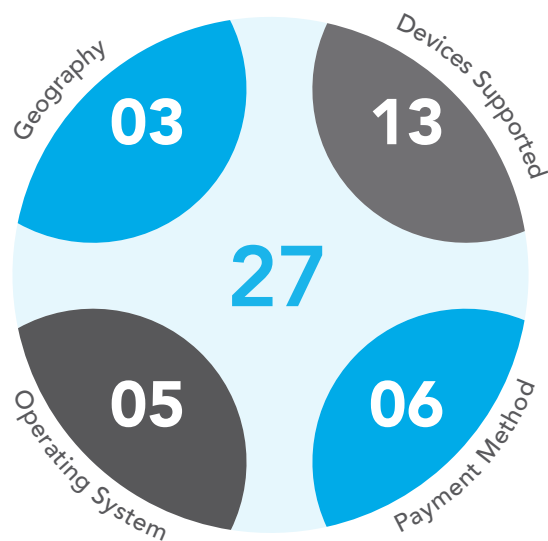


CORE + BACK OFFICE



Company: QuickSwipe
Launch Date: Not available

Customers/Volume: 1,000+ merchants
Customer Focus: All Merchants – micro, SMB, enterprise
Pricing: Varies by volume

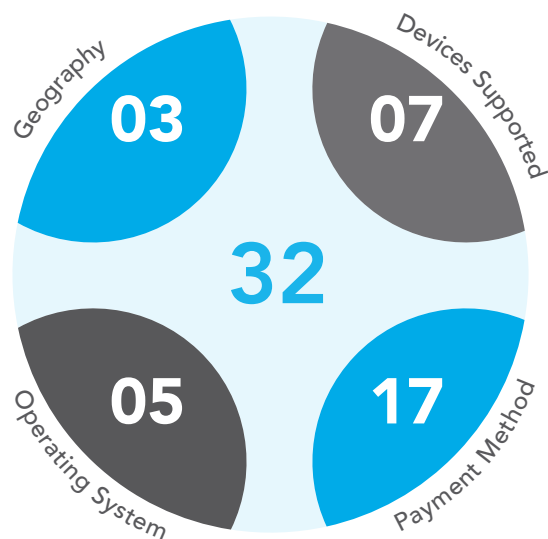


QuickSwipe is Bluefin mPOS solution. QuickSwipe P2PE provides all of the benefits of Bluefin’s QuickSwipe mobile POS system but with the added security of PCI-validated Point-to-Point Encryption (P2PE). QuickSwipe P2PE encrypts cardholder data within the PCI-approved Prima M device, so that clear-text data is never available on the device or within your system. QuickSwipe P2PE can also reduce your PCI scope and assessment, and there is no additional integration required.



Company: Rezku
Launch Date: 2008

Customers/Volume: Restaurant, Bar, Food Truck, Quick Service, Brewery, Nightclub, iPad, Ice Cream, Cafe, Winery, Bakery, Donut Shop, Deli, Diner
Customer Focus: N/A
Pricing: N/A



Rezku offers a POS and management solution designed for restaurants. Features include tools for inventory, staff and financial management and sales monitoring.

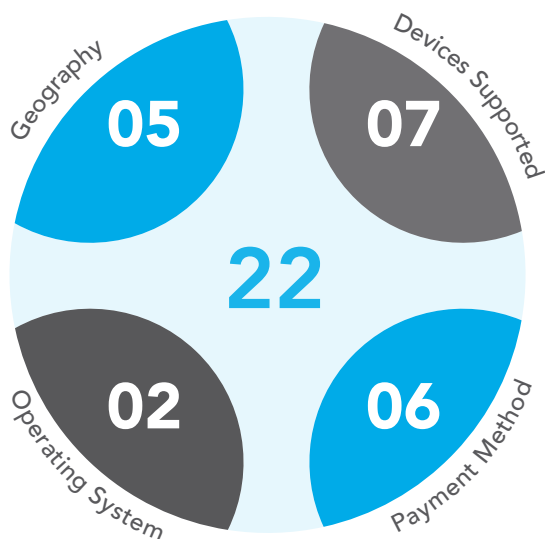
CORE + BACK OFFICE



Company: Sage
Launch Date: February 2013

Customers/Volume: Not available
Customer Focus: SMB
Pricing: Not available

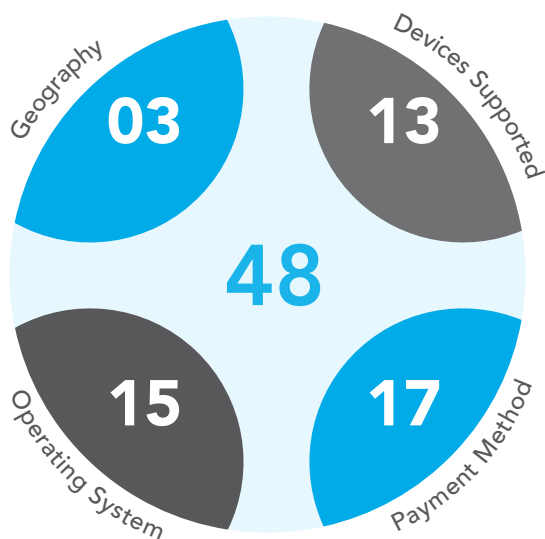
Sage helps companies accept payments on Apple and Android mobile devices. They are the company that has powered the Girl Scouts to accept card payments. Sage North America announced the new Sage ERP X3 Version 7, a global business management solution for midsized companies, designed to address businesses' challenges of winning new customers, reducing operating costs and growing revenue.



Company: Samil CTS
Launch Date: 2012

Customers/Volume: Not available
Customer Focus: Distributor, door-to-door salesman, small & medium-sized enterprises
Pricing: Not available

Samil CTS has grown from its foundation in the automation business and continues to strengthen R&D. Its mPOS solution has roughly \$620 million in capital. It has the experience of development for three mobile POS devices: Holster (2012), Incredist (2013) and MPAIO (2014).



CORE + BACK OFFICE



Company: SellbyCell
Launch Date: 2012



Customers/Volume: Not available

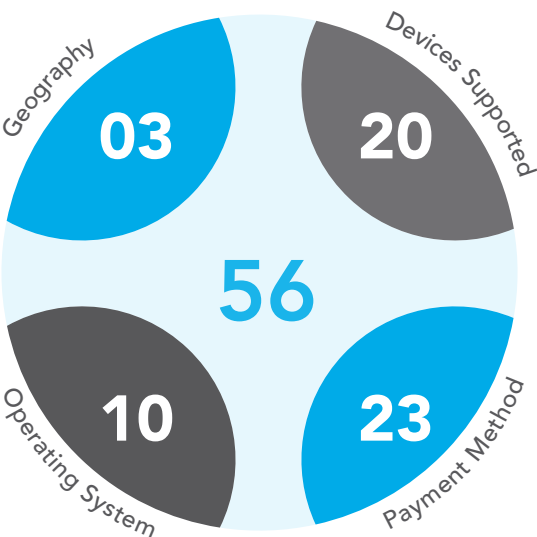
Customer Focus: Banks, insurance companies, taxi, delivery services, payment aggregators, e-shops, notary, tutors, sales agents, multi-level marketing

Pricing: Not available

SellbyCell is a PCI DSS-certified mPOS platform that enables merchants, resellers and payment aggregators to expand payment processing services. The system includes a mobile app, along with a payment processing infrastructure and server side software.



Company: SproutPOS
Launch Date: 2015



Customers/Volume: Not available

Customer Focus: Direct to merchants, white labeled to FIs or as APIs to developers

Pricing: 2.25% EMV chip and pin credit card, 2.8% + \$0.15 AMEX and swipe. \$19 per month mobile reader

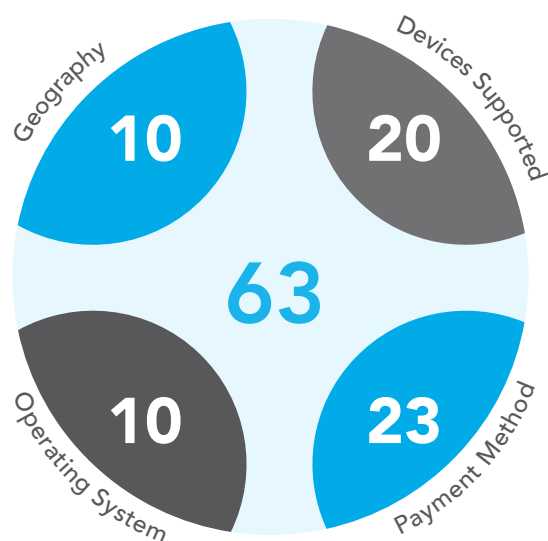
SproutPOS is a free mPOS app for small business that is integrated with Ingenico Bluetooth payment terminal technology. The app enables processing of Interac debit, Visa, MasterCard, Amex and Apple Pay, in-store or via iPhone, iPad or Android device.

CORE + BACK OFFICE



Company: TCPOS
Launch Date: 2001

Customers/Volume: \$4.2 million in annual revenue
Customer Focus: SMBs, restaurants, retail, hotels and transportation
Pricing: Not available

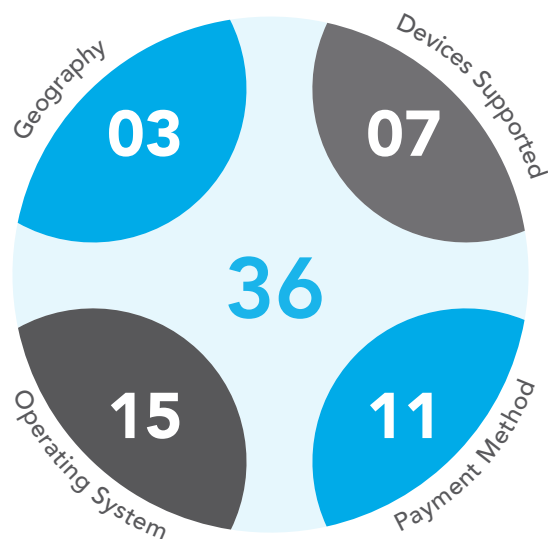


TCPOS is offers IT solutions for hospitality, catering, retail and leisure businesses.



Company: Thumbzup
Launch Date: 2012

Customers: Not available
Customer Focus: Financial institutions, enterprise, retail
Pricing: Not available



Thumbzup offers chip-and-PIN & magstripe data, real-time analytics/data/reporting, and more. Through the mobile app, rich receipts can also be generated for the transactions, including location information. The device can also be remotely activated, deactivated and reactivated.

CORE + BACK OFFICE



Company: Ticketbud
Launch Date: 2017

Customers/Volume: Not available
Customer Focus: Event organizers
Pricing: 2.8% + \$0.4 per transaction

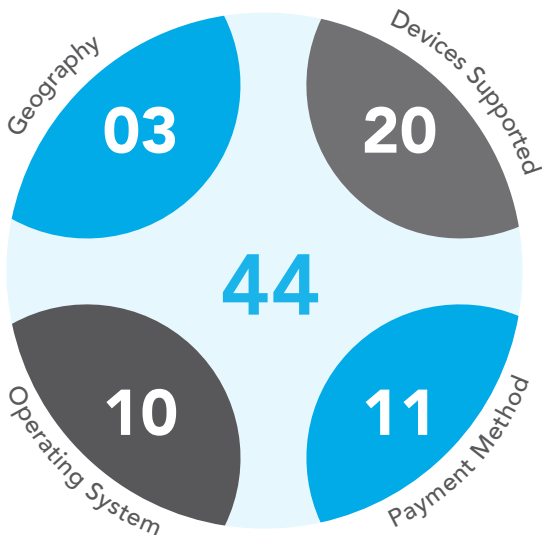


Ticketbud provides event registration and management software, ticketing services and POS systems for events. The company's mPOS solution, Acorn, attaches to an iPhone, iPad or iTouch device via the headphone jack and can process both chip and swipe cards. The POS is embedded in the Ticketbud event organizer app, which allows event organizers to check in and verify attendees and provides real-time sales and revenue reports.



Company: Vantiv
Launch Date: October 2012

Customers/Volume: Serves over 400,000 merchant locations
Customer Focus: SMB
Pricing: Not available



Vantiv launched a tablet-based, cloud-connected point-of-sale system with Paydiant in 2012 and has subsequently announced distribution agreements with AT&T and Sprint. Vantiv Mobile Checkout offers an the ability to track sales and profitability, analyze and report on customer trends, manage inventory, market to customers and process sales on site or on location with secure payment processing.

CORE + BACK OFFICE



Company: Yoco
Launch Date: 2012

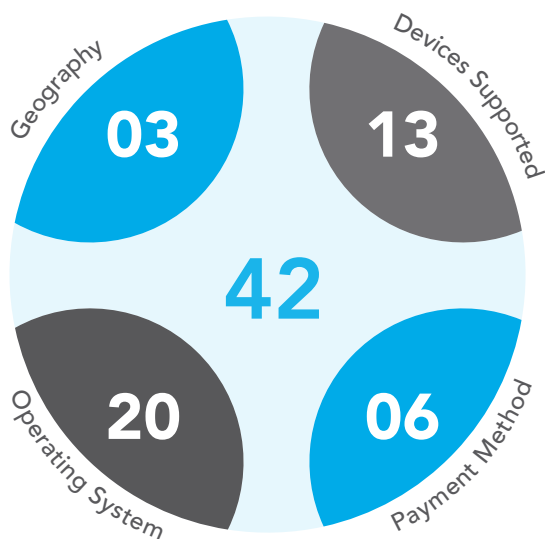


Customers: 14,000
Customer Focus: Bars, cafes, restaurants, retail
Pricing: Not available

Yoco offers mobile card readers that allow customers to accept payments by connecting to their smartphones or tablets. The company also offers free business tools, including the Yoco App and Business Portal, which give real-time insights and administrative tools.



Company: ZipZap
Launch Date: 2013



Customers/Volume: Not available
Customer Focus: Technicians, instructors, landscapers, plumbers
Pricing: 3% transaction fee

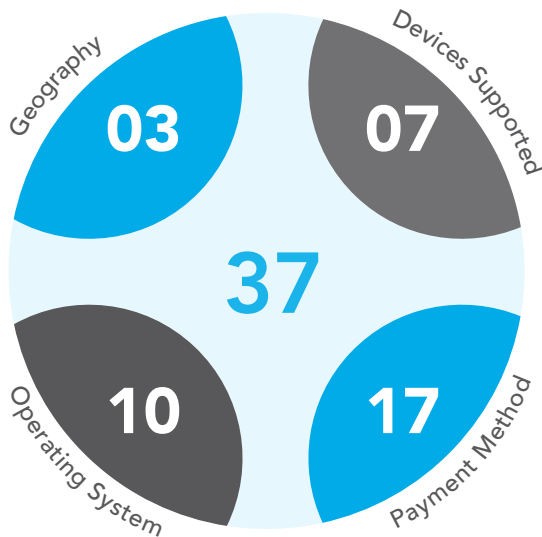
ZipZap, from Paycorp, offers a South African mPOS solution that can be used across all current mobile operating systems (Blackberry, iOS, Android, Windows Mobile and Desktop). The company aims to provide advantages for businesses or retailers who have previously had to take payments in cash or rely on their clients to pay via EFT. The solution supports both chip & PIN and regular swipe card transactions. ZipZap is backed by Paycorp Holdings, South Africa's only independent provider of end-to-end payment solutions, offering ATMs, prepaid card programs and credit and debit card terminals.

CORE + FRONT + BACK OFFICE



Company: AccoPOS

Launch Date: 1996



Customers/Volume: Not available

Customer Focus: Retail, restaurant and merchants

Pricing: available for \$799 with monthly subscriptions starting at \$29

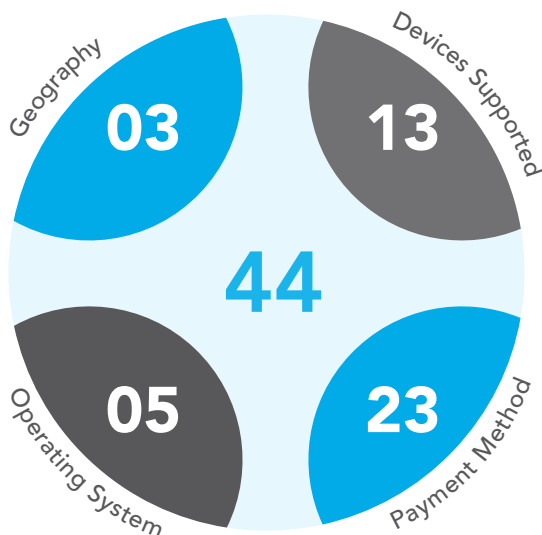
AccuPOS, Inc. designs, develops and delivers point-of-sale (POS), inventory management and time clock solutions for the restaurant and retail industries.



Ambur

Company: Ambur

Launch Date: March 2012



Customers/Volume: 800 clients

Customer Focus: Restaurant industry

Pricing: \$999 one-time fee

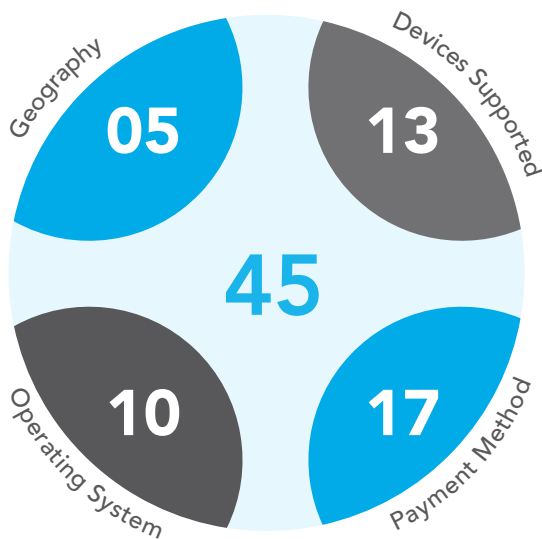
The Ambur restaurant point-of-sale system was born in Kabab and Curry, a family restaurant in Williamsville, New York. Compatible with iOS, Ambur's app is an easy to use solution with features to fit a large variety of food service needs. The software is stored in a cloud server and wirelessly transmitted to all Ambur compatible Apple devices. All restaurant data is also stored in the cloud through Dropbox's free storage service.

CORE + FRONT + BACK OFFICE



Company: Aptito

Launch Date: January 2011



Customers/Volume: Not available

Customer Focus: SMBs with focus on restaurant industry

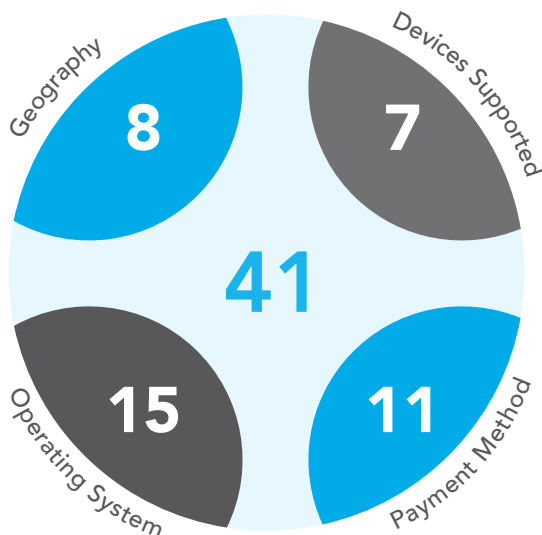
Pricing: Not available

Aptito was originally launched to provide digital menus for iPad and Android users. The platform expanded to create an all-in-one service that merges an iPad POS system with inventory management and customizable reports functions, as well as customer-facing options for reservations, takeout and remote order placement. In January 2013, Aptito achieved Visa Ready status for their mPOS solution.



Company: AptoStore

Launch Date: 1971



Customers/Volume: Not available

Customer Focus: Apparel, footwear, sporting goods, hardgoods, general merchandise and specialty retailers

Pricing: Not available

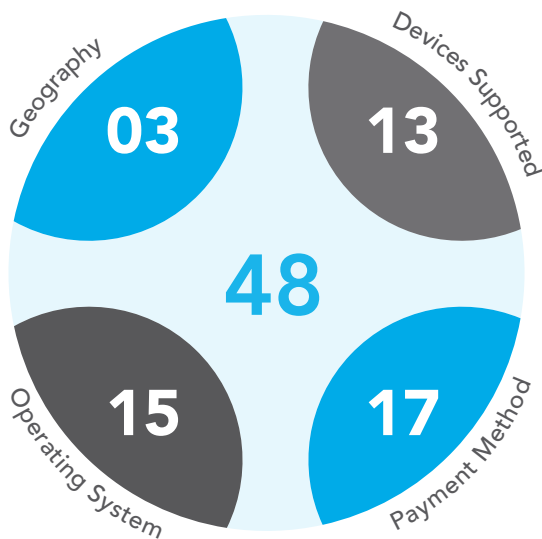
AptoStore uses the same architecture as its standard Store application to deliver functionality on Apple iPad and iPod and Microsoft Windows mobile devices. Aptos Mobile Store offers store managers and sales associates tools aimed at helping them enhance customer service and productivity by completing mobile E2E POS transactions, looking up items, locating stock and carrying out various inventory management functions.

CORE + FRONT + BACK OFFICE



Company: Bransom

Launch Date: Not available



Customers/Volume: Not available

Customer Focus: jewellery

Pricing: £27.50 - £42.50

Bransom provides computer systems for independent retail jewelers and pawnbrokers. Its software offerings include cloud-based mPOS solutions.



Company: Bypass

Launch Date: 2010



Customers/Volume: Not available

Customer Focus: Concert and sports arena

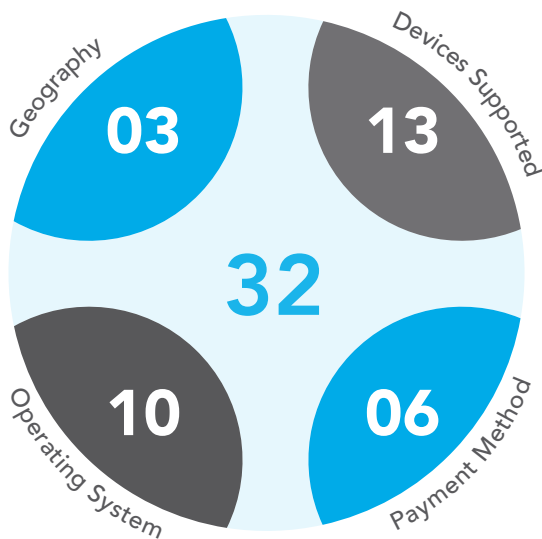
Pricing: Not available

Bypass Mobile simplifies commerce for sports and entertainment properties. The solution pairs the tablet technology with software tailored to the challenges of high volume, complex operations. Bypass software modules support parking attendants, fixed food and beverage POS, fixed retail POS, handhelds for in-seat and in-suite service, hawkers and portables.

CORE + FRONT + BACK OFFICE



Company: CAKE
Launch Date: 2011



Customers/Volume: Not available
Customer Focus: Restaurants
Pricing: 2.5% per swipe

CAKE provides services to restaurants that range from mobile marketing and waitlist management to point of sale and payment processing. Its mobile OrderPad solution aims to offer the convenience of a tablet with the security of a full POS solution.



Company: Cashier Live
Launch Date: 2009



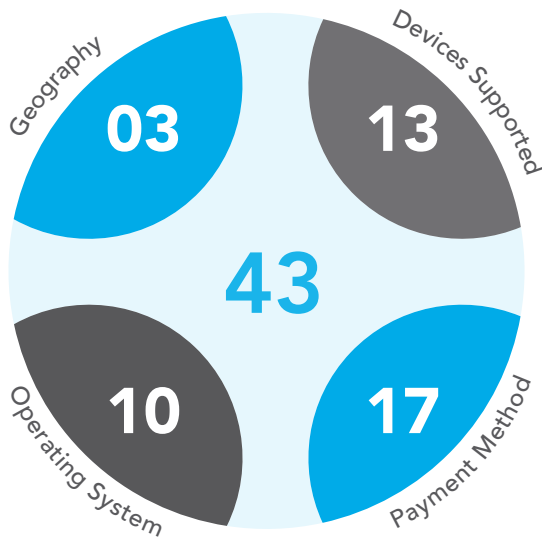
Customers/Volume: Not available
Customer Focus: Arts, beauty salon, clothing, electronics, grocery, kiosks, pharmacies
Pricing: from 2.7% per transaction

CashierLive's solution enables merchants to process sales, accept payments and manage inventory from their own computers, iPhones, or iPads. The brand's mission is to provide an affordable POS software to independent retailers.

CORE + FRONT + BACK OFFICE



Company: Cielo
Launch Date: 2010



Customers/Volume: Not available

Customer Focus: Professionals, independent sellers, microentrepreneurs

Pricing: Connectivity rate is from R\$ 11.90 (no charge for the device), Debit 3.19%, Credit 4.05%

Cielo Mobile Solution is a major card payment processor in Brazil. Cielo developed the first mPOS Solution for Brazilian market. Cielo Mobile application and Cielo POS base are available to receive payment via a cellphone number.



Company: Comercia Global Payments
Launch Date: 2010



Customers/Volume: Not available

Customer Focus: All merchants

Pricing: 49€ + 1,99% per transaction

Comercia Global Payments, Entidad de Pago S.L., is a subsidiary company of CaixaBank and "Global Payments." Comercia Global Payments aims to offer flexible and adaptable payment management services that meet the needs of clients and intermediaries. Comercia Global Payments mPOS is a Bluetooth card reader. The solution offers a way to collect payments with smartphones, streamlining e-payments for small business such as self-employed professionals who do their work in customers' homes, repair services, home delivery services, taxis, craft fairs, etc.

CORE + FRONT + BACK OFFICE



Company: Digio

Launch Date: July 2012



Customers/Volume: 10,000+ merchants

Customer Focus: All merchants – micro, SMB, enterprise

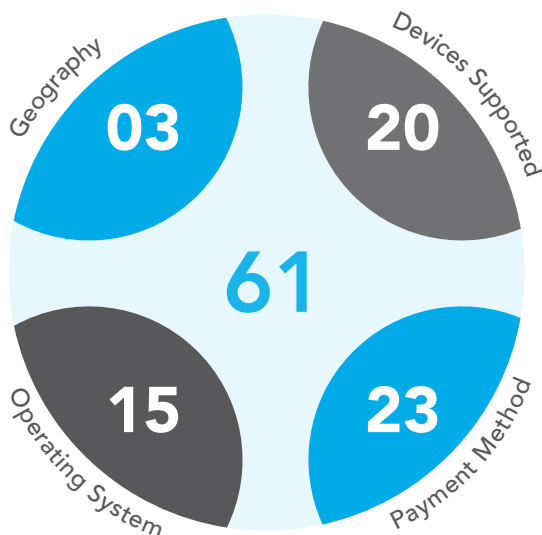
Pricing: THB 2,000 per reader + MDR fee 1.8-2.5%

Digio, in partnership with Soft Space Sdn Bhd, was the first to launch an EMV compatible mobile card reader and POS system in Thailand. The card reader, combined with the system Tab2Pay, provides a point of sale system for merchants on smartphones and tablets. The solution is EMV Level 1 & Level 2 and PCI-DSS compliant with end-to-end encryption. Tab2Pay supports both iOS and Android devices.



Company: eHopper

Launch Date: 2014



Customers/Volume: N/A

Customer Focus: QSRs, Coffee shop, Food Truck, Bakery, Vabe, Liquor, Retail

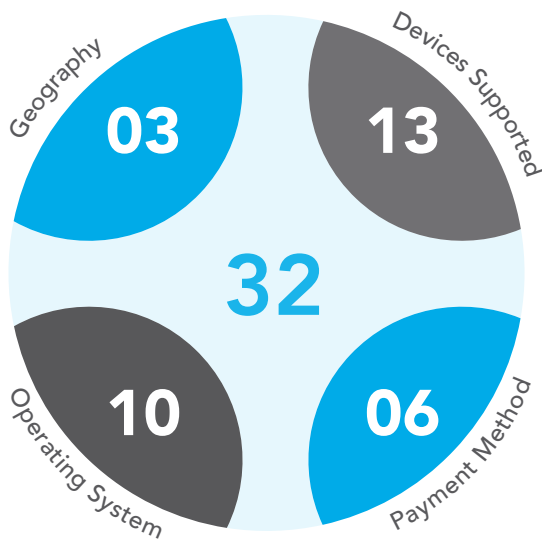
Pricing: \$39.99 per month

eHopper provides a POS and business management system that is accessible on Android tablet, iPad, PC and Poynt mobile terminal. Features include real-time reports on inventory, sales and daily earnings.

CORE + FRONT + BACK OFFICE



Company: Elavon
Launch Date: 1991



Customers/Volume: Not available

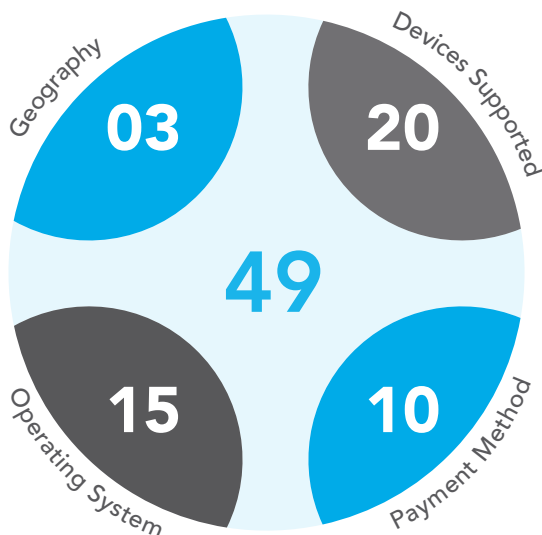
Customer Focus: Health and beauty providers, food service, garden centres, home furnishing supplies, taxi companies

Pricing: Not available

Credit card transaction processor Elavon's VirtualMerchant Mobile solution offers a payment app and Bluetooth card reader. The company works to allow business owners to accept and process chip and PIN credit and debit card payments in real-time. The solution is currently available for businesses in the U.K., Ireland, Poland and Germany.



Company: EmobilePOS
Launch Date: July 2011



Customers/Volume: 1.3 B Sales transactions (companywide)

Customer Focus: Mobile retail, retail, restaurants, direct store delivery, field service sales and wholesale distribution

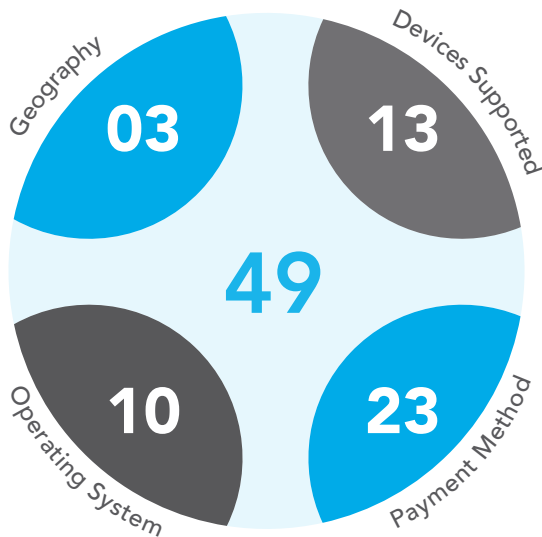
Pricing: Not available

EMobilePOS is an integrated mPOS system that provides front and back office capabilities, including inventory management, a variety of accounting, POS and ERP systems and real-time access to analytic data, as well as control of all mobile devices and transactions and the ability to manage products, pricing, contacts, discounts and sales. The solution is PCI-DSS compliant.

CORE + FRONT + BACK OFFICE



Company: EPOS
Launch Date: 2011

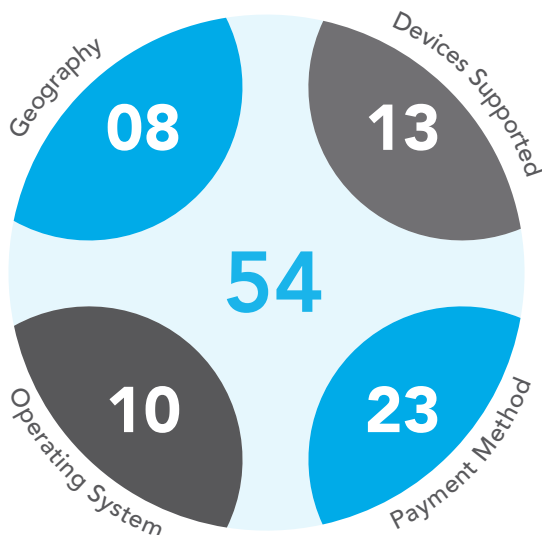


Customers/Volume: +30,000
Customer Focus: Retail, Hospitality
Pricing: N/A

EPOS produces electronic point of sale (POS) systems and cloud-based POS software.



Company: ERPLY
Launch Date: 2009



Customers/Volume: 100k customers
Customer Focus: All merchants
Pricing: from 1.9% per swipe

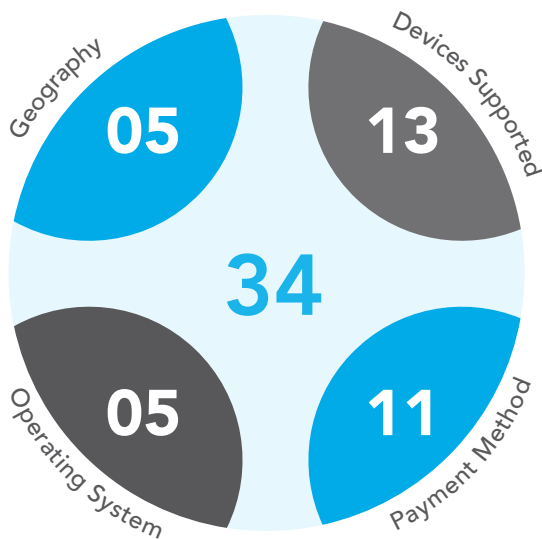
ERPLY's cloud-based, mPOS software is intended to simplify the process of running multiple registers. Merchants can ring up sales, track customers and manage inventory and employees from any LAN or wireless network with the POS solution. It is compatible with devices like iPads, Windows PCs, Android smartphones and dedicated POS hardware.

CORE + FRONT + BACK OFFICE



Company: Ezidebit
Launch Date: 1998

Customers/Volume: N/A
Customer Focus: SMBs
Pricing: N/A

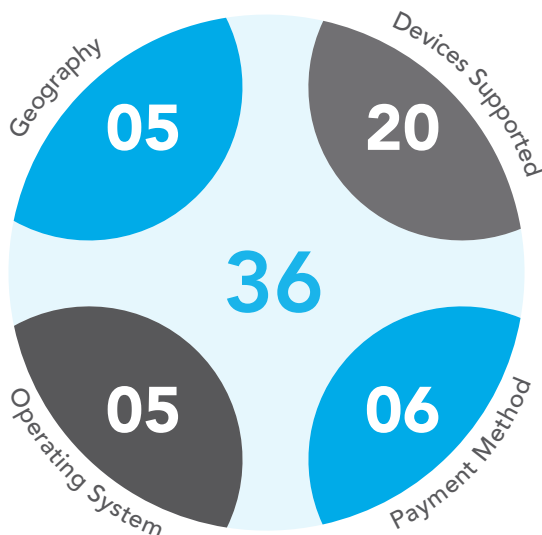


Ezidebit is a payment processing solution provider. Its offerings can be used to accept payments made via direct debit, BPAY and eCommerce solutions.

GASTROFIX

Company: GASTROFIX
Launch Date: 1990

Customers/Volume: 12,000
Customer Focus: Bars, coffee shop, food truck, hospitality, retail, hotel, restaurant, stadium
Pricing: Not available



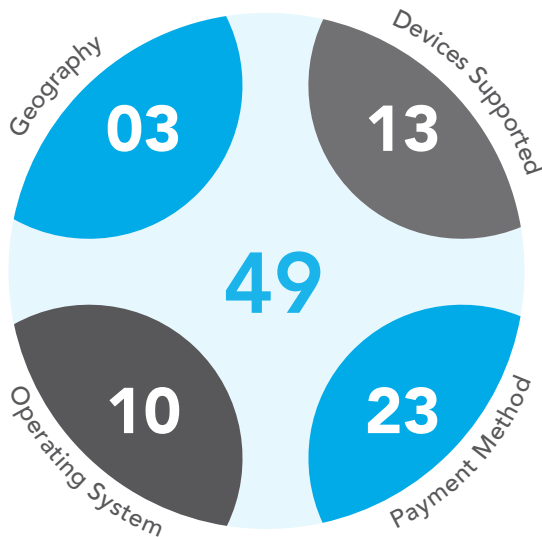
GASTROFIX offers hospitality operations management software, including an iPad- and iPod Touch-based POS System. The software also provides informative reports for back office operations.

CORE + FRONT + BACK OFFICE



Company: GeoPagos
Launch Date: 2011

Customers/Volume: Not available
Customer Focus: Mobile Payments, mPOS, E-Commerce, Digital Payments, Loyalty, Digital Solutions
Pricing: Not available



GeoPagos provides digital payment solutions including an mPOS platform, a payments gateway and loyalty offerings.



Company: Granbury
Launch Date: 2013

Customers/Volume: Not available
Customer Focus: Pizza, coffee, casual dining, wine
Pricing: \$99 per month

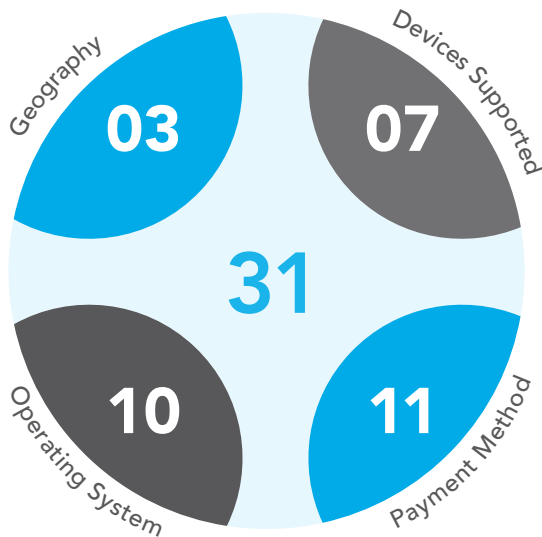


From point of sale to enterprise management, online ordering to restaurant marketing, Granbury Restaurant Solutions (GRS) has brought together experienced industry leaders to provide its customers with end-to-end technology solutions and superior service. Thrive POS features include a graphical ordering system, phone order and delivery management, access to detailed customer information, back office management solutions, labor management and inventory tracking.

CORE + FRONT + BACK OFFICE



Company: Heartland
Launch Date: 1997



Customers/Volume: Not available

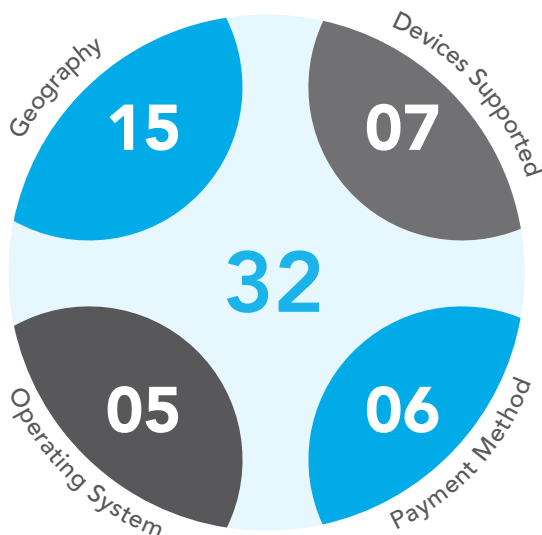
Customer Focus: Consulting, financial services, payments, security

Pricing: Not available

Heartland Payment Systems, Inc. provides payment processing services to U.S.-based SMBs and network services merchants.



Company: HP ELITEPAD
Launch Date: 2013



Customers: Not available

Customer Focus: All merchants

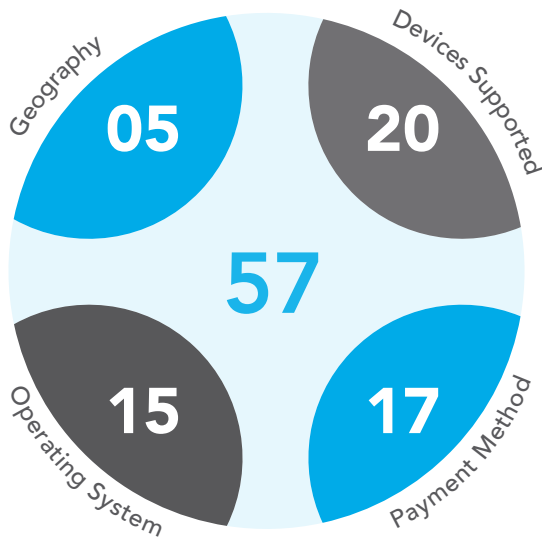
Pricing: Not available

The HP ElitePad mPOS Solution is a retail payment system that offers features like the HP Retail Jacket, which provides a fully integrated design with built-in POS functionalities. When combined, these solutions allow associates to accelerate checkout, increase sales and respond more quickly to customers. It can also be used to assist store management with internal communication, reporting and workforce management.

CORE + FRONT + BACK OFFICE



Company: I Love Velvet
Launch Date: MAY 2013

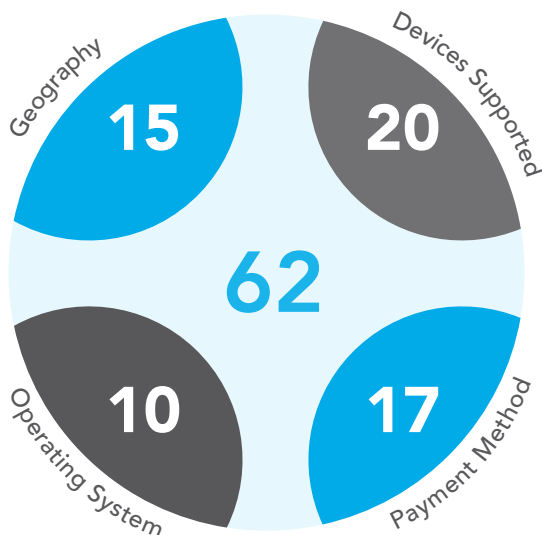


Customers/Volume: 50,000+ devices in the market
Customer Focus: Large merchants - retail, restaurant & entertainment
Pricing: Not available

The I Love Velvet hardware device is not a dongle but a "sleeve" into which an iPhone, iPod Touch, iPad and/ or iPad mini rests that has a slot for a card to be swiped. These "sleeves" accept mag stripe cards and are also EMV certified to authorize PIN and integrated chip (IC) payments from credit, debit and smart cards across the globe. The I Love Velvet software solution is supplemented by a cloud-based software suite that includes loyalty, CRM/personalization and purchase history.



Company: iConnect
Launch Date: 2010



Customers/Volume: Not available
Customer Focus: Retail, salon, restaurant, petroleum, micro market
Pricing: Not available

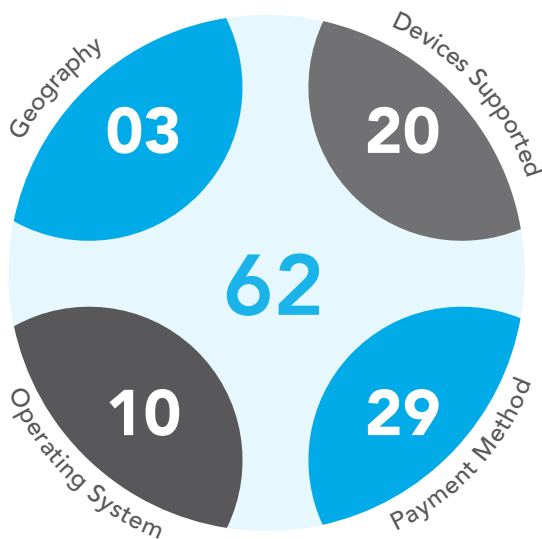
iConnect offers POS systems through cloud and mobile technologies. The company's solutions operate on a range of devices and platforms, including iOS devices, Android devices and web browsers

CORE + FRONT + BACK OFFICE



Company: Imobile3

Launch Date: 2009



Customers/Volume: Not available

Customer Focus: Payment processing, retail, hospitality, restaurant

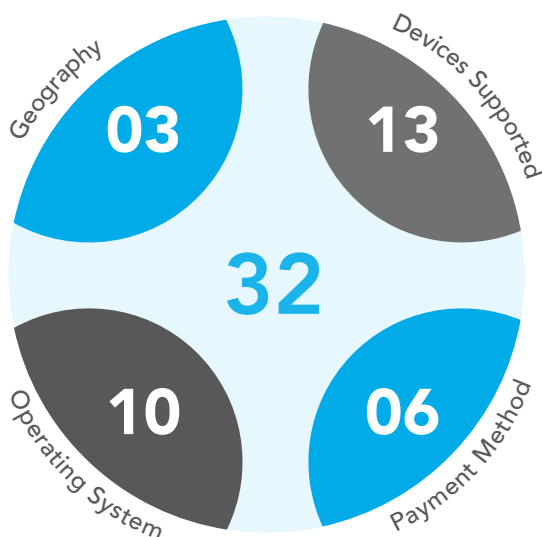
Pricing: Not available

Specializing in white-label point of sale, mobile loyalty applications and digital marketing software, iMobile3 works with 15 of the top 20 payment processing companies in the U.S., as well as a number of leading retail and hospitality companies. Its solutions provide a set of complementary value-added solutions that payment providers can package with their merchant service offerings to create value amongst their portfolios.



Company: India Transact

Launch Date: 2012



Customers/Volume: Not available

Customer Focus: Banks, retail, petroleum, reward program managers, card issuance agencies, payroll, health care and commercial clients

Pricing: Not available

India Transact Services Ltd. is a fully owned subsidiary of AGS Transact Technologies Ltd. with focus on the Indian payments industry. Its mobile solution, Swipe-it, features an audio jack card reader, and an application-based mPOS. It provides mobile-based merchant acquiring, transaction acquiring for debit, credit and prepaid cards (closed, semi-closed and open loop cards), transaction processing, program management, customer support, reconciliation and settlement services, and linked-loyalty solutions.

CORE + FRONT + BACK OFFICE



Company: ING
Launch Date: 2016



Customers: Not available

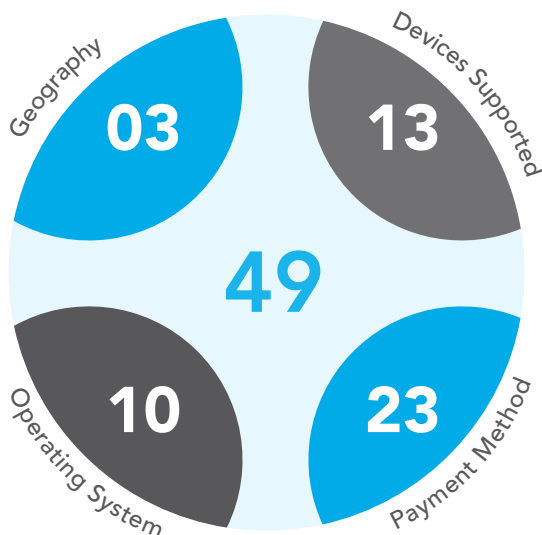
Customer Focus: Insurance, transport, retail

Pricing: Not available

ING recently partnered with GoSwift and MasterCard to roll out a new mPOS payments collection service in Romania. The system accepts any type of card, allows real-time access to transaction records and supports other value-added services, including consumer loyalty applications.



Company: Instore
Launch Date: 2009



Customers: Not available

Customer Focus: Restaurant, coffee shop, retail, bakeries, bars and clubs, other business

Pricing: Not available

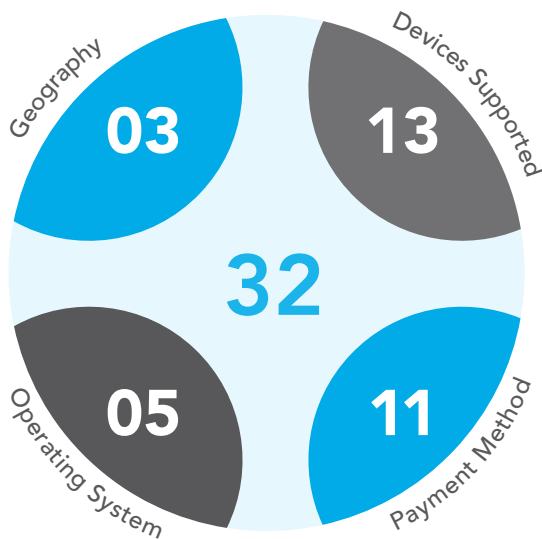
Instore is an operating system for retail businesses that offers labor management, customer rewards, CRM, marketing, gift cards, reporting, bar code scanning and more. It also offers Instore Terminal, which combines payments, gift cards, rewards and CRM.

CORE + FRONT + BACK OFFICE



Company: Jesta I.S.

Launch Date: 2002



Customers/Volume: Not available

Customer Focus: Wholesaler, retailer

Pricing: Not available

Jesta I.S. Inc. develops and supplies integrated software solutions for brand manufacturers, wholesalers and retailers specializing in apparel, footwear and hard-goods verticals worldwide.



Company: Kachng

Launch Date: 2012



Customers/Volume: Not available

Customer Focus: Food & beverage

Pricing: Not available

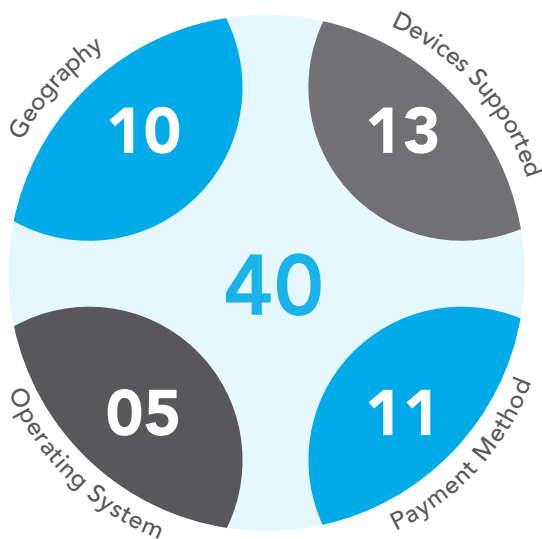
MICROS Kachng is a cloud-based mobile POS solution designed for SMEs from the retail and hospitality sector. Different capabilities, like reporting, promotion, stock management, gift, vouchers, and integrations with companies like Amazon and Magento, among others, can also be added.

CORE + FRONT + BACK OFFICE



Company: Kibo
Launch Date: 1977

Customers/Volume: Not available
Customer Focus: Retail
Pricing: Not available



Kibo is the strategic merger of industry leaders, Marketlive, Shopatron, and Fiverun. Kibo is an omnichannel commerce platform with mPOS solutions features that include a retail associate platform and unified back and front store operations.



Company: Koupah
Launch Date: April 2013

Customers/Volume: Not available
Customer Focus: Restaurants, bars, cafes and retailers
Pricing: 2.69% + \$.03 per transaction



Koupah is a self-described mobile "Point of Social" platform, as it uses an integrated system to connect retailers and customers using customer loyalty programs tied to payments. Its pricing scheme is offset by a percent of spend when loyalty offers are redeemed. The system is activated when a customer walks into the store and taps their phone to a Koupah terminal, which then alerts the store employee, pulls up the customer's preferences and sends coupons to their phone for use at checkout.

CORE + FRONT + BACK OFFICE



Company: KWI

Launch Date: December 2011



Customers/Volume: Implemented in over 500 retail stores, nearly \$100 million in sales, over 1.4 million transactions, and 6,000 transactions/day during

Customer Focus: Specialty retail

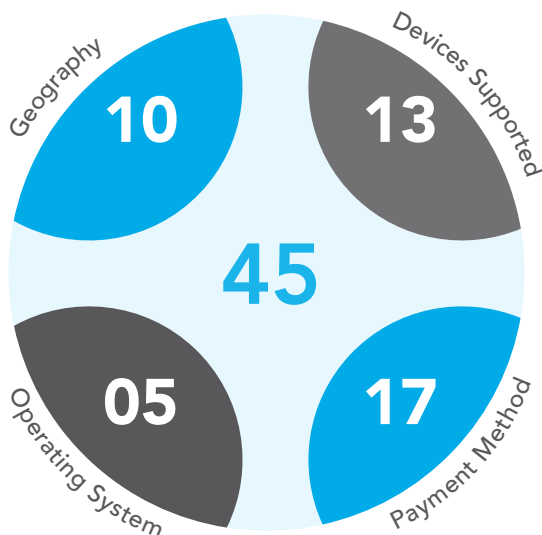
Pricing: Not available

KWI entered the market in 1985 as a traditional POS solution and was the first to offer cloud-based retail solutions. Its systems include merchandising, POS, MPOS, CRM and loss prevention. Powered by Global Bay, it offers inventory control functions, in-store dashboard/KPI of performance indicators, CRM/Marketworks to deploy customer incentives at a store level.



Company: Lightspeed

Launch Date: 2005



Customers/Volume: 50,000

Customer Focus: Retailers and restaurateurs

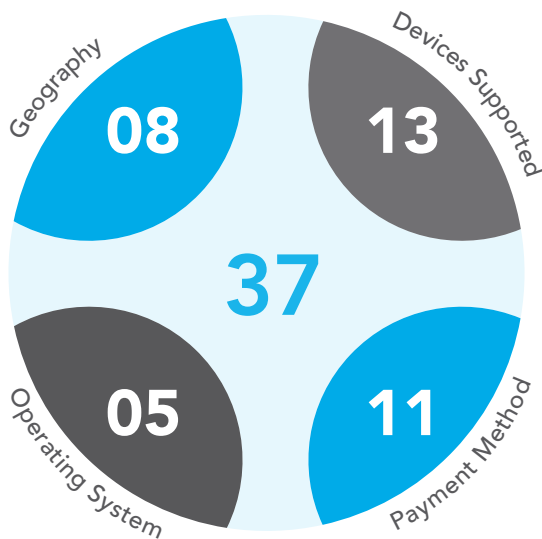
Pricing: Not available

Lightspeed develops and sells point of sale technology for retailers and restaurants — mobile device-based systems for recording transactions, keeping inventory, managing orders and processing credit card payments. It has offices in Canada, the U.S. and Europe. Lightspeed is backed by Accel Partners and iNovia Capital.

CORE + FRONT + BACK OFFICE



Company: Linga
Launch Date: 2016



Customers/Volume: Not available

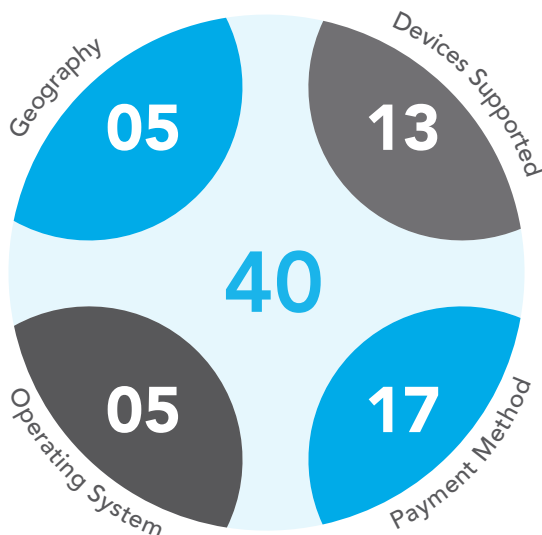
Customer Focus: Restaurant, retail and business community

Pricing: \$49 - \$89

Linga iPad POS is an open platform cloud-based iPad POS system that allows iPads to work independently without the need of a server computer, internet connection or another iPad. It offers point-to-point encryption and EMV integration, intended to help customers stay up-to-date with liability shift guidelines.



Company: LivePOS
Launch Date: 2006



Customers: Not available

Customer Focus: Clothing, Jewelry, Shoe, Furniture, Children, Camera, Liquor, Music, Hobby, Electronic, Vape stores

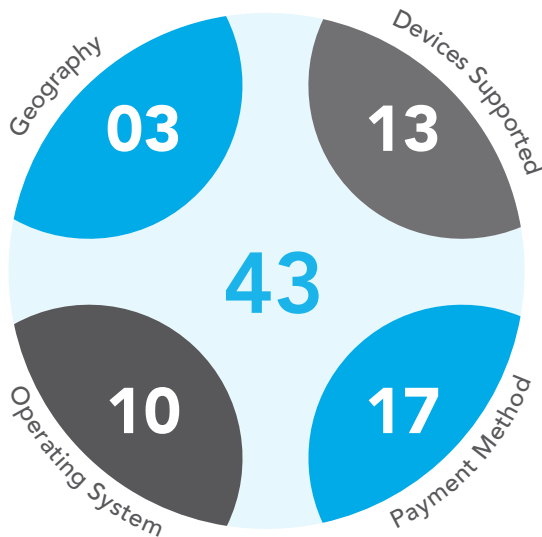
Pricing: Not available

LivePOS provides a cloud POS solution. Its mPOS solution, LivePAD II, runs a full version of the LivePOS software. It uses an HP ElitePad 900 G1 Windows tablet and magnetic stripe card reader and can be integrated to a mobile printer and cash register.

CORE + FRONT + BACK OFFICE



Company: Loyverse POS
Launch Date: 2016



Customers: Not available

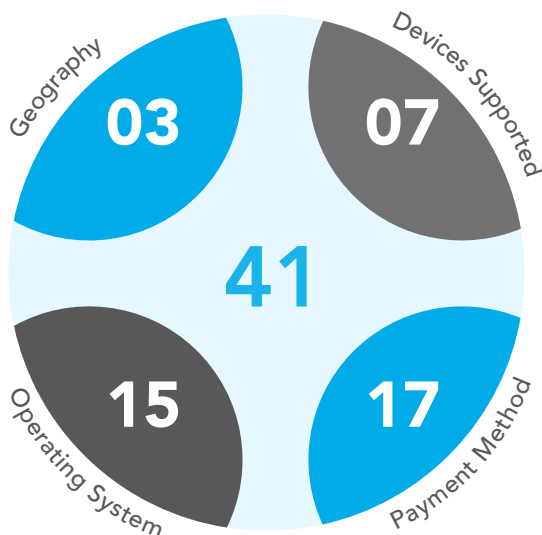
Customer Focus: Small stores, coffee shops, beauty salons & more

Pricing: Free app + payment provider transaction fees

Loyverse offers a cloud-based mPOS solution for smaller retail, restaurant and salon establishments. Customers can use it to manage inventory, view sales analytics, maintain relationships and accept payments.



Company: M4Bank
Launch Date: 2012



Customers: Not available

Customer Focus: Banks, merchants, insurance companies

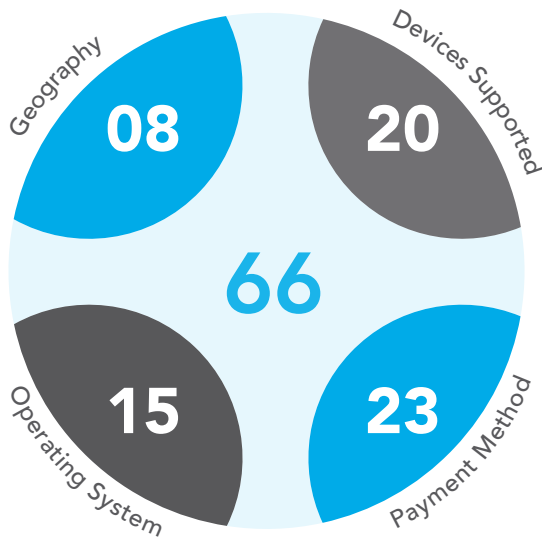
Pricing: Not available

M4Bank provides a smartphone POS app that allows merchants to accept payment via a credit card. The solution also includes a solution that is designed to launch a turnkey mobile acquiring project and comprises interfaces to most of the common processing systems.

CORE + FRONT + BACK OFFICE



Company: Maitre'D
Launch Date: 1999

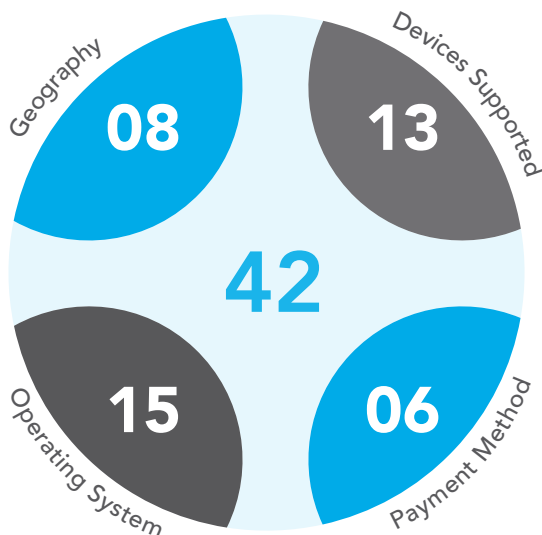


Customers: Not available
Customer Focus: Hospitality
Pricing: Not available

Maitre'D is an mPOS solution for restaurants. The company's solution also offers inventory management and order management tools.



Company: Mi9 Retail
Launch Date: 2001



Customers/Volume: Not available
Customer Focus: Retail
Pricing: Not available

Mi9 Mosaic POS provides cross-platform mPOS functionality and real-time capabilities to omnichannel retailers. The application's HTML5 technology is designed to enable the Mosaic solution to run on a PC workstation, iPad, Android tablet or Windows tablet.

CORE + FRONT + BACK OFFICE

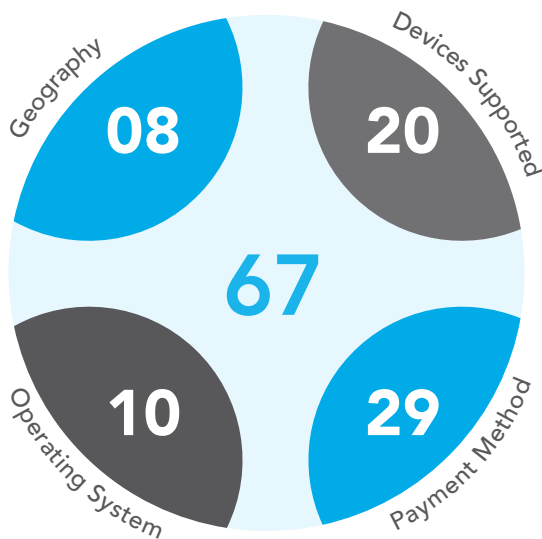


Company: Mint
Launch Date: 2005

Customers/Volume: 5,500

Customer Focus: SMBs, Corporates & large enterprises, banks & financial institutions, retail/hospitality, travel, accountancy, developers

Pricing: 1.75% transaction fee



Mint Wireless Limited (MNW) is a global mobile payments and transactions processing company. MNW has a mobile payment technology platform that enables corporate enterprises to accept credit and debit card payments on various mobile phones, tablets and mobile computing devices. The company has invested and built a bank grade payments technology and infrastructure that has allowed it to become a multichannel and multinational payments organization.



Company: Mobiversa
Launch Date: March 2015

Customers/Volume: Not available

Customer Focus: All merchants

Pricing: Not available

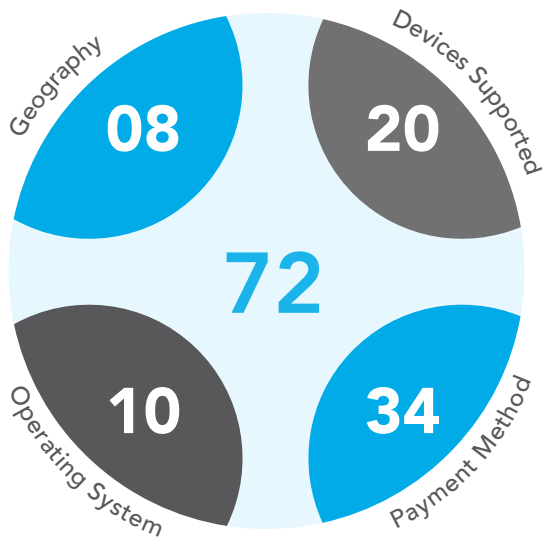


Mobiversa is a payment acquiring technology company that makes mobile commerce accessible to all. The company is headquartered in Kuala Lumpur, Malaysia. Mobiversa's mission is to provide an affordable, convenient and secure mobile payment ecosystem to facilitate transactions using debit and credit cards almost anywhere. Mobiversa's Ezywire is a chip-and-PIN or chip-and sign mPOS. The kernel resides in the Bluetooth-enabled card reader, as it is EMV Level 2 certified.

CORE + FRONT + BACK OFFICE



Company: NCR Silver
Launch Date: June 2012



Customers/Volume: 550 million daily transactions/More than 30,000 mobile app installed

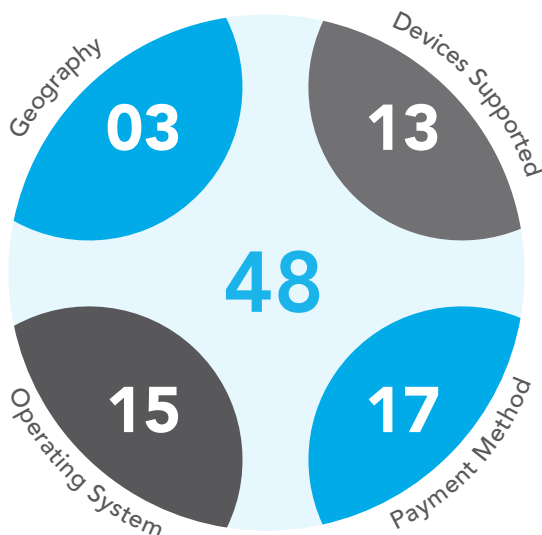
Customer Focus: SMB

Pricing: Tablet-based system into Retail is \$59/month per register and Foodservice is \$129/month (add \$0.10/transaction up to \$29/m for each additional register)

NCR Silver is the mobile entry by established consumer transaction heavy, NCR. A longtime provider of hardware, software, and banking services, NCR aims to handle all facets of the tablet POS market. Generally, Silver operates best in small to medium-sized outlets with single locations, particularly those specializing in retail or quick service.

O₂

Company: O2
Launch Date: 2016



Customers/Volume: +1000

Customer Focus: Coffee shops, bars, restaurants, shops, convenience stores, and stalls

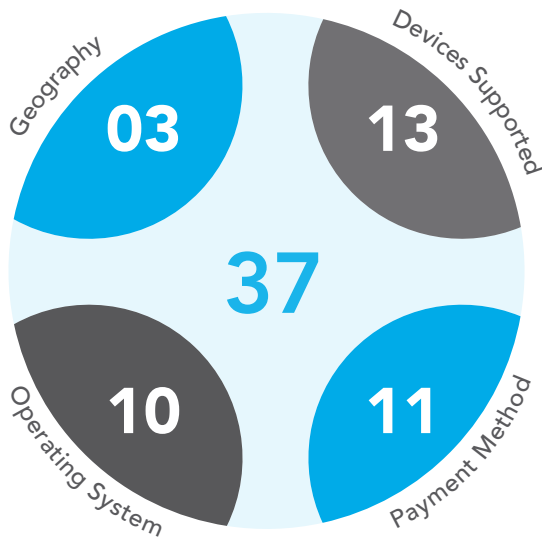
Pricing: CZK 250-499 per month

O2, in cooperation with Wirecard, offers eKasa. It is a fully online, tablet-based fiscal till system that also includes credit card payment transaction services. The solution includes a card reader that provides merchants with secure chip and PIN mobile card acceptance and is suitable for retailers and companies from all industries.

CORE + FRONT + BACK OFFICE



Company: OnlyPOS
Launch Date: 2008

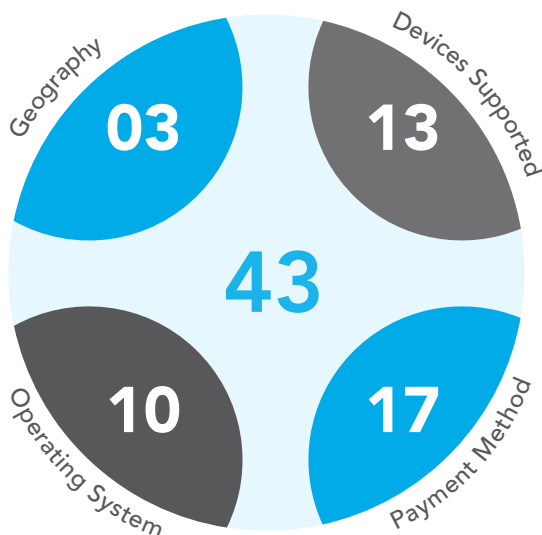


Customers/Volume: N/A
Customer Focus: Retailers
Pricing: N/A

OnlyPOS is a POS hardware and software provider. Its offerings include information technology (IT) support and web services.



Company: Openpay
Launch Date: 2012



Customers/Volume: N/A
Customer Focus: Shoppers
Pricing: N/A

Openpay Pty Ltd. provides payment plans for shoppers. Its offerings include in-store, in-home and online payment solutions enabling users to buy now and pay later in retail, medical, automotive, home improvement and other industries.

CORE + FRONT + BACK OFFICE



Company: Orderbird
Launch Date: March 2011

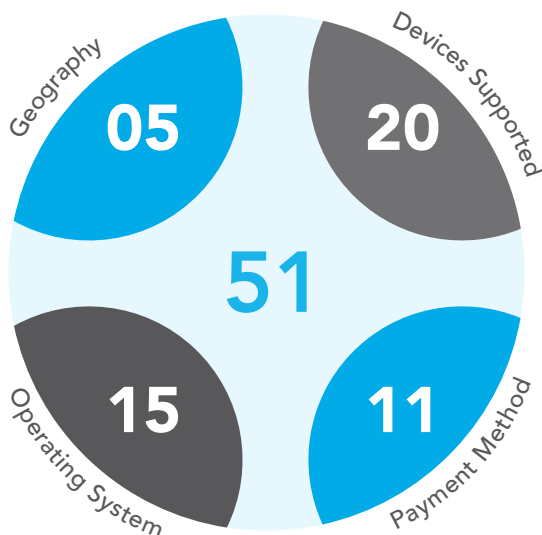


Customers/Volume: 5,000 business customers
Customer Focus: Restaurants
Pricing: € 49 / £ 49 per month, 0.95% giro cards / EC and 2.5% for credit cards

orderbird offers POS solutions for restaurants. The solutions feature ways of customizing menus and offering other tags that are typical for food ordering, as well as an analytics tool that lets a restaurateur look at all the data that gets collected through the system. The company serves restaurants, cafes, bars, clubs, ice cream shops and beer gardens in Germany, Austria and Switzerland.



Company: Payfirma
Launch Date: September 2011



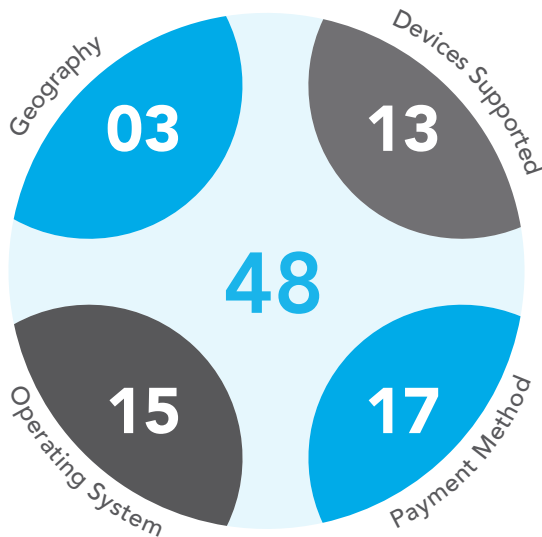
Customers/Volume: Not available
Customer Focus: All merchants – micro, SMB, enterprise
Pricing: \$25 setup fee + \$10 monthly fee + 1.99% - 2.92% + \$.25 / swipe. A minimum monthly fee of \$40 is applied to companies that don't process more than \$2,800 per month.

Payfirma offers mPOS and online transaction payment processing and offers a complete POS system, enabling checkout and item management. Payments can be tracked for cash, checks, debit and credit cards. In addition to mobile and tablet point of sale, Payfirma includes a customer vault, recurring billing and eCommerce.

CORE + FRONT + BACK OFFICE



Company: Paytm
Launch Date: 2010



Customers/Volume: over 20mn registered users

Customer Focus: end users

Pricing: 1.99% per transaction

Paytm Payments Bank operates a mobile and internet-based wallet enabling consumers to send money to any bank account.



Company: Pepperkorn
Launch Date: 2013



Customers/Volume: Not available

Customer Focus: Hospitality, retail, service

Pricing: €35-75 per month

Pepperkorn's mPOS system and cash register solution operates on iPhones, iPods or iPads. The app is designed for the food service, beauty and retail industries, and also features reporting, inventory management, accounting and staff management tools.

CORE + FRONT + BACK OFFICE



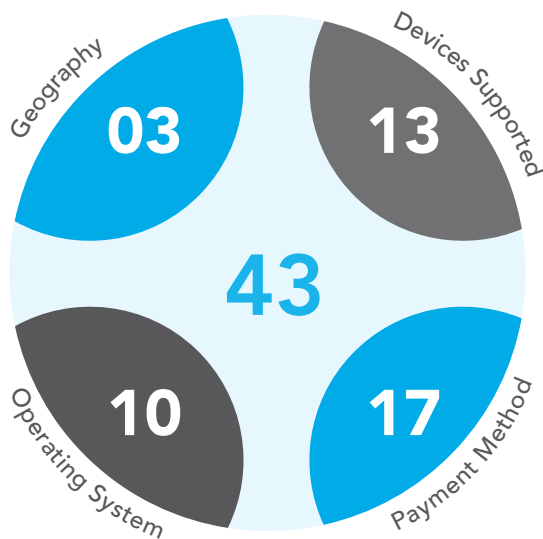
Customers/Volume: Not available

Customer Focus: All merchants

Pricing: 2.69% per transaction

Company: Phone Swipe

Launch Date: 2011



Phone Swipe offers hardware for accepting cash and credit card payments via an iPhone, including those made through Visa, Mastercard, American Express, Discover and PayPal. The company's mobile app boasts real-time reporting, discounts, tips and tax, customizable inventory, email receipts with Google Maps™, one account multiple terminals and a referral program, among other features.



Customers/Volume: Not available

Customer Focus: Retail, medical & health care, automotive, restaurant, real estate

Pricing: Not available

Company: Punchey

Launch Date: 2011



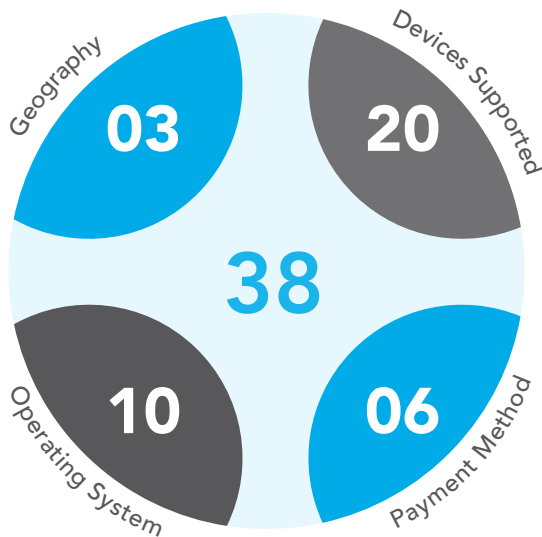
Punchey provides customer relationship management tools that help businesses leverage transaction data to generate targeted offers, manage online reviews to enhance their reputation and build long-term relationships with customers. It connects through an audio jack card reader and is compatible with iOS and Android devices.

CORE + FRONT + BACK OFFICE



Company: Retailcloud

Launch Date: November 2012



Customers/Volume: Not available

Customer Focus: SMB

Pricing: Not available

Retailcloud is an mPOS application allowing: sales, refunds, exchanges, gift cards, payments by credit, PIN debit (needs device) dwolla, gift, cash, integration to P25 BT printer, basic CRM, discount management, digital receipts and integration to third-party mobile apps. Mobile devices may connect to audio and Bluetooth card readers from Shuttle and UniMag.



Company: Revel

Launch Date: September 2010



Customers/Volume: Not available

Customer Focus: Restaurants, retail, QSR, grocery, movie theaters

Pricing: Not available

Revel offers a cloud-based iPad POS system. The system offers real-time reporting for management, enables real-time sales volume and inventory management, and is PCI compliant.

CORE + FRONT + BACK OFFICE



Company: RetailOps
Launch Date: 2011



Customers/Volume: Not available

Customer Focus: eCommerce, enterprise software, point-of-sale solutions, retail, software

Pricing: Not available

RetailOps is a cloud-based platform that provides tools to retailers that have business management needs.



Company: RHB
Launch Date: 2016



Customers/Volume: Not available

Customer Focus: SMEs

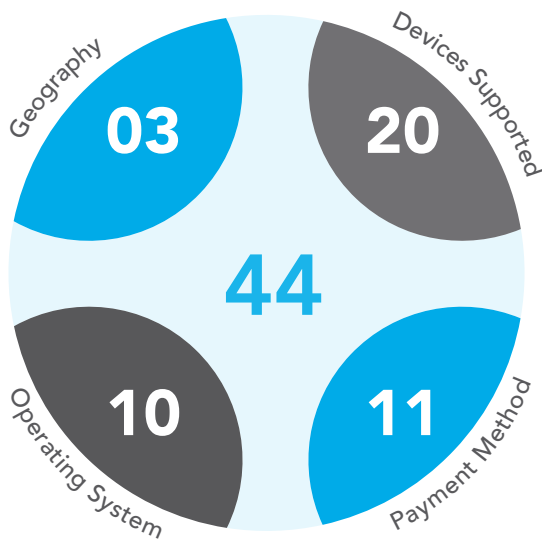
Pricing: Not available

RHB Bank Bhd recently introduced RHB Merchant Mobile Point of Sale, a wireless device that accepts all types of cards transactions and is chip- and PIN-enabled. The solution allows users to receive e-receipts via emails or have notifications sent to their mobile phones.

CORE + FRONT + BACK OFFICE

SalesVu

Company: SalesVu
Launch Date: August 2011t



Customers/Volume: Not available

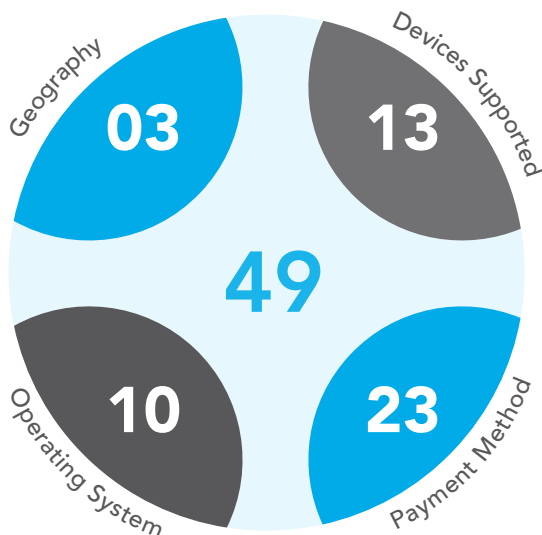
Customer Focus: SMB with focus on restaurant, retail & service industries

Pricing: 2.7% flat rate for both swipe and keyed trans in the U.S. and the Canadian rate varies from 1.73%-3.26% per transaction

SalesVu announced the release of SalesVu 3.0 for iPad, iPhone and iPod Touch. The newest solution is designed to improve efficiency in the mobile workforce and will integrate operations, management and marketing functionalities from SalesVu.com. With the 3.0 service, SalesVu can integrate with Facebook to encourage B2C interactions.

S-Cubism

Company: EC-Orange
Launch Date: December 2013



Customers/Volume: Not available

Customer Focus: Not available

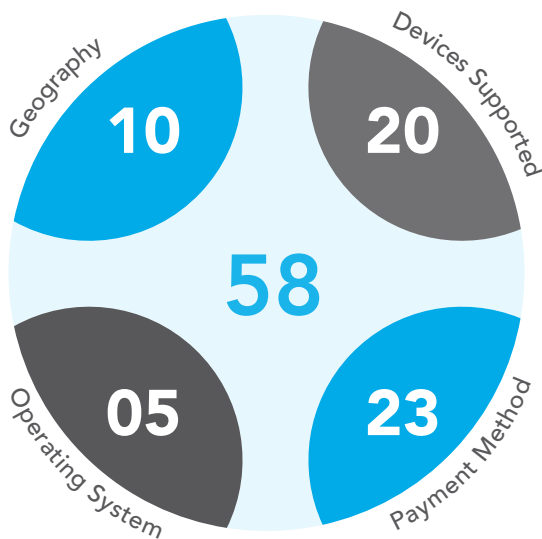
Pricing: Not available

EC-Orange POS is a next-generation POS software solution, available for iPad and Windows tablets. Features include payment processing, inventory management, customer relationship management, promotions support and sales analysis. With more than 4,200 stores across Japan already using EC-Orange POS, S-Cubism is one of the country's leading POS software providers.

CORE + FRONT + BACK OFFICE



Company: ShopKeep
Launch Date: April 2010



Launch Date: April 2010

Customers/Volume: Over 24,000 businesses

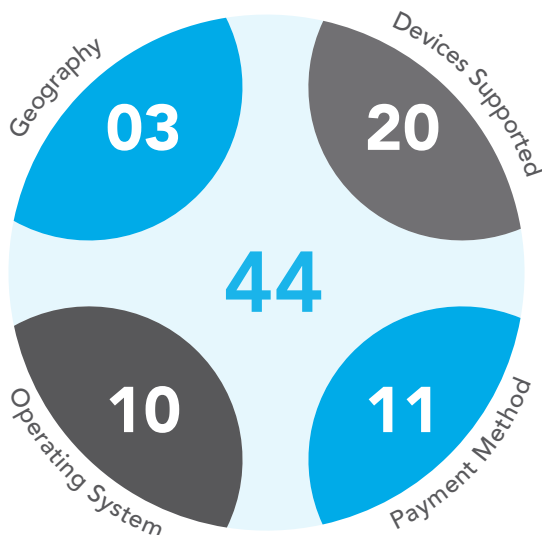
Customer Focus: SMB

Pricing: \$49 for one register & \$98 for two registers per month

ShopKeep provides cloud-based, mobile point of sale solutions to small and medium-sized businesses (SMBs). The company's software as a service solutions act as a mission-critical operating system for SMBs, providing them with the ability to accept payment, track inventory, connect with customers, analyze business metrics and manage employees, as well as integrate with third-party software providers.



Company: Spark Pay
Launch Date: April 2013



Customers/Volume: Not available

Customer Focus: All merchants – micro, SMB, enterprise

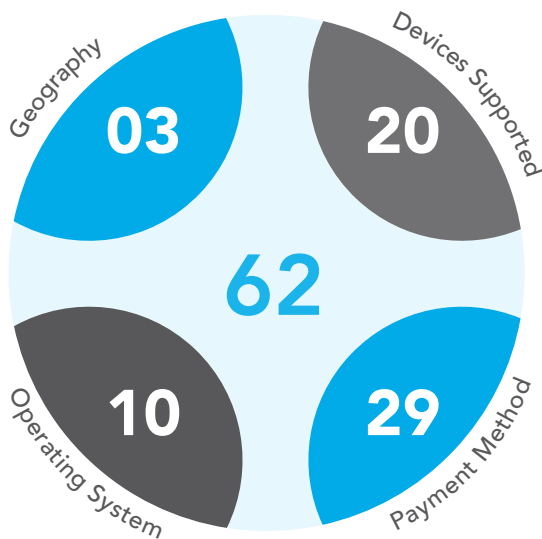
Pricing: "Pro Plan" for \$9.95 per month plus 1.95 % for swiped, 2.95 % for American Express. A la carte - 2.7% per swipe and 3.7% for keyed in transactions

SAIL by Verifone has been repackaged and re-launched by Capital One as Spark Pay. It is being introduced with two payments options that aim to meet the needs of large and small retailers. Users of Spark Pay receive access to tools that may be used for analytics, sales tracking and to send discounts and offers to customers.

CORE + FRONT + BACK OFFICE



Company: Spindle
Launch Date: 2013



Customers/Volume: Not available
Customer Focus: Wholesale and retail
Pricing: 2.75% or 2.24% and \$2.99 per month

Spindle, an mPOS solution provider, offers a mobile payments acceptance solution for Android and Apple operating systems. The solution leverages Yowza!! POS to offer a suite of tools that allows merchants to manage their inventory and workforce, process orders and market their company.



Company: Storezigo
Launch Date: N/A



Customers/Volume: Not available
Customer Focus: retailers and restaurants
Pricing: Basic – INR15,000/month Premium – INR25,000/month

Storezigo provides a cloud-based accounting and point-of-sale (POS) solution. Its product offers eCommerce website integrations, expense management features and payment gateways to help businesses manage inventories via a built-in billing system.

CORE + FRONT + BACK OFFICE



Company: STORIS

Launch Date: 1989



Customers/Volume: Not available

Customer Focus: Furniture, bedding, appliance and electronics industries

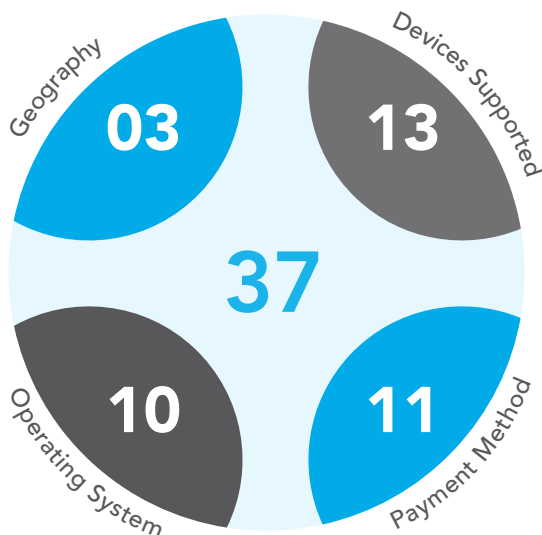
Pricing: Not available

STORIS provides a suite of scalable products for home furnishing retailers, including POS, inventory control, eCommerce and mobile solutions.



Company: Swipe

Launch Date: August 2012



Customers/Volume: Not available

Customer Focus: Small businesses

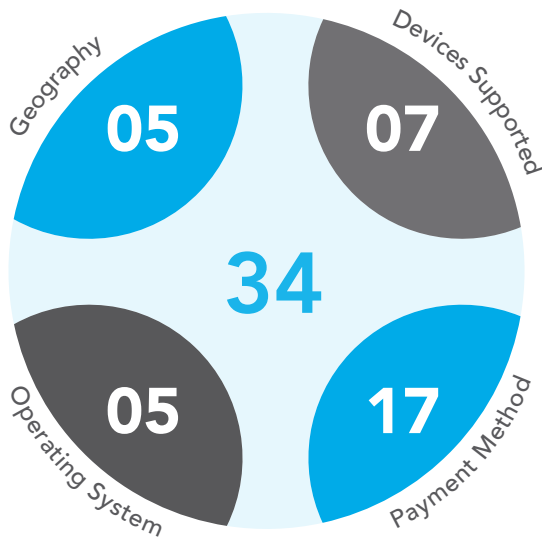
Pricing: 3.5% per transaction

Swipe is an online payment processing solutions hub designed for small businesses, giving users the ability to accept credit card payments at reduced costs.

CORE + FRONT + BACK OFFICE



Company: Talech
Launch Date: 2012



Customers/Volume: Not available

Customer Focus: Small and medium sized businesses.

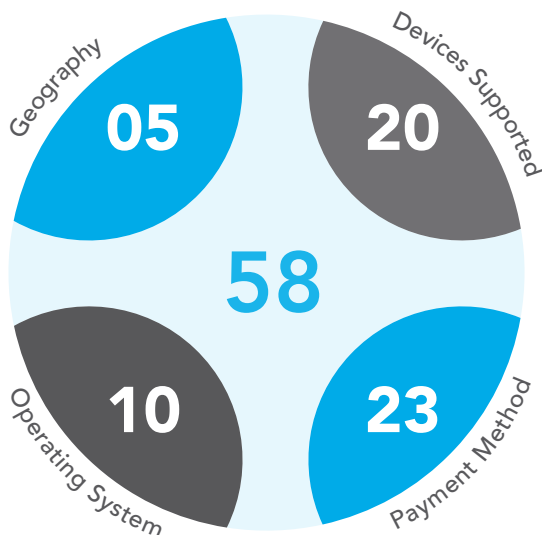
Retail, restaurant, QSR, and others

Pricing: Standard from \$44/month, premium from \$89/month

Talech is a simple, intuitive and intelligent cloud-based POS solution designed to optimize and grow small and medium-sized businesses. With just a few taps on an iPad merchants can take orders, accept payments and manage inventory. The company is headquartered in Palo Alto, California, and has customers across the U.S., the U.K., and Ireland.



Company: Tappr
Launch Date: 2012



Customers: Not available

Customer Focus: Not available

Pricing: Not available

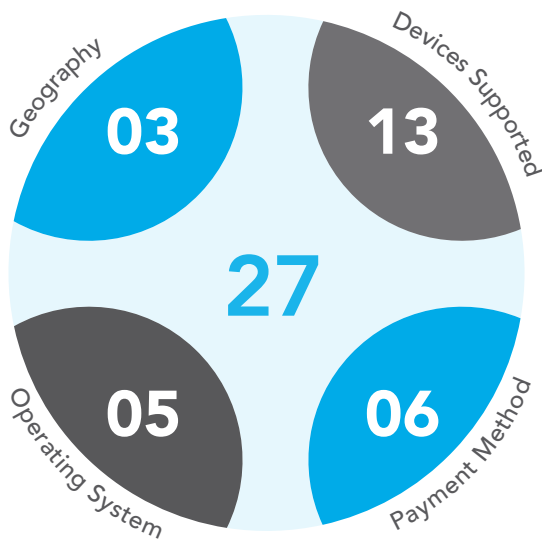
Tappr is a mobile payment technology provider that enables businesses to stay connected online, in-store or on the go. Tappr's products allow merchants to accept their customers' preferred payment methods, such as cards, bitcoins, digital wallets, transportation cards and coupons.

CORE + FRONT + BACK OFFICE



Company: Teamwork Retail

Launch Date: 2016



Customers: Not available

Customer Focus: Not available

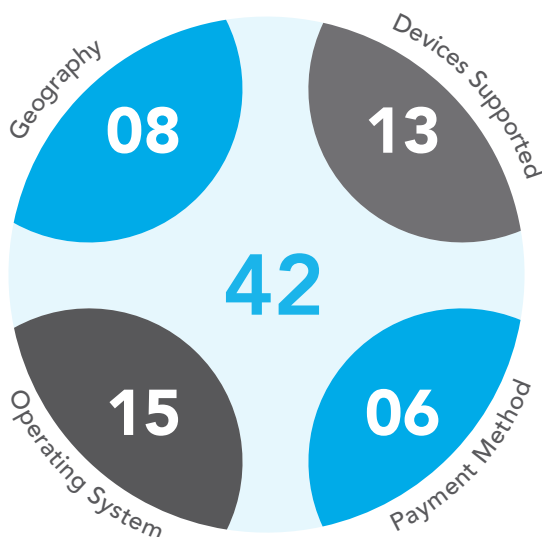
Pricing: Not available

Teamwork Retail manufactures POS systems. Mobile POS by Teamwork allows staff to serve customers anywhere in the store, offers unlimited payment types and is user configurable. It allows to ring up sales by scan or quick pick, take credit cards and capture signatures.



Company: Technolabs

Launch Date: 2010



Customers/Volume: Not available

Customer Focus: Retail

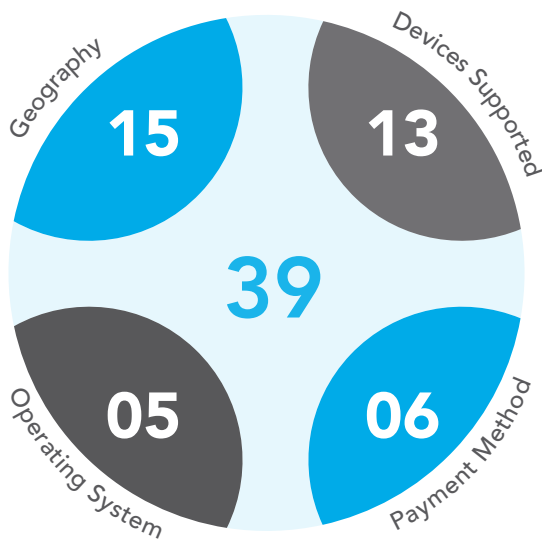
Pricing: Not available

TechnoLabs is a software company focusing on products and solutions in enterprise mobility, mobile document management, eCommerce platforms and retail solutions. Its mPOS solution, Omni Retailer, allows merchants to access operations like billing, stocks, orders with payments, and electronic loyalty cards, as well as integration with SAP, all from their mobile device.

CORE + FRONT + BACK OFFICE

TENDER

Company: Tender
Launch Date: 2012

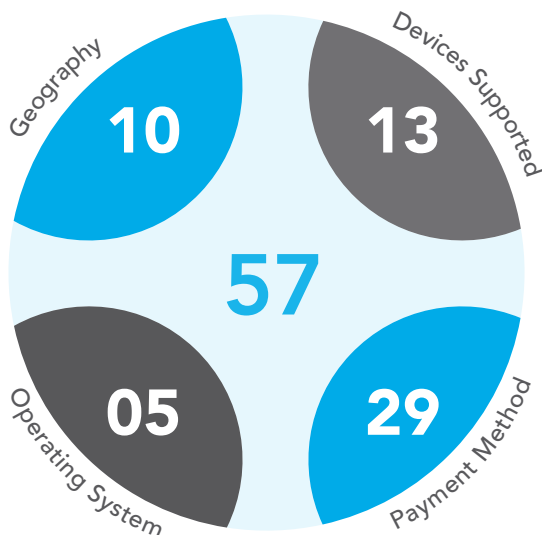


Customers/Volume: Not available
Customer Focus: Restaurants
Pricing: Not available

Tender is a no fuss, all-in-one restaurant management system. Features include a built-in fail-safe that protect the user from power and internet outages to employee clock-in validation.

touchbistro™

Company: TouchBistro
Launch Date: July 2005



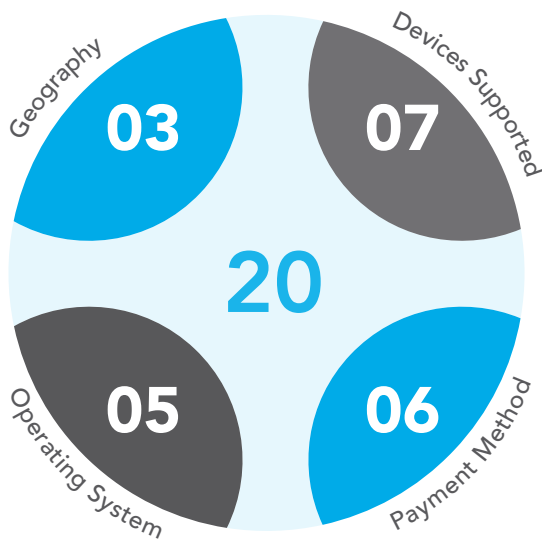
Customers/Volume: nearly \$5 billion USD
Customer Focus: Food and drink industry
Pricing: Monthly fee per 1 license \$69

TouchBistro is an iPad point of sale (POS) solution specifically designed for restaurants. Restaurants, cafes, bars, and food trucks demand a point of sale (POS) solution that can help them improve staff and operation efficiencies, lower costs, and provide a better experience to their customers. TouchBistro is an iPad-based point of sale solution specifically designed to meet the demands of restaurateurs. As the No. 1 grossing food and drink app in over 37 countries in the Apple App Store, TouchBistro is a proven POS solution that delivers an easy to use product, smart features that matter, and complete front-end and back-end capabilities.

CORE + FRONT + BACK OFFICE



Company: TouchSuite
Launch Date: 2014



Customers/Volume: Not available
Customer Focus: Restaurants, salons and spas
Pricing: Not available

TouchSuite offers patented point of sale systems fully integrated with payment processing and credit card services catering to restaurants, salons and spas. In 2014, it launched the first mobile application for users of its Firefly point of sale solution. The Android-based application allows business owners and their staff to manage primary operations and execute customer transactions from anywhere.



Company: Total System Services, Inc.
Launch Date: 1983



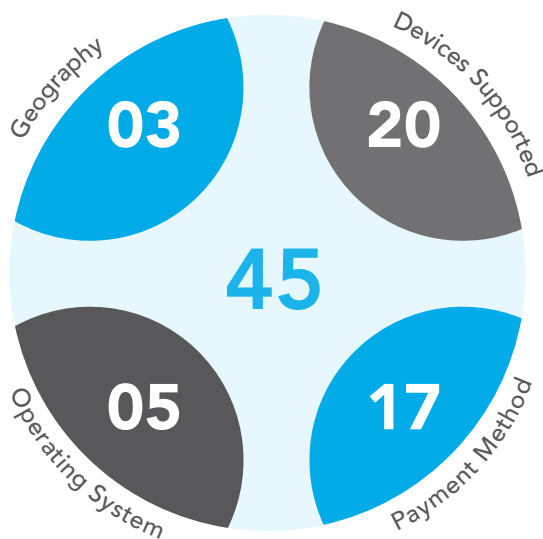
Customers/Volume: eCommerce, financial services, FinTech, healthcare, payments, transaction processing
Customer Focus: Financial and non-financial institutions
Pricing: Not available

TSYS provides electronic payment processing and services in the U.S., Europe, China, Japan, Mexico and Canada. Offerings include merchant acquiring services for financial institutions, risk management tools and techniques, as well as revenue enhancement and customer retention programs, loyalty programs and bonus rewards.

CORE + FRONT + BACK OFFICE

U_C_S

Company: UCS
Launch Date: May 2015

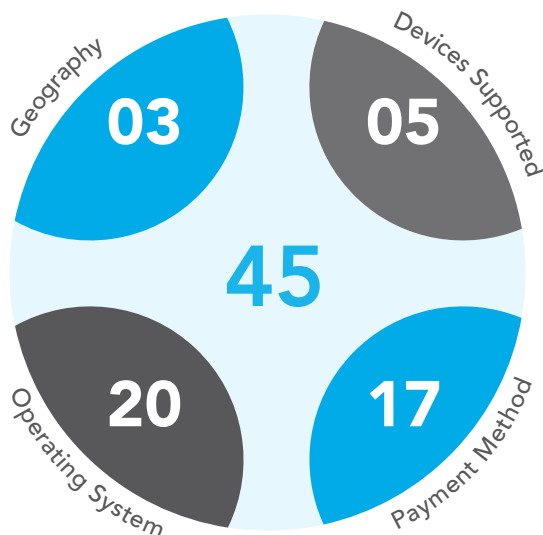


Customers/Volume: 500 companies
Customer Focus: Retail and HoReCa sectors
Pricing: EUR 69 for a single mobile device

UCS Company Group implements specialized computer accounting and management systems for restaurants and entertainment service establishments in the Baltic States, Central and Eastern Europe, Asia and Africa. UCS Baltic was the first company established in Lithuania, and soon captured a leading position in the hospitality market.

UnifiedPay

Company: Unifield Payments
Launch Date: 2016



Customers: Not available
Customer Focus: Delivery, fairs and shows, kiosk type stores
Pricing: 2.75% + \$0.30 per transaction

Unified Payments Mobile POS allows merchants to accept payment via their mobile device. It can be used for a simple payment acceptance, or to manage product inventory and build orders with customer details for future use. Utilizing an EMV and NFC-enabled card reader, merchants can accept secure EMV chip-enabled or mobile Apple Pay transactions.

CORE + FRONT + BACK OFFICE



Company: UniteU
Launch Date: June 2013



Customers/Volume: Not available

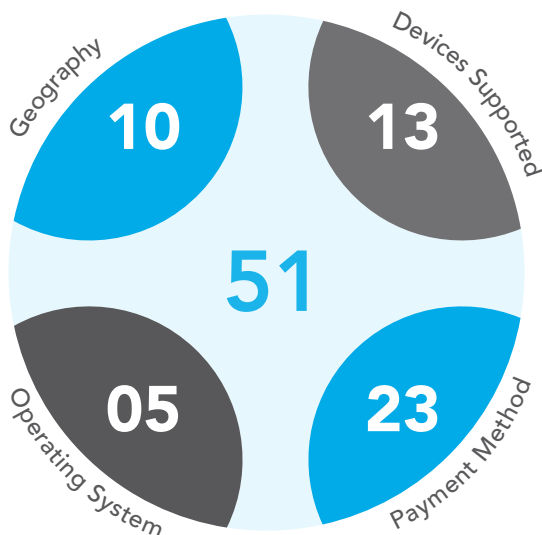
Customer Focus: All merchants – micro, SMB, enterprise

Pricing: Not available

UniteU announced the release of its new uMobile POS solution. The solution includes hardware, a mobile app and a commerce platform that is integrated with existing retail systems via a customizable interface.



Company: Vexilor
Launch Date: January 2011



Customers/Volume: Not available

Customer Focus: All merchants – micro, SMB, enterprise

Pricing: Not available

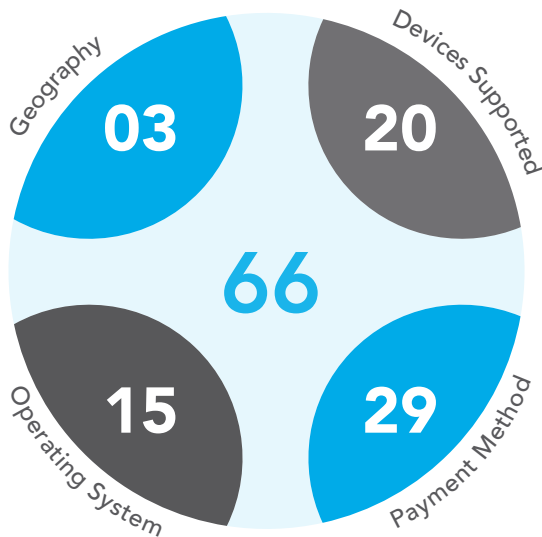
Vexilor, powered by Givex, is a cloud-based, EMV compliant POS system with custom hardware and software designed together to meet the needs of enterprise users. Givex offers clients a global reach with gift card, omnichannel loyalty, analytics, stored value tickets, and cloud-based POS solutions. The Vexilor platform is cloud-based and operates on tablets and is fully functional with the Givex system.

CORE + FRONT + BACK OFFICE



Company: Walle-E

Launch Date: June 2014



Customers/Volume: Not available

Customer Focus: All merchants – micro, SMB, enterprise

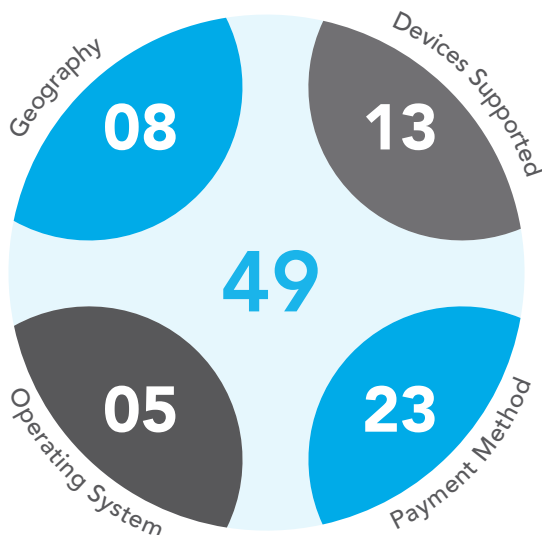
Pricing: BP-50: 79,00€ + VAT | BP-50 Contactless: 99,00€ + VAT, BP-500: custom price

Wallet-E provides payment acceptance and front office solutions, back office management services and integration with an enterprise resource planning (ERP) system. Its Wallet-ABILE solution is EMV Levels 1 and 2-certified and is the first end-to-end Visa certified mobile point of sale (mPOS) solution in the Italian market.



Company: Wallmob

Launch Date: July 2013



Customers/Volume: Not available

Customer Focus: Enterprise clients

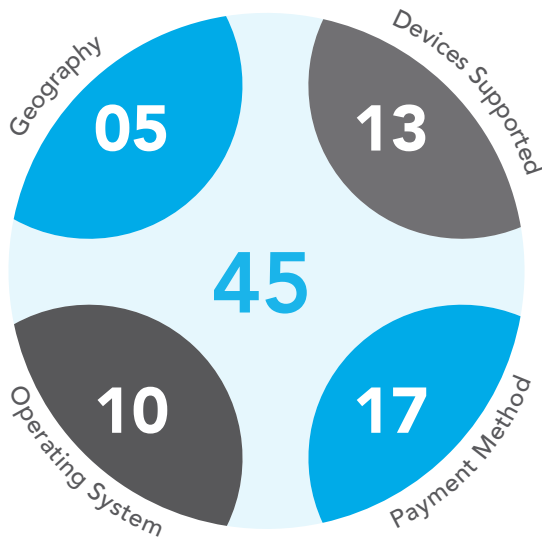
Pricing: Not available

Wallmob is a Danish mPOS company designed to meet business demands and help companies optimize sales and earnings. Their solution works to improve customers' shopping experience and keep them coming back. WALLMOB integrates with many payment methods including mpayments, wallets, apps and eCommerce.

CORE + FRONT + BACK OFFICE

WINCOR NIXDORF

Company: Wincor Nixdorf
Launch Date: January 2014



Customers/Volume: Not available

Customer Focus: Retail banks, retailers and service stations

Pricing: Not available

Wincor Nixdorf launched the BEETLE mPOS solution as an end-to-end solution for the larger retailer. The tablet integrates card swipe readers to accept both chip & PIN and mag swipe transactions. It also connects with peripherals like cash drawers, barcode scanners, receipt printers, customer displays, scales and other checkout devices.

Xüdle

Company: Xudle
Launch Date: 2013



Customers/Volume: Not available

Customer Focus: Wine industry

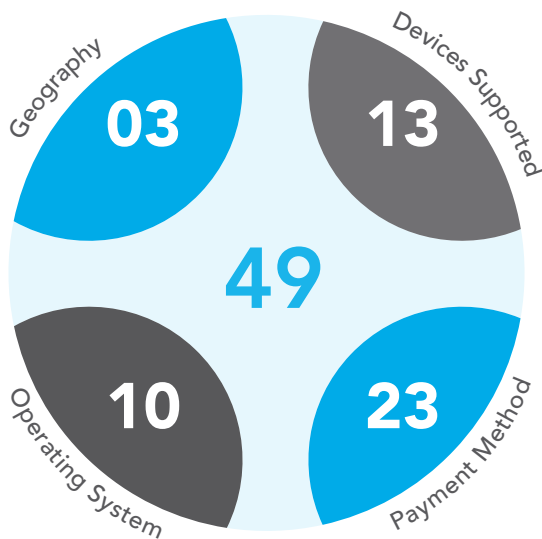
Pricing: Starting \$149

Xudle is an mPOS solution for the wine industry. It provides a wide range of offerings, including eCommerce services, club management and reservations. It also offers marketing, brand services and customer service for clients.

CORE + FRONT + BACK OFFICE



Company: YouCloud
Launch Date: 2011



Customers/Volume: Not available

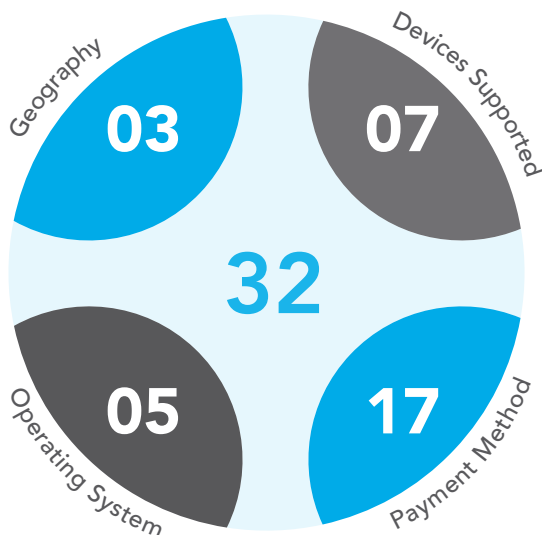
Customer Focus: Small Medium Businesses (e.g. Retail Stores, Restaurants, Taxis, Ticketing, Logistics, etc)

Pricing: Not available

YouCloud provides an mPOS app that offers transaction tracking, business analytics, inventory management and other features. It supports both card and mobile wallet payments and cash management.



Company: Ziosk
Launch Date: February 2013



Customers/Volume: 30 million guests each month and over 170,000 Tabletop Tablets Deployed/ running over \$4 billion in purchase volume on an annual basis

Customer Focus: Restaurants

Pricing: Not available

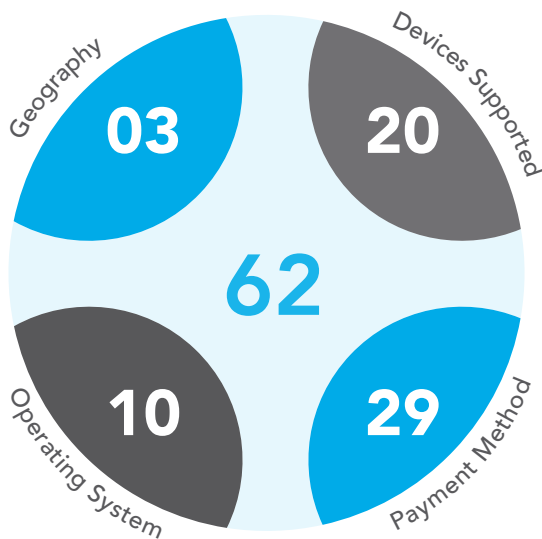
Ziosk is an entertainment, ordering and pay-at-the-table tablet touchscreen for restaurants. The device features a 7-inch Android OS touchscreen and credit card reader, resides on each table, and allows diners to see menu items, play games, view news, order food and beverages, and pay on demand via a credit or debit card.

OPEN ARCHITECTURE



Company: Apriva

Launch Date: Not available



Customers/Volume: Not available

Customer Focus: Not available

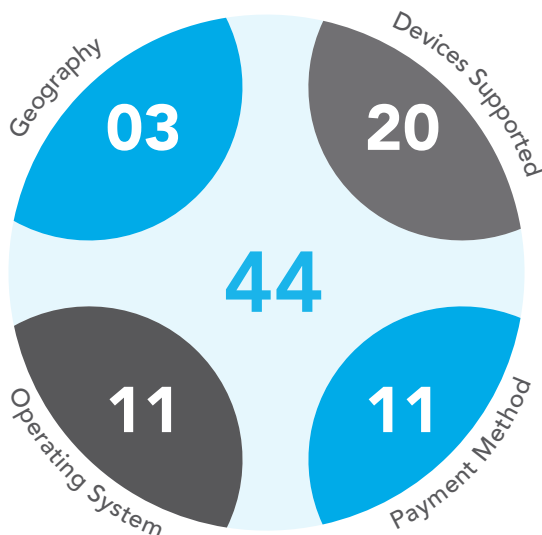
Pricing: Not available

Apriva launched the first edition of AprivaPay in January 2010, and an updated version, AprivaPay Plus, was launched in April 2013. AprivaPay Plus offers a suite of products to provide a simple user experience and accept card payment transactions while offering front and back office features. This is the only ADA compliant mobile payment app in the U.S. market. ADA compliance is a federal institution regulation that aims to provide Americans with disabilities the capability to navigate and utilize digital products and services deployed in the field by federally accredited institutions, such as banks and government agencies.



Company: Corduro's

Launch Date: May 2011



Customers/Volume: Approx. 1,500

Customer Focus: Enterprise businesses, hospitals, universities

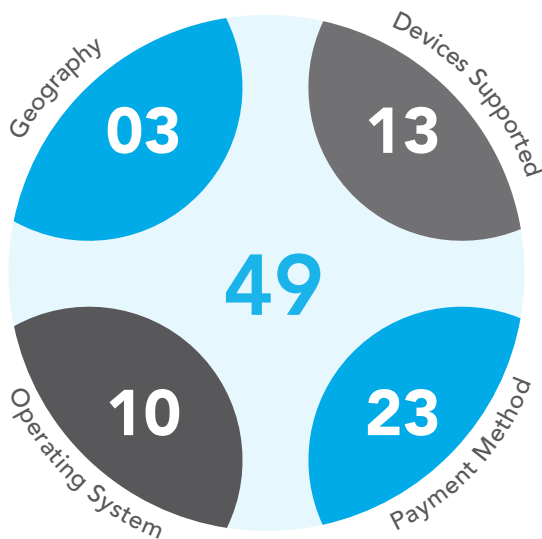
Pricing: Pricing varies per plan simple is 2.5% for swipe and manual entry is 2.9% +\$0.20

Corduro's platform provides a complete Payments as a Service framework, and supports mobile, online and POS terminals. Corduro offers enterprise grade support for organizations of all sizes. It also uses social networks to provide retailers and organizations with a greater reach and access to big data capabilities.

OPEN ARCHITECTURE



Company: ePaísa
Launch Date: 2014



Launch Date: 2014

Customers/Volume: Not available

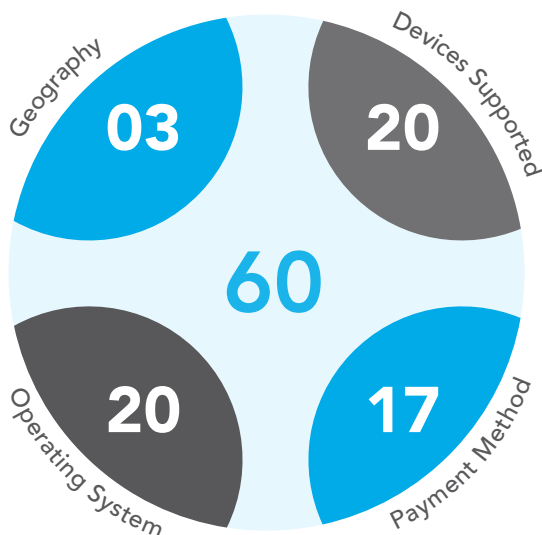
Customer Focus: Retail, Food & Beverage, Wellness, Travel and Transport, Leisure and Entertainment, Professional Services, Government, Logistics, Banks

Pricing: 0.75% - 1.5%

ePaísa is a free mPOS and cloud-based app that transforms a smartphone or tablet into a complete business management solution. The mobile device is used at the POS to ring up sales, manage inventory, and build customer loyalty. The app also offers cloud-based back-office tools that provide access to a sales report and analytics.

FLYPOS

Company: FlyPOS
Launch Date: 2013



Customers/Volume: 5/120,000

Customer Focus: Not available

Pricing: €120

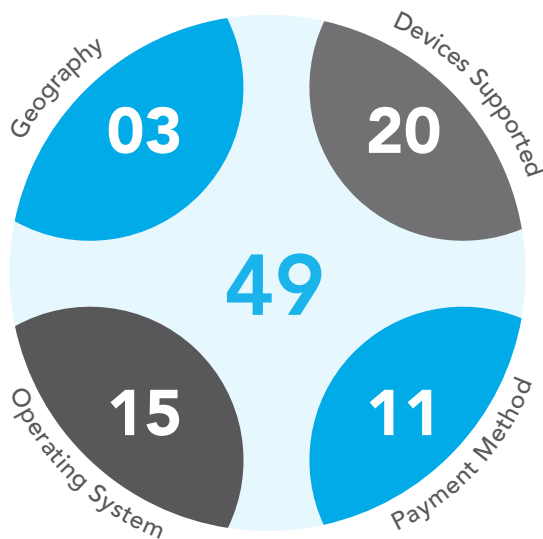
FlyPOS PIN Pad is a compact mPOS for smartphones. FlyPOS is EMV Level 1 and 2 and PCI 3.x certified. It also comes with NFC capabilities.

OPEN ARCHITECTURE



Company: AirPOS

Launch Date: July 2015



Customers/Volume: Not available

Customer Focus: SMEs, startups, home based, individuals

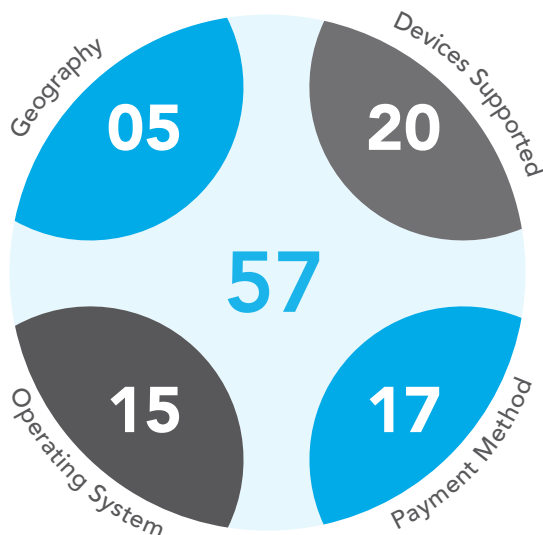
Pricing: Low entry cost & no monthly fees

AirPOS is a mobile point of sale (mPOS) payment service that enables small and medium businesses to accept cashless payments. Owned by GHL, AirPOS payment service allows businesses to access 50 million ATM debit cards in Malaysia and accept payments anywhere, anytime.



Company: Handpoint

Launch Date: January 2014



Customers/Volume: 6,000 restaurants

Customer Focus: SMEs

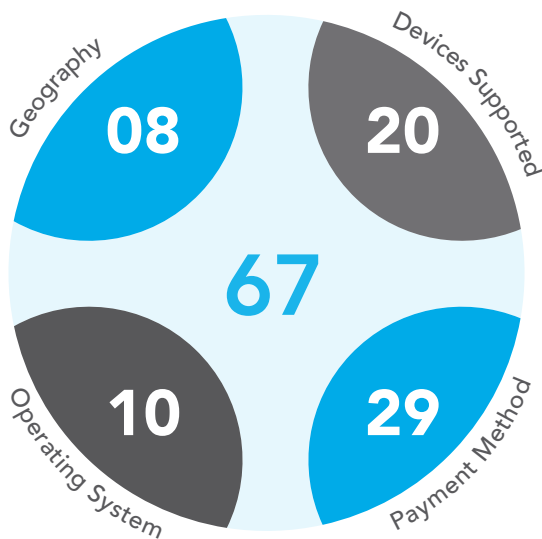
Pricing: Merchant-specific

Headquartered in Iceland with offices in the U.K. and now the USA, Handpoint powers next-gen POS by offering enabling hardware and software to the payments industry. Handpoint makes it easy to deploy turnkey Next Gen POS by offering a complete cloud-based solution with pre-certified EMV minimizing PCI scope, security, and multi-platform APIs for ISVs as enabling software. The company also offers enabling hardware in the shape of modern, handheld, mobile, contactless-enabled devices to the merchants.

OPEN ARCHITECTURE

iZettle®

Company: iZettle
Launch Date: 2011

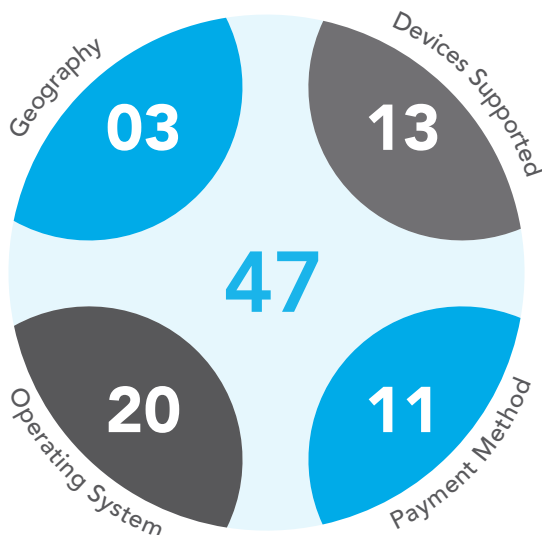


Customers/Volume: \$2.3B in transactions each year
Customer Focus: Individuals and small businesses
Pricing: 1% lowers depending on volume

iZettle offers a swipe and chip-and-PIN card reader to help business owners accept payments in 11 countries around the world. The offering includes card readers compatible with all major smartphones and tablets that accept contactless payment cards and Apple Pay. iZettle's service includes free business management software for tracking and analyzing sales and producing sales reports. Developers can integrate iZettle into their apps via its developer SDK.



Company: MicroBiz
Launch Date: 2013



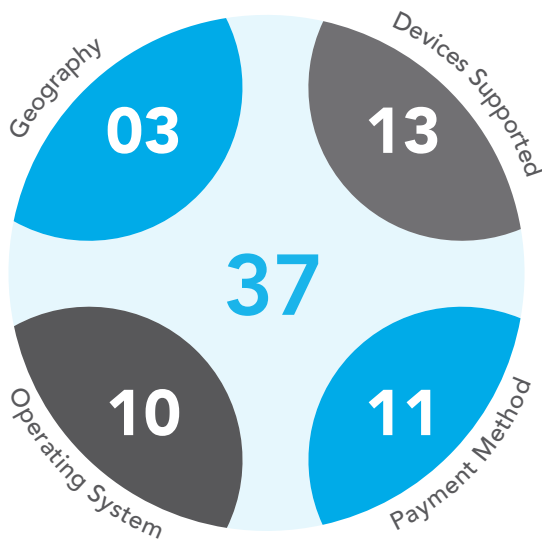
Customers/Volume: Not available
Customer Focus: SMB with eCommerce platforms
Pricing: Not available

MicroBiz is a developer and seller of cloud-based iPad POS and Magenta POS retail management software that enables multi-store, multi-channel retailers to manage offline and online operations via a single platform. The platform enables retailers with a cloud-based management platform to sell through multiple channels, including its own website, Amazon, eBay and brick-and-mortar.

OPEN ARCHITECTURE



Company: Monext
Launch Date: 2013

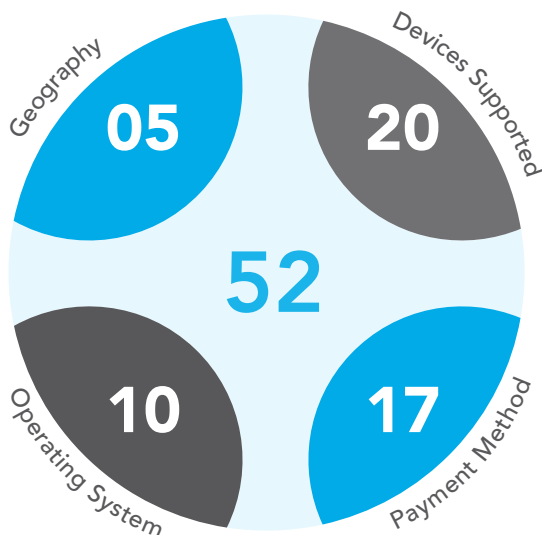


Customers/Volume: Not available
Customer Focus: Retailers and micro-merchants
Pricing: Not available

Monext offers a modular and highly competitive service portfolio to optimize and secure electronic payment solutions with or without a card, at the point of sale, online or via mobile telephone, in France and Europe. Its mPOS solution, Paystore, offers value-added services above and beyond payment acceptance, including an ergonomic, intuitive touchscreen display. It is compatible with any smartphone or tablet PC.



Company: Payleven
Launch Date: March 2012



Launch Date: March 2012
Customers/Volume: 1,000+ merchants
Customer Focus: All merchants – micro, SMB, enterprise
Pricing: 1.50% - 2.75% depending on volume

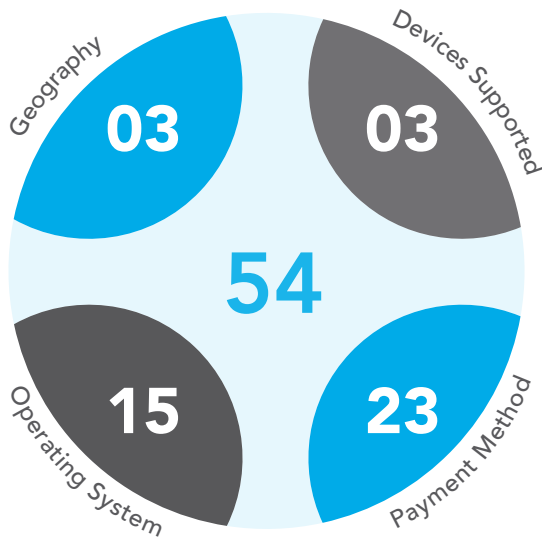
Payleven is a mobile card payment solution allowing small, medium and large-scale businesses to utilize payment technology solutions to capture potential revenue. It enables secure debit and credit card payments by using a smartphone or tablet.

OPEN ARCHITECTURE



Company: PAYPAD

Launch Date: June 2014



Customers/Volume: Over 5,000 devices are in market

Customer Focus: All merchants and financial institutions

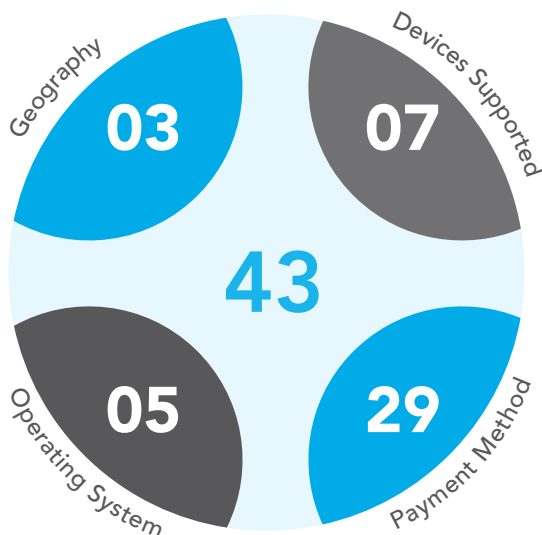
Pricing: Not available

PAYPAD by Electronic Settlement Limited (ESL) is a payment solution company based in Lagos, Nigeria. ESL is an information systems management company with over four years of experience revolutionizing the IT and payment industry. PAYPAD aims to provide mPOS solutions to merchants and financial institutions in Nigeria and all over Africa.



Company: Poynt

Launch Date: October 2014



Customers/Volume: Not available

Customer Focus: All merchants

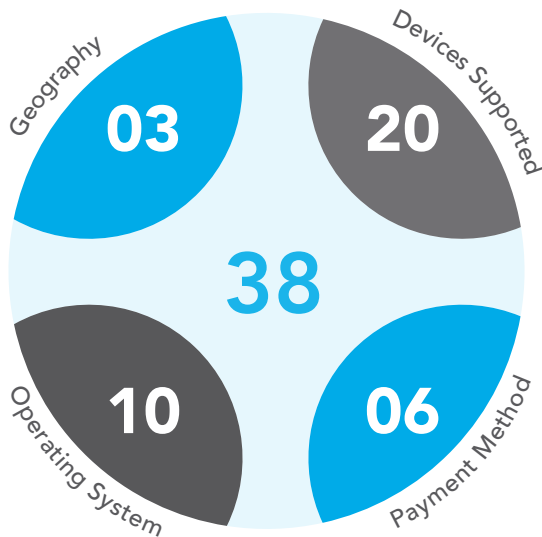
Pricing: Varies based on software used

Poynt's mPOS terminal combines an Android-based tablet with a hardware docking station. It supports magstripe cards, EMV, NFC, Bluetooth, QR codes and beacon technology. The hardware comes with a built-in payment terminal, register, scanner and printer but the software can also work with equipment that the merchant may already own. The hardware can also integrate with select software partners for additional front and back office support.

OPEN ARCHITECTURE



Company: QFPAY
Launch Date: August 2011



Customers/Volume: 30,000 merchants in China driving \$400 million per year on an annualized basis

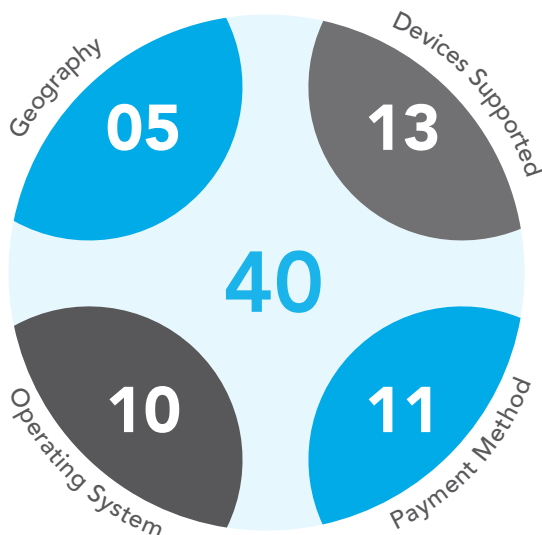
Customer Focus: All merchants – micro, SMB, enterprise

Pricing: 899 renminbi (or just under \$150) for the reader and 0.78% per transaction

QFPay's PIN reader is designed so Chinese consumers will trust the security of transacting via a mobile device. The company hopes to increase card acceptance in a country where only a small percentage of merchants take card payments. In May 2013, it was reported that 30,000 merchants were using the system across China and QFPay was processing close to \$400 million on an annualized basis.



Company: Smart
Launch Date: 2012



Customers/Volume: Not available

Customer Focus: Third-party developers who want to accept payments

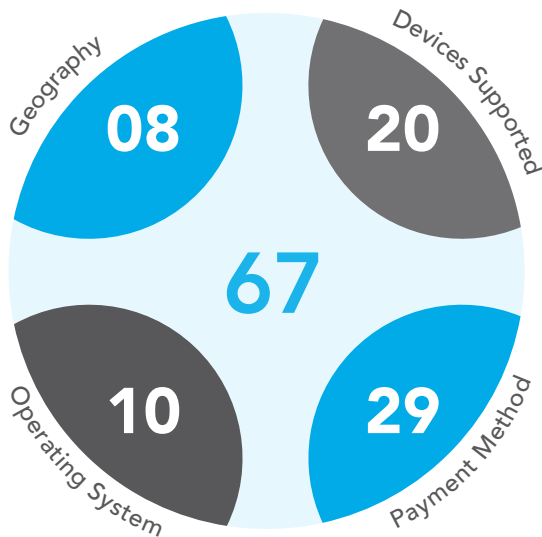
Pricing: 2.5% per swipe or 3.5% per key-in card information or integration into existing merchant account

Smart mPOS by BWIRE is a white label service sold to financial intuitions for them to redesign and rename as desired. The solution can integrate into many devices. BWIRE provides an API for the solution to be integrated into industry-specific vertical applications. In addition the device is fully EMV and PCI compliant. BWIRE serves the Latin American region.

OPEN ARCHITECTURE



Company: SumUp
Launch Date: 2012



Customers/Volume: More than \$100 million in annual revenue

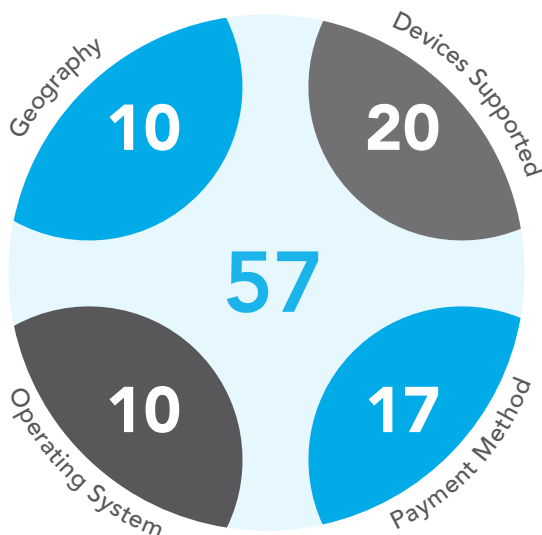
Customer Focus: Small businesses (retails, taxi divers, craftsmen, market traders)

Pricing: 0.9 - 2.75% per transaction

SumUp enables businesses to accept card payments in-store, in-app and online in a simple, secure and cost-effective way. SumUp offers an end-to-end EMV card acceptance solution built on proprietary hardware and mobile apps with a full suite of SDKs and APIs for third parties to integrate card payments into their mobile apps. This offering enabled SumUp to rapidly expand into 16 markets, including the U.S., Brazil and Germany.



Company: Truevo
Launch Date: December 2012



Customers/Volume: Not available

Customer Focus: All merchants – micro, SMB, enterprise and white label solution to offer branded mPOS

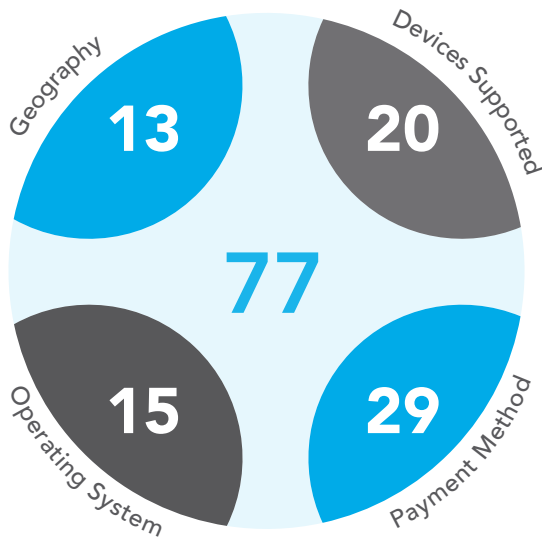
Pricing: Varies

Truevo Payments offers a range of card readers, mobile applications, APIs, embedded payment modules, as well as a full payment gateway with fraud screening. It also features fully customizable Web portals.

OPEN ARCHITECTURE



Company: VeloPOS
Launch Date: January 2012



Customers/Volume: Not available

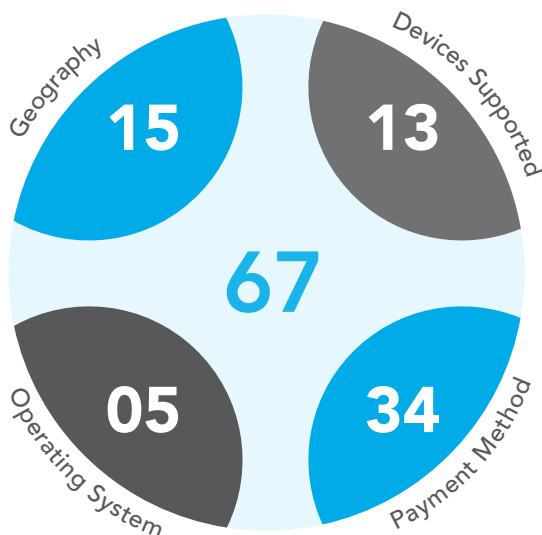
Customer Focus: Banks, telcos, large corps for the open solution and SMBs

Pricing: Linked to existing merchant account. 25% or minimum charge \$0.40 or £0.25 or €0.30. Or 2.95% plus \$0.40 or £0.25 or €0.30 per transaction

VeloPOS (formerly PowaPOS) is an open universal platform player, covering the payments ecosystem. VeloPOS delivers its technology across iOS, Android and Windows operating systems and is integrated with many POS application providers.



Company: Vend
Launch Date: 2010



Customers/Volume: > 18,000 stores

Customer Focus: Retail

Pricing: From USD\$59/month

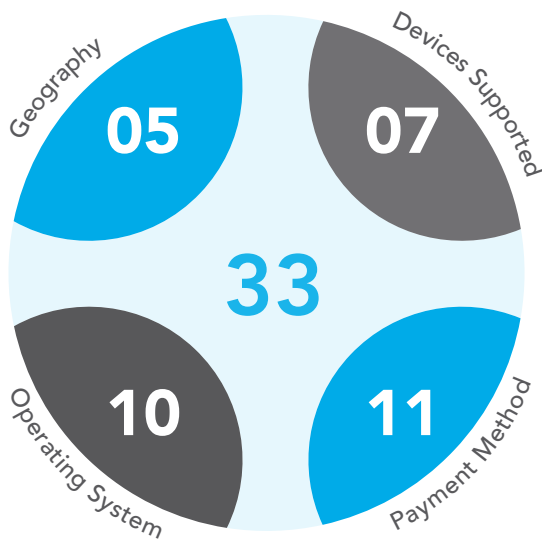
Vend is a New Zealand-based cloud-based retail software company that powers more than 15,000 retailers worldwide, and helps mobile-led business transformation on iOS and iPad. Designed and optimized for iOS and iPad, Vend's software helps retailers sell anywhere, create and launch an online store, manage inventory, reward customer loyalty, and analyze business performance — all across multiple store locations.

OPEN ARCHITECTURE



Company: Visa

Launch Date: May 2013



Customers/Volume: Not available

Customer Focus: Taiwanese small scale retailers and individual merchants, but also large scale enterprises

Pricing: Not available

Visa, Inc. is working with nine major Taiwan-based banks to introduce Visa's mPOS solution to the country. Participating banks include Chinatrust Commercial Bank, Cathay United Bank, Taishin International Bank, Taipei Fubon Commercial Bank, Bank SinoPac, EnTie Commercial Bank and Union Bank of Taiwan.



Company: WePay

Launch Date: 2016



Launch Date: 2016

Customers/Volume: Not available

Customer Focus: Business platforms

Pricing: 2.75% + \$0.30 per transaction

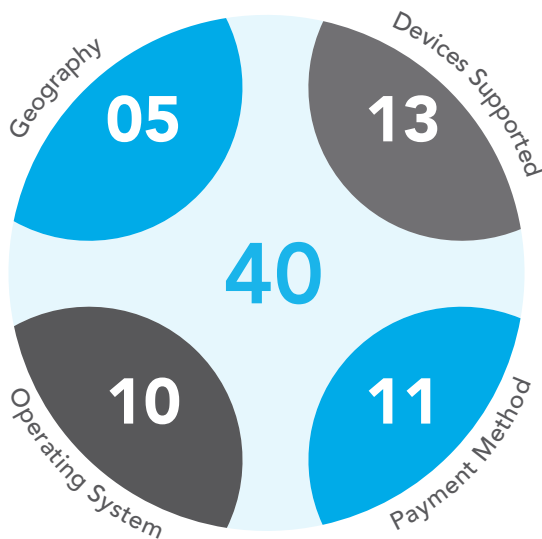
WePay, provider of payments-as-a-service for online platforms, launched a white label mobile point of sale solution that enables platforms to seamlessly handle in-person payments in addition to online payments.

OPEN ARCHITECTURE

wirecard

Company: Wirecard

Launch Date: 1999



Customers/Volume: Not available

Customer Focus: SMBs and merchants that do not accept card payments

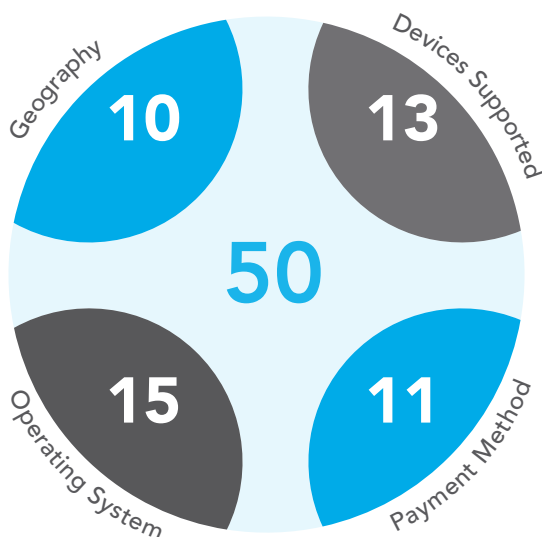
Pricing: Not available

Wirecard is a global provider of white label solutions for electronic payment transactions. The company provides the technology for mPOS solutions across the globe and enables retailers to accept credit and debit cards with smartphones and tablets. The readers accept both swipe and chip-and-PIN payments and may be custom designed to meet the needs of resellers and retailers.



Company: YouTransactor

Launch Date: 2013



Customers/Volume: 10m€

Customer Focus: Banks, signature

Pricing: Not available

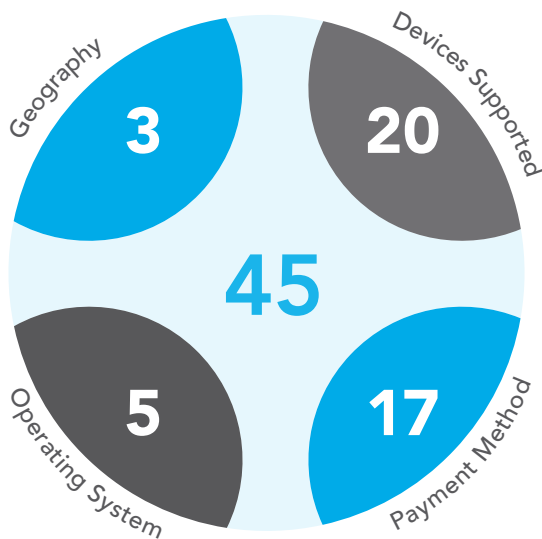
YouTransactor is a French digital merchant service provider. The company is the designer of the uCube, a fully-certified mPOS device, and the uCube 100, a professional smartphone certified for payments. These payment terminals are integrated into uCloud, an end-to-end turnkey solution for merchants to accept customer-present banking card payments. YT offers acceptance solutions integrated into third-party business applications.

PLATFORMS



Company: 2C2P
Launch Date: 2003

Customers/Volume: Not available
Customer Focus: E-Commerce, Payments
Pricing: Not available

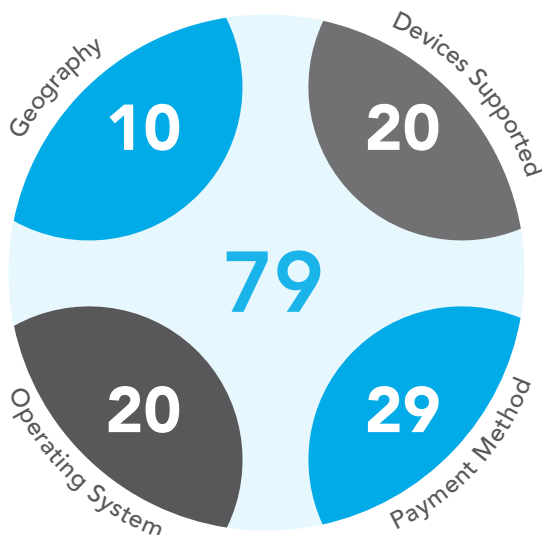


2C2P is a Southeast Asia-based payment services provider serving financial institutions, eCommerce providers and mobile commerce merchants.



Company: AnywhereCommerce
Launch Date: 2006

Customers/Volume: +500,000 devices
Customer Focus: Retail, restaurant, services business, ISVs and VAR developers, ISO and acquirers
Pricing: Not available



AnywhereCommerce is a payment processing technologies provider. The company offers a range of products, including mobile card readers, mobile apps, gateway connectivity tools, developer tools and customized services.

PLATFORMS



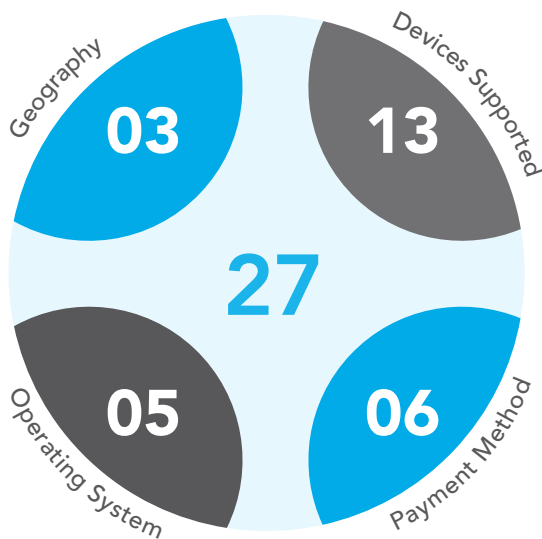
Company: ARBA

Launch Date: Not available

Customers/Volume: Not available

Customer Focus: Not available

Pricing: Not available



ARBA Retail Systems, a point of sale software developer for retail and food services, launched a new mPOS solution for the Microsoft Surface tablet. It is designed for a variety of retail outlets including grocery stores, gift stores and apparel and convenience stores. The mPOS system enables cashless payments and supports customer loyalty programs including email marketing. The system has been implemented in many cafeterias and allows for employees to have cafe and coffee bar purchases automatically deducted from paychecks, reducing the need for cash handling and time spent at the register.



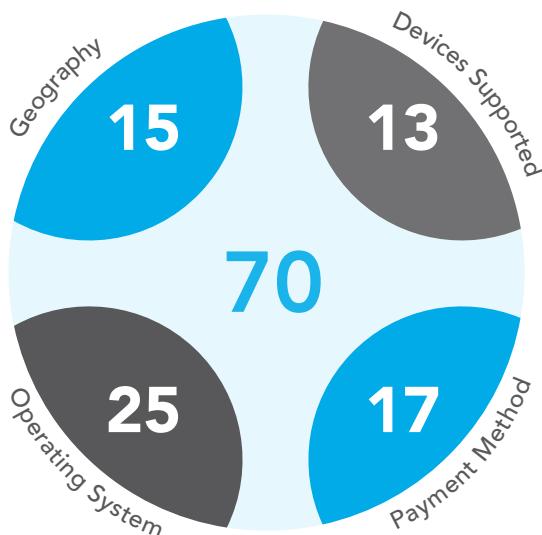
Company: BBPOS

Launch Date: 2008

Customers/Volume: 80 customers, 3.1 million PCs worldwide

Customer Focus: All sectors including mobile merchant, retail, hospitality, delivery, transport and government

Pricing: mPOS products from \$20 to \$200

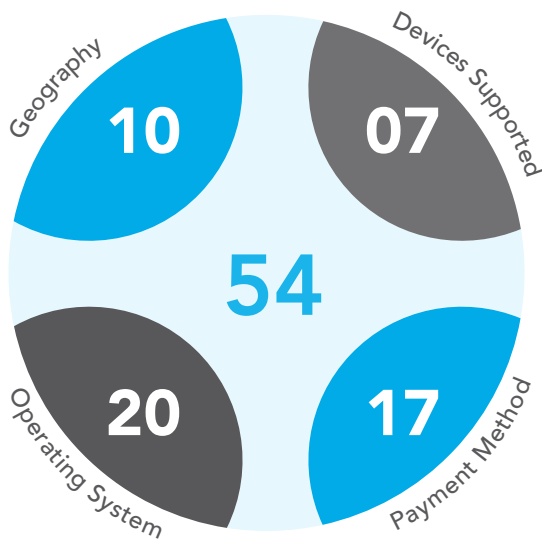


Headquartered in Hong Kong, BBPOS designs and develops mPOS solutions, and is an ISO 9001 certified company. It holds 12 owned patents and two licensed patents on the latest mPOS technology, with 23 percent market share of the global mPOS hardware solution in 2014.

PLATFORMS



Company: BlueBird
Launch Date: 1995



Customers/Volume: 3000

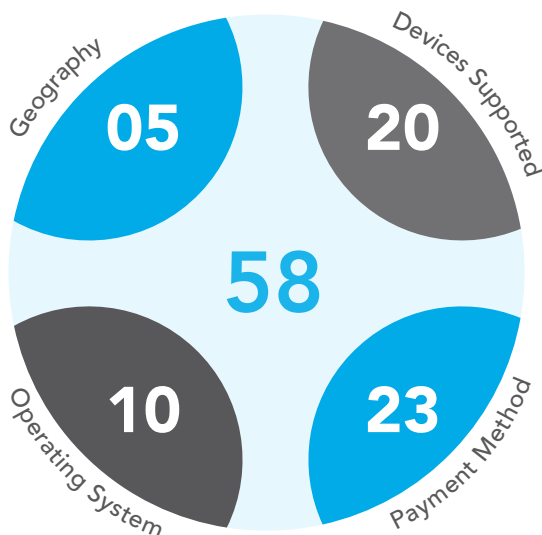
Customer Focus: Retail, Hospitality, Government, Payment

Pricing: Not available

Bluebird offers a payment lineup, including card readers that accept chip-and-PIN payments, and offer payments with a scanner that may be used to look up price, availability and encourage customers to implement purchase decisions. In addition, the BP series makes accepts payment on Android and Windows tablets possible. The company also offers an "all-in-one" line of complete payment acceptance for EMV, magstripe, contactless and key in payments. The BIP all-in-one series also prints receipts.



Company: CardFlight
Launch Date: 2011



Customers/Volume: More than 10,000 merchants

Customer Focus: Merchant service providers, third-party developers

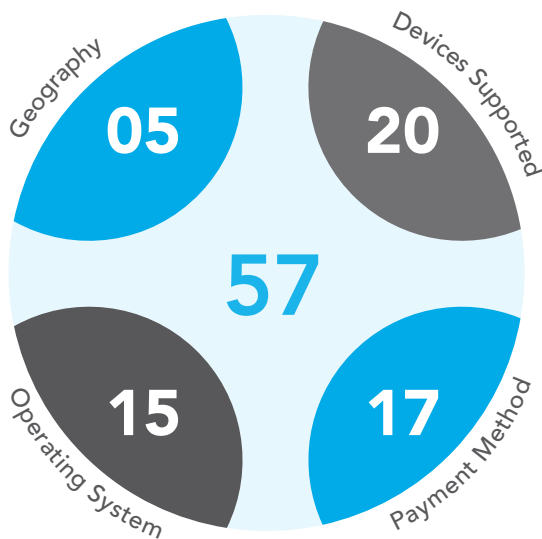
Pricing: Not available

CardFlight is a provider of mobile POS technology and tools that enable acceptance of swipe payments. The company offers both turnkey mobile applications and software development kits for iOS and Android that can be incorporated into custom applications.

PLATFORMS



Company: Cayan
Launch Date: 1998

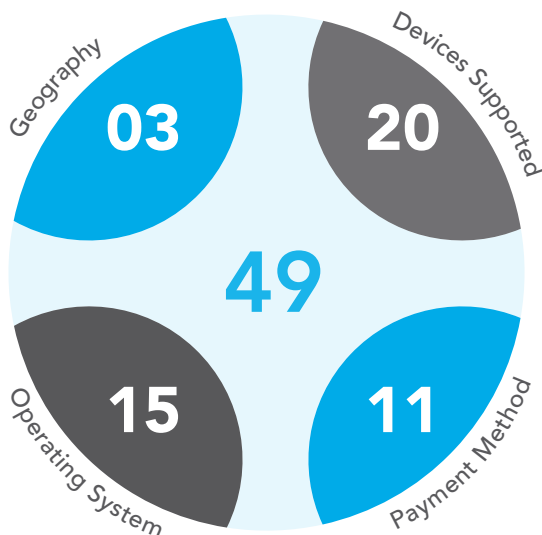


Customers/Volume: Not Available
Customer Focus: All merchants
Pricing: Not available

Cayan is a payment technology provider. Its offerings are designed to give businesses deeper and more meaningful customer connections through cutting-edge payment solutions.



Company: Charge Anywhere
Launch Date: Not available



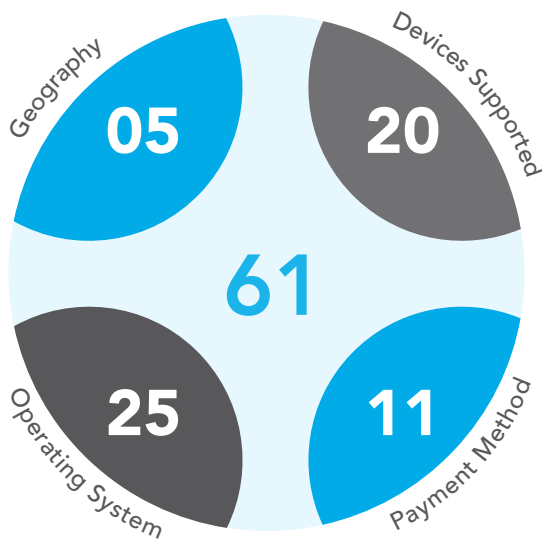
Customers/Volume: Not available
Customer Focus: Not available
Pricing: Not available

Charge Anywhere offers mPOS payment card encryption services that deliver security and scalability for many devices. The PCI-compliant product suite offers solutions for many industries with real-time access to data. Three of its solutions have successfully completed the registration and certification process to achieve Mastercard mPOS EMV compliance.

PLATFORMS



Company: Creditcall
Launch Date: 1996



Customers/Volume: Not available

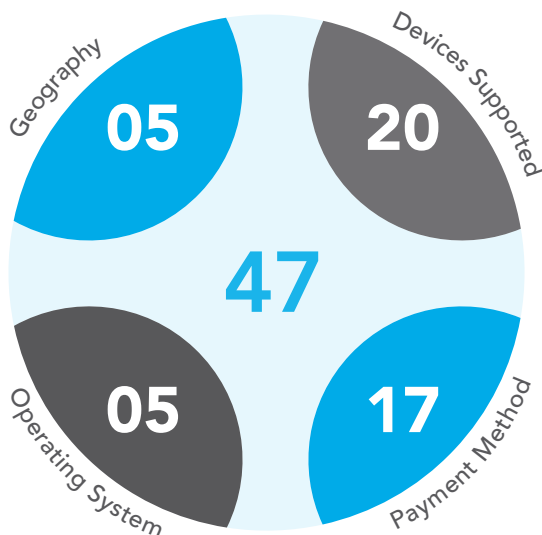
Customer Focus: Retail and hospitality, to parking, vending, transportation or charity applications

Pricing: Not available

Creditcall's EMV Migration solutions for mPOS and POS are based on 15 years of EMV experience and innovation. Creditcall's EMV-ready mPOS solution for iOS and Android launched throughout Europe in 2012 and has been integrated in tablet and smartphone solutions in over 10 countries, including France, Germany and the U.K. Creditcall's mPOS solutions combine EMV with point to point encryption to be fully certified and PCI DSS compliant.



Company: Estel
Launch Date: Not available



Customers/Volume: Not available

Customer Focus: Not available

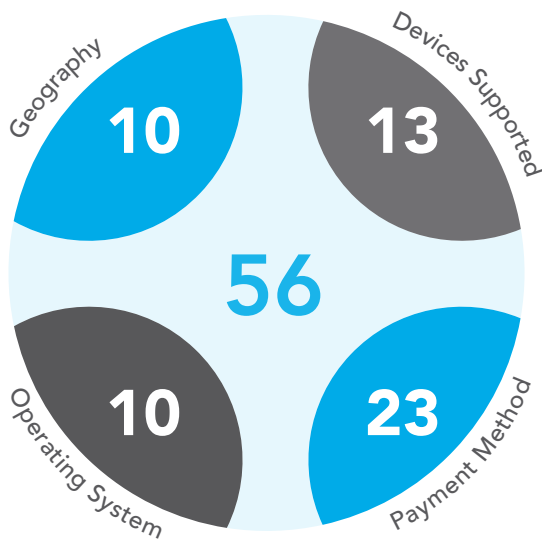
Pricing: Not available

Estel offers mPOS solutions for Asian, African and Latin American markets, allowing Android phones to accept credit and debit cards. Estel is distributed and operated by banks and payment service providers. It includes an mPOS Merchant Device and a merchant portal. Estel is PCI compliant, supports both magnetic stripe & PIN pad card readers, and has plans to offer EMV in the future.

PLATFORMS

globalpayments

Company: Globalpayments
Launch Date: December 2012



Customers/Volume: Not available

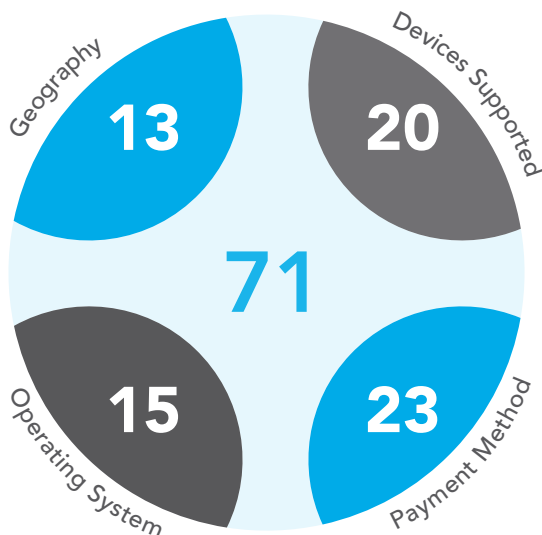
Customer Focus: Restaurants of all sizes, cafes, coffee shops, food trucks, boutiques, and other retail businesses

Pricing: Not available

Headquartered in Atlanta, Georgia, Global Payments Inc. is a worldwide provider of payment technology services that delivers innovative solutions driven by customer needs globally. Their partnerships, technologies and employee expertise enable them to provide a broad range of products and services that allow customers to accept all payment types across a variety of distribution channels in many markets around the world.

goswiff

Company: GoSwift
Launch Date: February 2010



Customers/Volume: >50 across 25 countries

Customer Focus: Banks and merchants

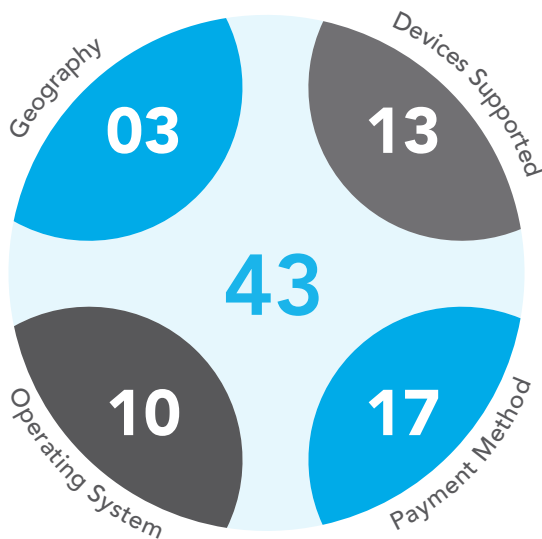
Pricing: Not available

goSwift offers both online and point of sale mobile commerce platform and marketing services. The company also offers front office and back office features for its iOS and Android phone and tablet devices, including loyalty and rewards programs, mobile discounting, geo-targeting, cashback and voucher programs, and digital wallets.

PLATFORMS

iCompass

Company: iCompass
Launch Date: 2011



Customers/Volume: Not available
Customer Focus: Financial institutions
Pricing: Not available

iCompass Ltd.'s mPOS platform is a white-label complete mobile point-of-sale software, licensed and certified in a live environment. Its platform offer is targeted to financial institutions, such as banks, acquirers, service providers and MNOs.

IDTECH®

Value through Innovation

Company: ID Tech
Launch Date: Not available



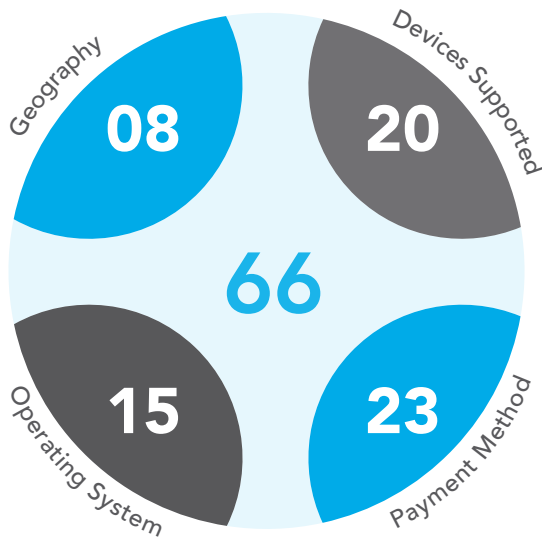
Customers/Volume: Not available
Customer Focus: Not available
Pricing: Not available

ID Tech announced that its mobile solution, UniPay, will be included in the Visa Ready program. UniPay is EMV Level 1 approved and uses DUKPT key management to ensure that customers' financial information is protected. ID TECH designs and manufactures a range of Automatic Identification Products and components, including mPOS readers. The company offers readers for both magstripe and chip-and-PIN. ID Tech also launched a reader compatible with Apple's 8-pin lightning adapter in December 2013.

PLATFORMS



Company: Infinite peripherals
Launch Date: 1993



Customers: Over 500,000

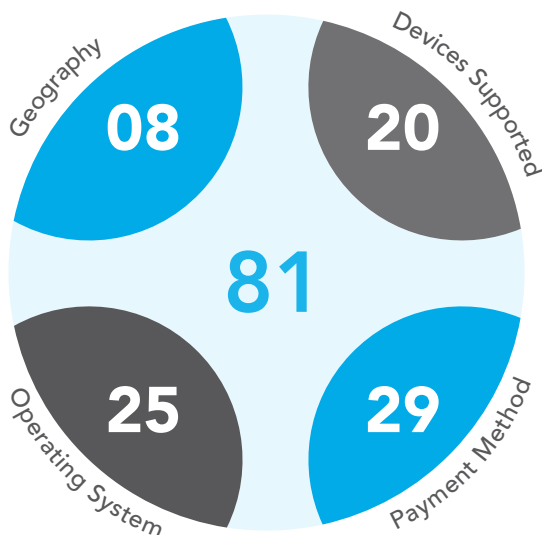
Customer Focus: Retail, hospitality, transportation, warehouse and logistics, entertainment, healthcare, security

Pricing: Not available

Infinite Peripherals, Inc. (IPC) provides mobile iOS solutions that empower businesses to perform operations faster and more efficiently. The built-in barcode readers are designed to improve inventory accuracy, reduce costs and eliminate waste.



Company: Ingenico
Launch Date: 2005



Customers/Volume: > 100,000 merchants

Customer Focus: All merchants

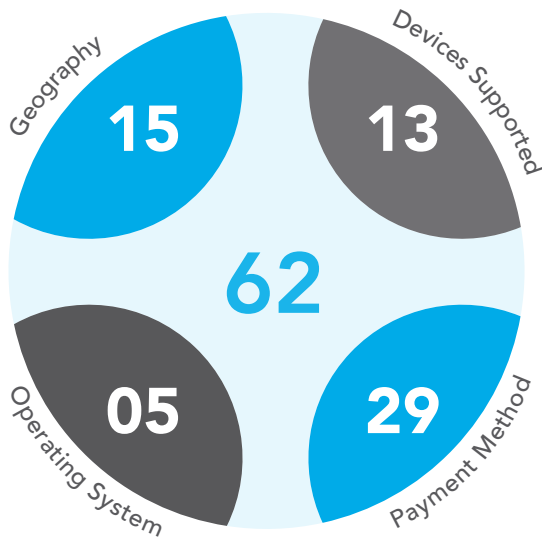
Pricing: Not available

Ingenico provides a full suite of mobile POS products, solutions and tools. ROAM Data is now 100% Ingenico Mobile Solutions, which provides an innovative, end-to-end mobile commerce platform.

PLATFORMS



Company: LAVU
Launch Date: 2010



Customers/Volume: 10,000+ POS terminals/\$3B+ in general
Customer Focus: Food and drink industry
Pricing: Monthly subscription is \$59

Founded in Albuquerque, New Mexico, and operating worldwide, Lavu Inc. was created to solve point of sale difficulties. Lavu Inc. offers full-featured point of sale software. Its iPad POS is a modern solution developed specifically for restaurants, bars and nightclubs, quick serve businesses, and other hospitality industries.



Company: Magtek
Launch Date: 1972



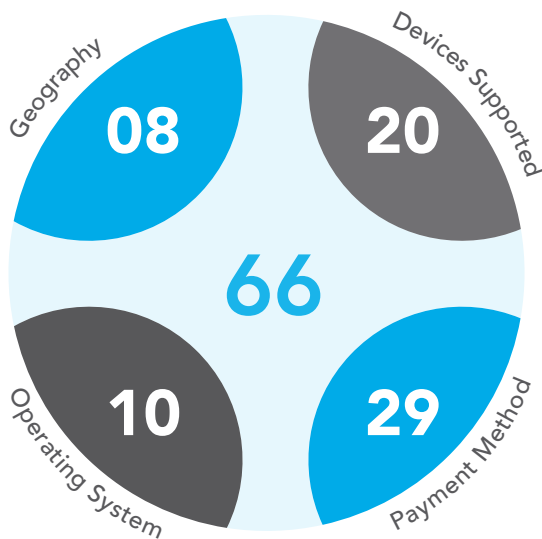
Customers/Volume: Not available
Customer Focus: Financial institutions, retailers, hotels, law enforcement agencies and other organizations
Pricing: Not available

Businesses around the globe rely on MagTek Card Readers for the reliable processing of millions of card transactions per day. MagTek offers a comprehensive range of mPOS devices designed to allow secure mobile payments to be made via smartphone or tablet. MagTek mPOS devices meet PCI requirements, offering a secure and reliable mobile payment platform for magnetic stripe, EMV chip-and-PIN and contactless payments.

PLATFORMS



Company: Mahindra Comviva
Launch Date: April 2014



Customers/Volume: Not available

Customer Focus: Micro, SMBs and large enterprises across verticals like retail, restaurants, insurance, delivery & logistics etc

Pricing: Not available

payPlus is a mPOS solution offered by Mahindra Comviva, a global provider of financial and other value-added services. It's targeted to retail chains, supermarkets, restaurants, as well as some service professionals. The hardware solution enables merchants to conduct business with debit or credit cards and connect to a cash drawer. Its software platform is powered by Mahindra's mobiquity platform, which powers mobile banking, payments and mobile money for a variety of players in the mobile financial services system in developing countries.



Company: Merchant e-Solutions
Launch Date: 1999



Customers/Volume: Not available

Customer Focus: Not available

Pricing: Not available

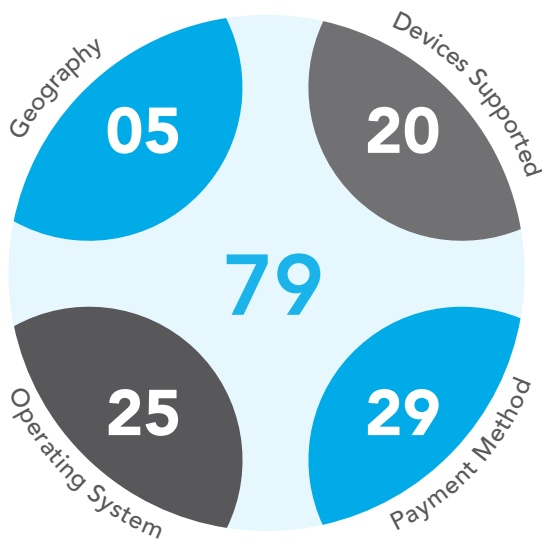
Merchant e-Solutions offers mobile payment acceptance systems. Its solutions are designed to provide a global network and enable merchants to conduct secure, multi-channel business — including online, mobile and in-person.

PLATFORMS



Company: Miura

Launch Date: Not available



Customers/Volume: Not available

Customer Focus: retail, hospitality, financial and transportation

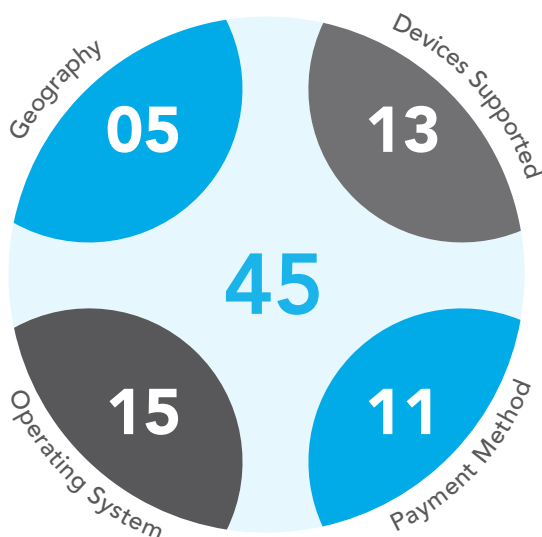
Pricing: Not available

Miura Systems enables merchants to accept chip-and-PIN payments from their mPOS systems. The Miura Shuttle is a standalone mPOS device that connects to iOS and Android smartphone and tablets via a Bluetooth connection.



Company: Monitise

Launch Date: May 2013



Customers/Volume: Not available

Customer Focus: All merchants

Pricing: Not available

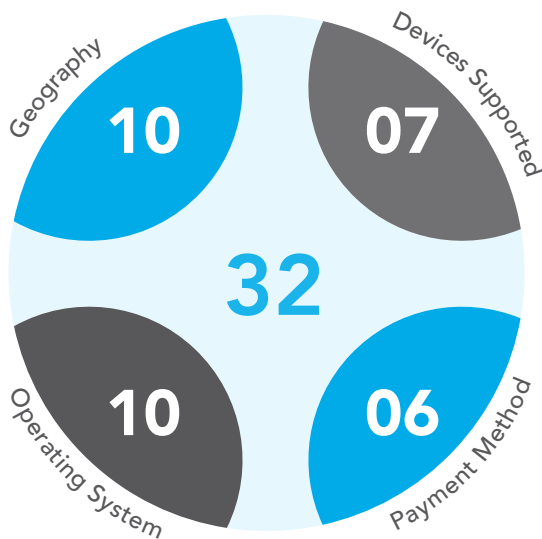
Monitise helps financial institutions and banks provide mobile payments for their customers. OP-Pohjola Group, a Finnish banking group that also offers investment and insurance services, signed a three-year deal with Monitise to license Monitise's mPOS service for OP-Pohjola's small business and merchant customers. OP-Pohjola Group merchant customers will also be able to generate digital tax credit receipts to reclaim up to half of the value of qualifying invoices as part of the government-backed Kotitalousvähennys scheme in Finland.

PLATFORMS



Company: mPay Center

Launch Date: 2014



Customers/Volume: Not available

Customer Focus: Banks, large companies

Pricing: Not available

mPay Center is a certified multi-language, multi-currency and multi-country platform ideal for regional banks or large retailers. It provides project management support for short time-to-market. The platform also provides e-learning tutorials for users, incident management reports, and global 24-hour support.



Company: Omnico

Launch Date: 2012



Customers/Volume: Not available

Customer Focus: Retailers

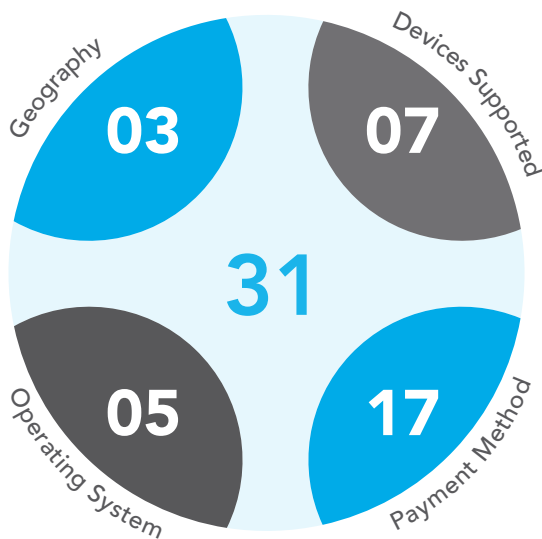
Pricing: NA

Omnico Group develops and offers software for the retail, entertainment, hospitality and leisure sectors. The software includes an in-store mobile stock management tool and an mPOS application that allows sales associates to accept payments, provide information and other features.

PLATFORMS

Panasonic

Company: Panasonic
Launch Date: Spring 2015

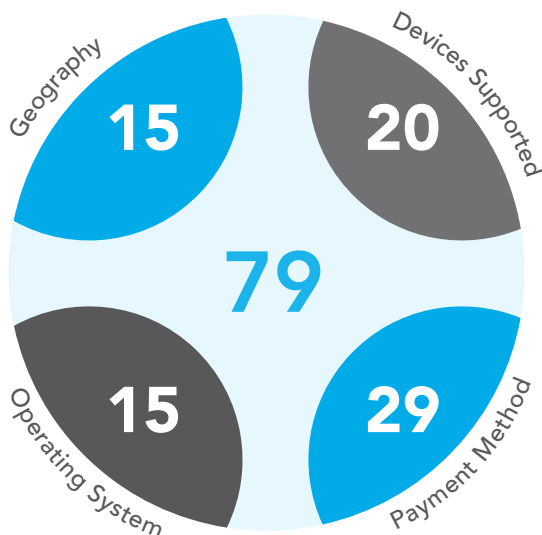


Customers/Volume: Not available
Customer Focus: Retail
Pricing: Start at \$1,799

Panasonic announced the launch of the industry's first 7-inch all-in-one mobile POS tablet that will run on Windows 8.1. The tablet was designed to help retail environments to meet the challenging omnichannel customer expectations while providing secure transaction capabilities. The tablet, called the Toughpad FZ-R1, has an integrated EMV reader with PIN pad, magstripe reader and NFC compatibility.



Company: Paysafe
Launch Date: 1997



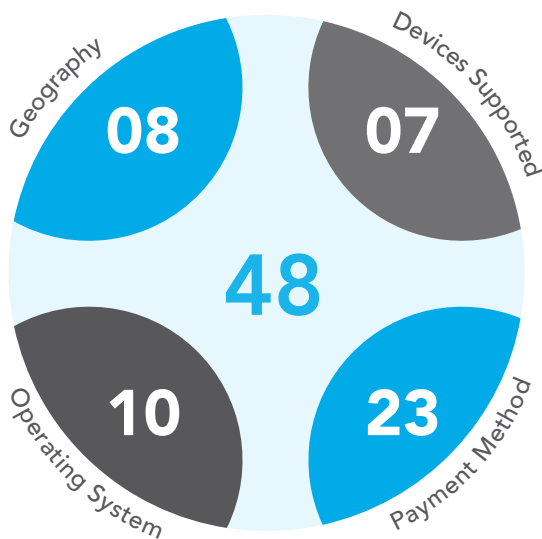
Customers/Volume: N/A
Customer Focus: eCommerce, mobile, payments, risk management
Pricing: N/A

Paysafe is a provider of end-to-end payment processing, digital wallet and online cash solutions. Its offerings are delivered via an integrated platform and are geared toward mobile-initiated transactions, real-time analytics and the convergence between brick-and-mortar and online payments. Paysafe connects businesses and consumers across 200 payment types in more than 40 currencies around the world.

PLATFORMS



Company: Payworks
Launch Date: 2012



Customers/Volume: Not available
Customer Focus: SME, events
Pricing: Not available

Payworks provides a turnkey white-label product to help customers roll out complete payment acceptance. The company provides SDKs and white-label mPOS solutions for a wide range of payment applications. More than 80 providers have connected to the Payworks platform. The mPOS can accept payments from Visa, Mastercard, American Express, Diners Club, JCB and China UnionPay.



Company: Poster
Launch Date: 2013



Customers/Volume: Not available
Customer Focus: Cafes and restaurants
Pricing: from \$14/mo to \$54/mo

Poster offers cloud-based point-of-sale (POS) systems designed for cafes, restaurants and other food service industries.

PLATFORMS



Company: Retail Store
Launch Date: 2001

Customers/Volume: 700 retailers
Customer Focus: Not available
Pricing: Not available

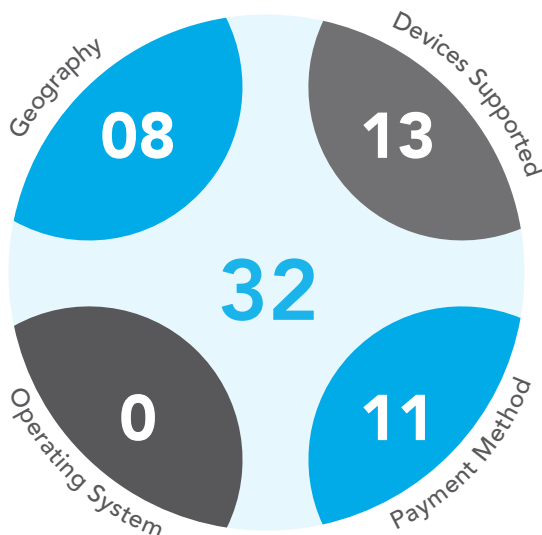


Retail Store offers a platform cloud retail management solution. It is designed to collect sales, stock, delivery and management information in real-time, to help improve efficiency. It offers an mPOS solution for iPads, allowing inventory look up and personalization, and can print to wireless receipt printers. It also takes payments with Bluetooth scanners and iZettle's Chip and PIN machine.



Company: Revention
Launch Date: 2003

Customers/Volume: Not available
Customer Focus: Restaurants
Pricing: Not available

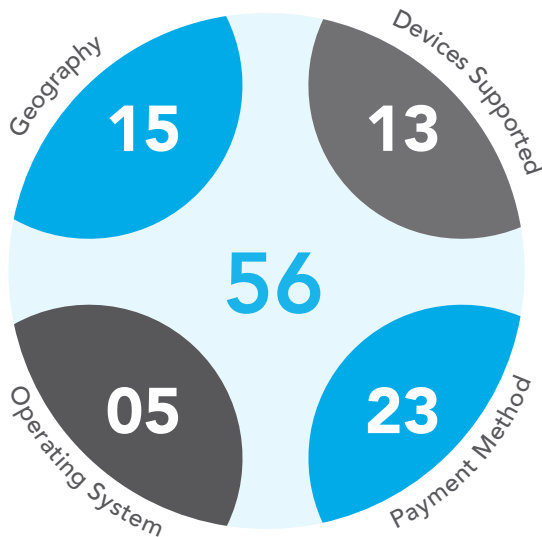


Revention is a restaurant technology provider that develops customizable POS offerings and online ordering solutions.

PLATFORMS



Company: Shopify
Launch Date: August 2013



Customers/Volume: 150,000 active Shopify stores \$7B worth of sales; processes \$5B in sales

Customer Focus: Small and medium-sized retailers to launch and manage online stores

Pricing: Fees of \$9 to \$159 and 2.7% to 2.15%

Shopify is a fully managed commerce platform that helps establish online businesses and provides retail point-of-sale systems for both online and offline companies. Shopify's core features include the ability to manage products, inventory, customers, orders and discounts. Merchants on Shopify may accept payments both online and in person using Shopify Payments, a built-in payment system, or an external gateway such as PayPal or bitcoin payments. With the new Shopify POS, you can now accept cash, credit, debit, and gift cards on your iPhone and iPad.



Company: SLIM CD
Launch Date: 1998



Customers/Volume: Not available

Customer Focus: Not available

Pricing: Not available

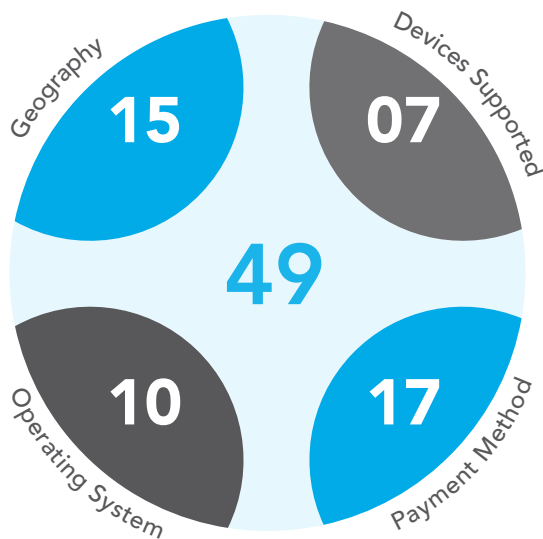
SLIM CD, Inc. offers credit card processing software and is a wholly owned subsidiary of the Online Commerce Corporation (OCC), a privately held eCommerce services provider.

PLATFORMS



Company: Smartpesa
Launch Date: 2014

Customers/Volume: Not available
Customer Focus: Small and big businesses
Pricing: Not available

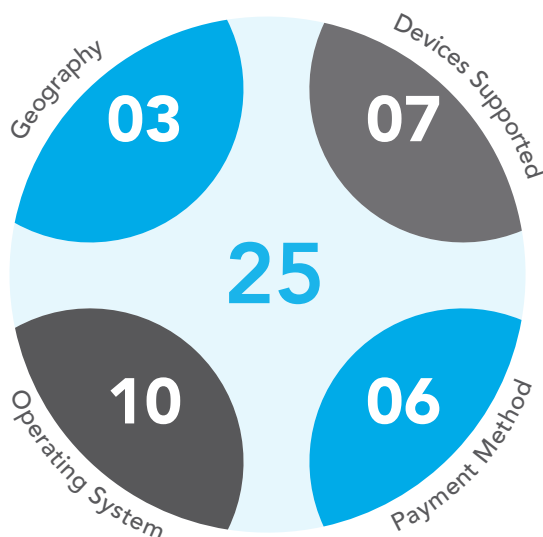


SmartPesa allows merchants to quickly and easily accept debit, credit, magstripe and chip-and-PIN card payments on a mobile device. SmartPesa has a simple to use interface and is grounded in a secure integrated platform. It also includes real-time card issuer verification and guaranteed payment.



Company: SpotPay
Launch Date: Not available

Customers/Volume: Not available
Customer Focus: Not available
Pricing: Not available



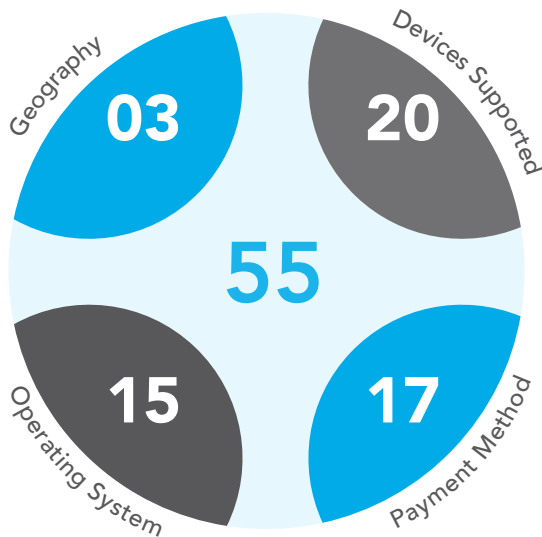
SpotPay is Fiserv's mobile payment solution for financial institutions that are part of the ACCEL/Exchange payments network. Financial Institutions can offer SpotPay to their small business and merchant customers. Merchants can also use SpotPay to accept paper checks.

PLATFORMS



Company: SureFire
Launch Date: 1997

Customers/Volume: Not available
Customer Focus: retail, health care, field services, public sector, not for profit
Pricing: Not available

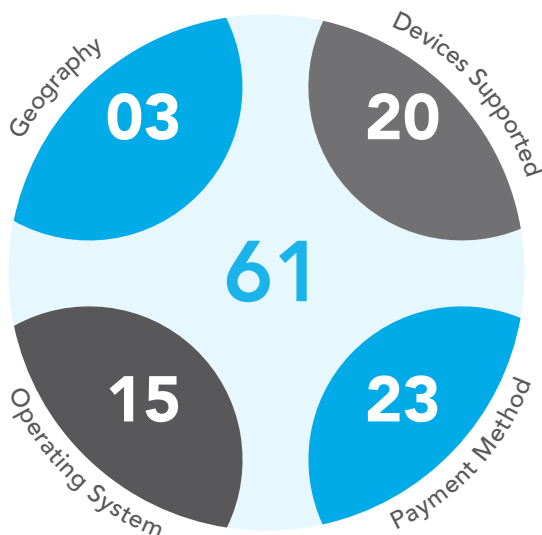


From innovative mPOS and payment applications to fully integrated transaction systems, Surefire Systems has a variety of software and business solutions. This platform breaks down the limitations of localized back office systems by using cloud-based pricing and inventory at its core. Surefire's Transaction Platform also integrates with other business needs, such as loyalty programs and logistics systems. Businesses can also access real-time transaction management tools, including mobile point of sale.



Company: Toast
Launch Date: 2010

Customers/Volume: Not available
Customer Focus: restaurants, cafes, bars, clubs, and other businesses in the food service and hospitality space
Pricing: \$79/ terminal, Processing: Flat Fee



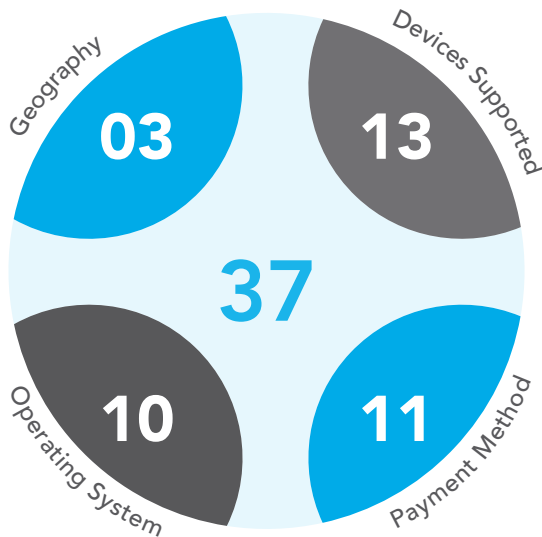
Toast, Inc. develops a restaurant point of sale (POS) and management software. Its solution includes online ordering, delivery tracking and enterprise reporting features, all designed for full-service restaurants, quick service restaurants (QSRs), enterprises, bakeries and cafes, bars and nightclubs and pizzerias.

PLATFORMS



Company: USA Technologies

Launch Date: Not available



Customers/Volume: Not available

Customer Focus: Not available

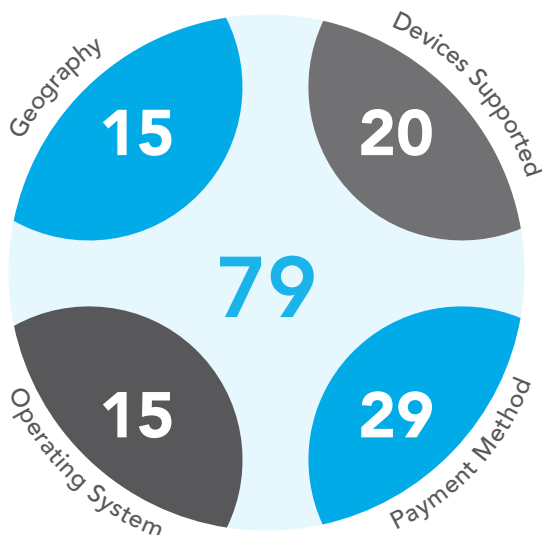
Pricing: Not available

USA Technologies provides wireless, cashless payment and M2M telemetry solutions for small-ticket, self-serve retailing industries. ePort Connect is the company's PCI compliant, end-to-end suite of cashless payment and telemetry services. USA Technologies has agreements with Verizon, Visa, Elavon and customers including Compass, Crane, AMI Entertainment and others.



Company: Verifone

Launch Date: October 2011



Customers/Volume: +150M devices connected to the cloud

Customer Focus: All merchants and consumers

Pricing: Not available

Verifone provides trusted, secure and innovative payment terminals, global payment as a set.

ABOUT

We are interested in your feedback on this report. If you have any questions or comments, or if you would like to subscribe to this report, please email us at mpostracker@pymnts.com

What The mPOS Tracker™ Is

The mPOS Tracker™ is designed to offer an organizing framework for evaluating the many players that have entered the mobile point of sale (mPOS) sector. For the purposes of the Tracker, we will look at all mobile devices – mobile phones and tablets – and will profile players who enable commerce via either. Consider the monthly mPOS Tracker™ as our best attempt to give the payments space a “playbook” on the mPOS ecosystem and how it is evolving – a sort of “who’s on first” perspective of who’s in it, what their offerings are, and how the market may have evolved month-to-month.

The mPOS Tracker™ Context

The mPOS Tracker™ organizes the ecosystem into two broad categories: those merchant-facing organizations who supply devices to merchants directly and those who “power” those players and supply them with the mPOS hardware, software, tools and services that helps merchant-facing organizations meet their customer needs. This, we believe, helps to further establish and define the playing field in what has become a very active space.

Why Is mPOS Relevant?

The diffusion of smartphones worldwide has revolutionized the payments industry in a variety of ways. Mobile phones are being considered (and trialed) in both the retail payments environment and the acceptance/point of sale environments. “Going mobile” today now means that both customers and merchants are able to gain tremendous efficiencies at a point of sale that can accommodate the form factors that consumers use today – the plastic card – and move that point of interaction closer to the customer. Merchants large and small are able to gain business efficiencies as well as new customers and sales.

Along the way, card readers have been transformed into tiny devices that plug into the headset jacks of mobile phones and tablets, turning these powerful IP-enabled computing devices into mobile point of sale terminals thus the mPOS acronym. But the power goes well beyond card acceptance anywhere, by anyone. These mobile point-of-sale devices leverage existing payments functionality and infrastructure, which means that the chicken and egg issues typically associated with new payments entrants do not exist. mPOS card readers enable the acceptance of the plastic cards that consumers carry in their wallets today and like to use.

mPOS may have started life as a way to enable casual sellers and small merchants to accept cards, but it is quickly moving up the merchant supply chain. mPOS actually started life way back in 2008 – before Square – in the mobile “field services” space, enabling tradespeople and other field service personnel to deliver their services and generate both an invoice and a payment on site. Square applied this concept to the micro merchant who was unable to accept anything other than cash or check. Now, Tier One retailers are turning tablets into cash registers and integrated business solutions that move payment and checkout to wherever the consumer happens to be in the store. Clearly, mPOS is reinventing the entire commerce ecosystem.

PYMNTS.com

About PYMNTS.com

PYMNTS.com is where the best minds and the best content meet on the web to learn about “What’s Next” in payments and commerce. Our interactive platform is reinventing the way in which companies in payments share relevant information about the initiatives that shape the future of this dynamic sector and make news. Our data and analytics team includes economists, data scientists and industry analysts who work with companies to measure and quantify the innovation that is at the cutting edge of this new world.



About Mobeewave

In an increasingly cashless world, Mobeewave enables people to accept money in person using only their phones. Since its creation in 2011, the Montreal-based FinTech has been a pioneering force in the mobile payment space and has created a patented solution to allow anyone to easily and securely accept payments. Mobeewave, an award-winning company, is now growing rapidly with key deployments in a number of markets around the world. Visit www.mobeewave.com and follow the company on Facebook, Instagram, LinkedIn and Twitter.

DISCLAIMER

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