

## PARTNERSHIPS

**Medasyst's WnetCheck Receives CrossCheck Certification**

Medasyst Inc., a provider of payment processing software, announced that WnetCheck Version 1.0 has received certification from CrossCheck Inc. WnetCheck enables merchants to process checks using the CrossCheck network. The software will run on any computer operating Windows 95/98/NT/ME/2000/XP.

WnetCheck's key features include support for check guarantee and check conversion, capture of check images and IP transmission to CrossCheck gateway, unlimited compact storage of transactions and data export to Excel spreadsheets.

A fully functional demo can be downloaded from Medasyst's Web site at [www.medasyst-software.com](http://www.medasyst-software.com).

**Comstar Interactive Certifies WAY Systems' Mobile Transaction Terminals**

WAY Systems Inc. and Comstar Interactive announced that the WAY Systems family of Mobile Transaction Terminals (MTT) has been certified on the Comstar Payment Gateway. This certification includes support for credit, offline debit and online (PIN-based) debit transactions.

"This announcement provides additional choices for our ISO/MSP customers and other resellers who desire connectivity to the widest range of endpoint payment processors," says Stu Fullerton, WAY Systems vice president of North American Sales.

"We are eager to provide a complete, integrated Comstar solution to users of WAY's MTT family," says Paul Sabella, Comstar president and CEO. "We have completed exhaustive testing of WAY's products for use in our environment and believe that resellers will see significant advantages in using the Comstar merchant boarding, transaction management and merchant billing solutions."

WAY Systems also announced that wireless services provider Apriva has certified WAY Systems' Mobile Transaction Terminal family on its Intelligent Gateway and become a reseller of WAY Systems' wireless POS services.

**Moneris Solutions to Handle Processing Business for Sears Centre**

Moneris Solutions has signed a three-year deal to process credit and debit card transactions for the Sears Centre, the 11,000-seat multi-purpose arena that opened in October in Hoffman Estates, Ill., a Chicago suburb.

Under the agreement, Moneris, whose U.S. headquarters is located in the Chicago suburb of Buffalo Grove, Ill., will provide credit and debit card processing for Sears Centre's ticket and concession sales.

Operated by CCO Entertainment, Sears Centre is a cultural and sports center that will host more than 142 events each year. The arena is expected to attract more than 750,000 visitors annually.

"We're thrilled to have the opportunity to support a venue of this caliber and we hope to provide them with the same level of excellence when it comes to payment processing service and support," said Greg Cohen, president of Moneris Solutions U.S. Group.

## NEWSBRIEFS

**Chase Paymentech Takes the Pulse of Online Commerce**

Payment processor Chase Paymentech has created a "pulse" index to measure online commerce at the top merchants during the holiday shopping season.

The index represents payment transaction activity at 10 of the top 30 retail Web sites, as identified by "Internet Retailer" magazine.

The index tracks an average of 1 million credit and debit card transactions daily, providing a look at the difference in consumer payment volume week to week and year to year. It also tracks net sales activity and offers payment activity analysis. It can be viewed at [www.chasepaymentech.com](http://www.chasepaymentech.com).

**BankCard Services Ranked Among Fastest-growing Private Companies in L.A.**

MSP BankCard Services ranked 34th in a list of the top 100 of the fastest-growing private companies in Los Angeles compiled by "Los Angeles Business Journal."

The company's revenues grew from \$22 million in 2004 to \$31 million in 2005, an 82.4 percent increase. The company has 145 employees and has recorded \$44 million in revenue as of September 2006.

**ExaDigm Appoints Former Lipman Executive as EVP of Sales**

POS terminal solutions provider ExaDigm Inc. appointed Randall R. Wheeler executive vice president of Sales. He will lead the entire sales organization, with direct responsibility for the revenue growth of the company.

"Randy brings to ExaDigm the sales leadership necessary to grow our business exponentially over both the short and long terms," said Mike Mulcahy, president and COO of ExaDigm.

Wheeler recently served as executive vice president of Sales for Lipman USA. Prior to that, Wheeler held a range of leadership positions in sales, marketing and product development with industry-leading companies including MasterCard International, Diebold and Bank of America.

## Industry News

### Morgan Stanley to spin off Discover

Morgan Stanley, the second-largest investment bank on Wall Street, announced plans to spin off its Discover credit card division after posting better-than-expected fourth-quarter results.

The spin-off, which was announced in Morgan Stanley's earnings statement, would create a separate company out of the credit card unit. Morgan Stanley expects to issue shareholders Discover stock on a tax-free basis during the third quarter of 2007.

David Nelms, Discover Financial Services chairman and CEO, said in an exclusive interview with the ETA soon after the announcement that direct access to capital markets will help Discover "by giving it more focus, more flexibility in what it can do and bringing needed recognition of the value in the company from investors."

Nelms said he doesn't expect the spin-off to bring any changes in the company's relationships with the acquiring industry or the ISO community.

"We feel great about our strategy and we expect to continue the momentum we've developed," he said. "We're going to continue to rely on the partnerships with acquirers and independent sales organizations for our growth."

The move follows an IPO by MasterCard Inc. in May and Visa International Inc.'s announcement in October that it will go public. Nelms said those developments demonstrate that Wall Street is receptive to the idea of investing in the card business.

"Certainly that played a part in the timing," he said. "We're fulfilling a demand."

The announcement comes as Discover posts its best results, with income up 72 percent to \$1.6 billion on \$4.3 billion of revenue and net sales up 13 percent.

Morgan Stanley reported that net income fell to \$2.21 billion, or \$2.08 a share, for the fiscal fourth quarter that ended November 30. That's down from \$2.47 billion, or \$2.32 per share a year ago, but easily beat analysts' forecasts.

## SECURITY

### Visa USA announces PCI compliance initiative

Visa USA announced that it will provide financial incentives to acquirers to encourage merchant compliance with the Payment Card Industry Data Security Standards.

Visa is investing up to \$20 million in an incentive fund payable to the acquiring financial institutions of the largest U.S. merchants who have validated PCI compliance by August 31 and have not been involved in a data compromise.

For the first time, Visa will link the benefits of tiered interchange rates to PCI compliance, creating another incentive for acquirers serving large merchants.

The program is targeting acquirers responsible for the largest 1,200 merchants, representing approximately two-thirds of Visa's U.S. transaction volume. Acquirers serving Level 1 and 2 merchants who have validated full compliance with the PCI DSS by March 31 will be eligible to receive a one-time payment for each qualifying merchant.

The tiered interchange rate program will become effective October 1, when acquirers whose transactions qualify for lower interchange rates available through the Visa and Interlink tiers must ensure that merchants generating the transactions are PCI compliant to receive this benefit.

For more information, visit the Visa USA Web site at [www.usa.visa.com/about\\_visapress\\_resources/news/press\\_releases/nr353.html](http://www.usa.visa.com/about_visapress_resources/news/press_releases/nr353.html).

## PRODUCTS

### MasterCard Worldwide offers custom gift cards

A new MasterCard Worldwide program enables businesses to create customized, co-branded prepaid gift cards.

Business owners or managers can log on to [mastercardgiftcard.com](http://mastercardgiftcard.com) and personalize cards in denominations from \$10 to \$500 with their company's logo and a customized message.

Businesses that charge the purchase of gift cards to their MasterCard pay a \$99 set-up fee rather than \$500, and the 3 percent load fee is waived on the first \$10,000 purchased.

MasterCard launched the program with KeyBank and is studying how to advise bank customers in regard to marketing the cards.

### Cell phone 'tap and go' payment trial in NYC

Citigroup, MasterCard Worldwide, Cingular Wireless and Nokia announced a trial of Near Field Communication-enabled mobile phones with MasterCard PayPass contactless payment capability in New York City.

The trial will evaluate the speed and convenience of "tap and go" payments made through mobile phones and is expected to last three to six months.

Pre-selected Citi MasterCard cardholders with Cingular Wireless accounts are participating in the trial and will receive Nokia NFC-enabled mobile phones with MasterCard PayPass contactless payment functionality. Participants can pay for purchases at any merchant that accepts MasterCard PayPass by holding the phones near a secure PayPass payment terminal. The purchase is charged to the user through the MasterCard payment network.