



Welcome to the **January** edition of ACT News – Driving Insights. This complimentary service is provided by ACT Canada. Please feel free to forward this to your colleagues.

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## ACT Canada Partners

### **INGENICO** - *Point of Sale Equipment Partner*

Ingenico Group is the global leader in seamless payment, providing smart, trusted and secure payment solutions to empower commerce across all channels, in-store, online and mobile. With the world's largest payment acceptance network, we deliver secure solutions with a local, national and international scope in 125 countries. For over 30 years, we have been the trusted world-class partner for financial institutions and for retailers, ranging in size from small merchants to several of the world's best known global brands. Our smart terminal and mobile solutions enable merchants to simplify payment and deliver their brand promise.

### **INTERAC** - *Payment Network Partner*

Interac Association is a recognized world leader in debit card services. Interac Association is responsible for the development and operations of the Interac network, a national payment network that allows Canadians to access their money through Interac Cash at 60,000 Automated Banking Machines and Interac Debit at 766,000 point-of-sale terminals across Canada. Interac Flash, a secure contactless enhancement of Interac Debit allows Canadians to pay for items instantly with their Interac chip debit card at a reader that supports Interac Flash.

## New and Renewing Members

### Principal Member

Canadian Western Bank ~ member since 2010  
Home Trust Company ~ member since 2009

### General Member

Accenture Strategy - Financial Services ~ member since 2015  
Best Buy ~ new member  
CPI Card Group ~ member since 1999  
Flexiti Financial ~ member since 2014  
Global Payments Canada ~ member since 2011  
PRESTO-Division of Metrolinx ~ member since 2013  
PVH Corp ~ new member  
Torys LLP ~ member since 2012  
Trans Union of Canada, Inc. ~ new member

## Career Opportunities

Visit our career opportunities section for the latest opportunities -  
<http://www.actcda.com/information/careers/>



### Looking for good people?

There is a lot of movement in the market, so if you are looking for new employees, we are always aware of some great people. Please contact ACT Canada for more details - [postings@actcda.com](mailto:postings@actcda.com).

## Calendar Of Events

### ACTive Networking

April 4, 2017  
Toronto, ON, Canada  
[www.actcda.com/calendar](http://www.actcda.com/calendar)

### Cardware 2017

May 1-3, 2017  
Niagara Falls, ON, Canada  
[www.cardware.ca](http://www.cardware.ca)  
*ACT Canada members receive discounts*

### Card Forum

May 8-10, 2016  
Austin, TX, USA  
[www.cardforum.com](http://www.cardforum.com)  
*ACT Canada members receive discounts*

### Money2020 Europe

June 26-28, 2017  
Copenhagen, Denmark  
[www.money2020europe.com](http://www.money2020europe.com)  
*ACT Canada members receive discounts*

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## Articles

### 1. EDITORIAL - BRIGHT SHINY OBJECTS AND COURSE CORRECTIONS

*Source: Catherine Johnston, CEO, ACT Canada (01/30)*

The responsible thing to do is to look at the bright shiny objects that could impact your organization, but that look should be clinical, not passionate. It involves asking and answering many questions so that you can determine how much to invest and when to invest it. Unbridled passion leads to investing too much, too early. There are those who would argue that all innovation needs to be adopted, often out of fear that competitors will. This approach has led to the growing number of people in payment who say they are stressed by the pace that new technology enters the market, and yet, we control that pace.

Very little technology is revolutionary. Most bright shiny objects are evolutionary and it isn't until each one solves a problem that customers embrace it. The technology we use today for fobs and media players like iPods was invented before World War II – in other words, before 1939. It was always a viable product



for mass data storage, but didn't become popular until it evolved into compact discs (CDs) and then evolved into DVDs. Between the 1930s and 1980s, some investors won and others lost.

Payment is complex and does not benefit from revolutionary approaches. Evolution allows you to course correct to find the balance between your goals and your customers' expectations. Join us at Cardware in May as we look at the course corrections that will pivot your organizations over the next 18 months.

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## **2. ACTIVE NETWORKING ANNOUNCED FOR APRIL 4**

*Source: ACT Canada*

Save the Date – **Tuesday April 4, 2017** for an ACTive Networking Event!  
Houston Avenue Bar & Grill, 33 Yonge St, 5-7pm  
New this Year – A 10 minute “TED Talk” to open the evening.

For more details or to register online visit [www.actcda.com/calendar](http://www.actcda.com/calendar).

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## **3. CONEXUS FIRST TO OFFER APPLE WATCH BANKING EASE USING CENTRAL 1 CREDIT UNION'S MOBILE BANKING APP**

*Source: Central1 (16/12/20)*

Conexus Credit Union has become the first credit union in Canada to offer its mobile banking users an Apple Watch app using the award-winning mobile app developed by Central 1 Credit Union (Central 1). The Apple Watch app provides iOS users with a more convenient and engaging banking experience. It provides greater choice and flexibility on how they manage their money while on the move.

Once a customer has paired their iPhone with the Apple Watch they can:

- View their account balances without having to login
- View the 20 nearest branches and ATMs
- View real-time notifications on the watch for alerts that they have set up

“To help our customers with their busy lifestyles, we designed an experience on a wearable that provides contextual information and a seamless user experience,” said Alexander Chan, Product Manager, Mobile Banking at Central 1. The MemberDirect Mobile App, which is available on iOS and Android smartphones, enables users to manage their daily banking while on the move.

“We are always looking for innovative new ways to enhance our member's experience; The Apple Watch App is just the latest example of adding convenience and access to our services,” said Jeremy Trask, Executive Vice President



Technology, Conexus Credit Union. “We are excited to partner with Central 1 and be the first credit union in Canada provide this service to our members.”

In October Conexus was the first in Canada to introduce Central 1’s Open Anywhere with real-time account funding via Interac e-Transfer. Open Anywhere enables prospective credit union members to open and fund new accounts online in minutes, using their mobile, tablet or desktop devices. It includes full core banking system integration for a streamlined back-end workflow, digital signature capture, compliance with the latest regulatory changes, and more.

*Central 1 is a member of ACT Canada; please visit [www.central1.com](http://www.central1.com).*

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#### **4. CANADA IS ONE OF THE BEST MARKETS TO BUILD AND TEST INNOVATIVE FINTECH SOLUTIONS**

*Source: Let’s Talk Payments (01/06)*

Being on the verge of tech-powered evolution, Canada’s FinTech landscape has been a hotbed of activity with over 100 Canadian FinTech startups raising over \$1 billion since 2010. A progressive traditional sector, supportive government and international interest serve as the foundation for the strong performance of Canada’s FinTech industry – the six most powerful banks in Canada recognize that innovations are inevitable, so the banks have an incentive to be active participants, rather than facing challenges from powerful outsiders. By 2018, technology spending by Canadian financial sector is expected to hit almost \$15 billion.

Just in 2016, venture capital financing in Canadian FinTech reached ~\$138 million, up more than 35% on the year. While the total funding of its US colleagues has been much more generous, Canada’s FinTech witnessed an acceleration in comparison to the decline in the US. In fact, investments declined at least 30% in the US in 2016, while in the UK they fell nearly 25% and Singaporean FinTech investment sank 65%, according to some estimates.

“From a global stage, Canada is a relatively small market,” said Adam Nanjee to Reuters, who heads the FinTech group in Toronto’s MaRS research hub. “But it’s one of the best markets to build a company around innovation because we have a great test market, great infrastructure for financial services.”

Reuters also emphasizes that the province of Ontario has among the highest concentrations of tech firms outside Silicon Valley, according to the provincial government, thanks in part to cheaper costs and the cluster of Toronto and Waterloo area universities producing engineers and developers. In fact, Toronto hosts ~12,000 financial firms and 360,000 finance workers and makes up 37% of Canada’s total GDP, which makes the province a strong economic driver



for the nation. Toronto has also been noted as North America's second largest financial services hub after New York.

A strong collaborative culture among entrepreneurs is also contributing to the accelerated development and implementation of innovative solutions – Canada's FinTech ecosystem has a unique lifestyle appeal to talented professionals and strategically important proximity to the world's hottest FinTech hubs – Silicon Valley and abundant with opportunities Asian markets. National FinTech hub – Vancouver – is also known to be home to a variety of successful startups, including Trulioo, Zafin, Payfirma, FrontFundr and many more. The uniqueness of Canada's FinTech industry is in its enabling role in the national ecosystem – FinTech in Canada is an enabler first, rather than a disruptor. The traditional financial sector in Canada has been accepting to technology startups as it appeared to be the most productive course of development in the financial services industry. Understanding that the threat is more likely to come from the likes of Facebook, Google, Apple, Tencent, Alibaba and other international technology giants rather than the young counterparts, led to an unconventionally fertile ground for innovators.

Outlining expectations of Canada's FinTech explosive growth, Christine Duhaime, Executive Director at Digital Finance Institute, shared in the report on Canada's FinTech, "The FinTech space in Canada and in Vancouver faces an exciting opportunity ahead, including our founding membership in the Global FinTech Hubs Federation – an international network of cities that fosters innovation across the world's financial services industry and aspires to facilitate trade and investment in Canada in FinTech."

In the report on global FinTech hubs, the Global FinTech Hubs Federation notes that the FinTech industry in Canada has been gaining considerable momentum in recent years. Toronto boasts the largest financial services sector in Canada, followed by Montreal and Vancouver. Canadian FinTech companies are attracting increasing attention on both a local and international stage, as waves of investment capital are constantly reinvigorating the organic growth of the industry.

## **5. SCOTIABANK DIGITAL FACTORY COMMENCES PRODUCTION IN CANADA**

*Source: Scotiabank (01/26)*

Scotiabank officially opened the doors today to its Canadian Digital Factory, a dedicated digital production facility designed to drive collaboration and creativity as well as to improve our customers' experience in areas such as mobile and digital banking transactions, account openings, loan adjudication and mortgage lending.

The 70,000 square foot facility, located in Toronto just a few blocks away from Scotiabank's global corporate headquarters, will employ digital, design,



engineering and agile specialists. The space is designed to facilitate collaboration, creativity and real-time direct customer input to develop innovative solutions. Scotiabank is creating a network of Digital Factories including one in each of the Pacific Alliance countries of Mexico, Peru, Chile and Colombia. These Factories will serve as incubators for new products, services and solutions for Scotiabank's 23 million customers around the world.

"All Scotiabankers are deeply proud of our five Digital Factories and the work that is taking place in these facilities," said Brian Porter, President and CEO, Scotiabank. "These creative workspaces are inspiring and encouraging entrepreneurship, accelerating delivery times and allowing our teams to sharpen their focus on meeting the needs of our customers. They are also playing an important role in spurring FinTech innovation, productivity and job growth in their local markets."

Designed by Interior Architects, the new Digital Factory facility in Toronto was designed based on ideas and input from Scotiabank employees to create a space that reflects the diversity of workstyles and the need for a creative, agile and fun work environment.

Quick Facts about the Scotiabank Digital Factory Space in Toronto:

- Customer Usability Lab: Customer feedback informs our test-and-learn development culture every step of the way. The Customer Usability Lab space at the Digital Factory is a place where our teams meet with our customers to test our solutions as we build them. It helps our teams understand what our customers want and need, and enables us to capture real time feedback and iterate on what has already been designed.
- Scrum-ready workspaces: From large huddle rooms to private meeting booths, the technology-forward design enables teams to collaborate across the Bank's footprint, and drives quality and efficiency of technical production for employees and scrum teams who use the agile methodology. The neighbourhood themes and meeting rooms are named after people and technologies that disrupted and transformed their industries.
- Artful design and inspiration: Artwork throughout acknowledges Scotiabank's history and inspires the future. The Digital Factory logo – a fusion between the traditional factory gear and a pixelated gear – encapsulates the transformation from analog to digital and Scotiabank's broader digital transformation. Proudly on display is a stylized Scotiabank Coat of Arms from the original version designed in 1921. Informed by interviews with Digital Factory employees, Toronto artists created a mural that represents Scotiabank's evolving role for banking customers around the world, grounded in the bank's core values: respect, integrity, passion and accountability.
- Security haven: A biometric security access solution captures and matches four fingerprints with a single hand movement. It implements





contactless technology, allowing residents to remain on the move when passing through a control point.

*Scotiabank is a member of ACT Canada; please visit [www.scotiabank.com](http://www.scotiabank.com).*

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## **6. TRANSUNION RELEASES NEW DATA ON IDENTITY THEFT, FRAUD**

*Source: PYMNTS (01/25)*

As fraud and identity theft continue to evolve and become more sophisticated threats, TransUnion announced the launch of its new suite of solutions to help businesses take a holistic approach to fighting back against cybercrime. The IDVision offering utilizes data assets and advanced analytics technology to provide companies with the ability to more accurately discover anomalies and patterns of risk. The solution suite delivers actionable alerts and scores in real time, which allows the business to make risk decisions quickly.

“As fraud evolves and becomes more sophisticated, the legacy systems many businesses have in place are not sufficient to detect today’s fraudsters,” Chris Cartwright, president of TransUnion’s U.S. Information Services, said in a statement. “We developed IDVision to provide greater certainty now and as fraud evolves, while still meeting the expectations of speed and uninterrupted consumer experience our customers need. The IDVision suite works to learn and predict patterns of risk to help customers more strategically anticipate tomorrow’s threats by staying ahead of fraudsters today,” Cartwright continued. TransUnion’s research shows that, in 2016 alone, companies lost more than \$1.6 billion due to credit card application fraud. Surprisingly, that number is just a fraction of the overall cost of fraud to consumers, businesses and government organizations, TransUnion confirmed. However, with the launch of IDVision, TransUnion is aimed at assisting companies across industries to identify more good consumers and support secure, confident and convenient authentication.

“Fraud today does not just impact businesses’ bottom lines with current customers; it also causes losses related to lost opportunities when frustrated customers walk away and also from back-office expenses incurred to manually review fraud,” Pat Phelan, SVP in TransUnion’s innovative solutions group, added. “The fact that businesses can receive all of the fraud and identity management tools necessary to prevent losses in one suite of solutions sets IDVision apart from others in this growing industry.”

*TransUnion is a member of ACT Canada; please visit [www.transunion.ca](http://www.transunion.ca).*

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## 7. CIBC PARTNERS WITH UNIONPAY INTERNATIONAL TO OFFER CLIENTS NO-FEE RMB MONEY TRANSFERS TO CHINA

Source: CIBC (01/17)

Ahead of this year's Lunar New Year, CIBC is pleased to announce that it has partnered with UnionPay International, one of the world's largest international bank card networks, to help clients send money transfers to China within 24 hours with no costly upfront remittance fees.

"This partnership further solidifies CIBC as a leader in the remittance industry by providing fast, secure service with no upfront fees, saving money for our clients and making it easier for their families to receive deposits," says Vineet Malhotra, Managing Director and Head, Alternate Solutions Group and Retail Solutions Group, CIBC. "With the Chinese New Year one of the busiest times of the year for remittances to China, our money transfer service gives clients a less expensive way to send money abroad." Canadians send more money abroad to China than any other country, according to the latest statistics available from the World Bank. Canadians sent approximately US\$4.2 billion to China in 2015, about one-fifth of Canada's total global remittances.

CIBC introduced its no-fee CIBC Global Money Transfer service in 2015 and since then has grown to more than 45 countries, including the United States, Pakistan, Sri Lanka, Trinidad and Tobago, Vietnam, and now China. CIBC has also provided service to Hong Kong since the introduction of the service. Recipients receive funds in their local currency. For example, in China, recipients receive money transfers in renminbi (RMB).

Features of the CIBC Global Money Transfer service include:

- No upfront fee to send money abroad
- Competitive exchange rates
- Daily transfer limits of \$9,999.99 (through online/mobile banking and CIBC banking centre combined)
- Most transfers will be received by the recipient within one business day
- Available via CIBC Mobile Banking App, CIBC online banking and CIBC banking centres

From Jan. 16 to Feb. 16 (midnight EST), every client who sends money to China using CIBC Global Money Transfer will receive a complimentary Year of the Rooster pure silver coin and will be entered to win one of eight pairs of tickets to Beijing or Shanghai.

*CIBC and UnionPay are members of ACT Canada; please visit [www.cibc.com](http://www.cibc.com) and [www.unionpay.com](http://www.unionpay.com).*

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## **8. GOVERNMENTS CAN USE BIG DATA WITHOUT SACRIFICING PRIVACY, ONTARIO COMMISSIONER SAYS**

*Source: IT Business (01/27)*

The rising tide of big data could lift several government-affiliated boats – that is, programs – if applied with an eye towards securing the gathered information, limiting employee access, and acknowledging the privacy concerns raised by many of the people whose activities would be monitored, Ontario Information and Privacy Commissioner Brian Beamish said during a presentation on Thursday.

Though Beamish believes that municipal, provincial, and federal governments alike have much to gain from big data, which he says could be used in sectors ranging from education to the environment to health care, it will require fundamental changes to privacy legislation involving government, citizens, and the private sector alike. “The information is available, and if analyzed properly can have a positive impact on the allocation of resources, program design and evaluation, and delivery of services,” Beamish says, noting that in his opinion, “the public overestimates the extent to which this is already happening.”

Under Ontario’s current access and privacy laws – led by the Freedom of Information and Protection of Privacy Act (FIPPA); the Municipal Freedom of Information and Protection of Privacy Act (MFIPPA); and the Personal Health Information Protection Act (PHIPA), which collectively apply to more than 1500 institutions, including ministries, provincial agencies, boards and commissions, postsecondary schools, hospitals, pharmacies, and other health care providers – government-affiliated institutions are encouraged to withhold whatever information they presently collect from each other, he noted.

FIPPA and MFIPPA especially, which were originally drafted in 1990, reflect the needs and expectations of a different time, Beamish says: IT was less prevalent, data and analytics types were less complex, and personal information use was more discrete, resulting in a model of data protection where secondary uses of personal information are largely prohibited and government institutions are divided into silos with restricted information sharing privileges.

“If you look at something like the Child and Family Services Act, a system in which multiple players have information, I think the public would expect that those people talk to each other to find out what’s working, or whether we’re getting help to kids that need it in the best way possible,” Beamish says. Current legislation also decrees that any personal information collected must be certified as “necessary,” while big data, which Beamish called “equal parts buzzword and concept,” tends to be indirectly obtained.

“I think the public wants the government – expects the government – to deliver services as effectively as possible,” he says. “That said, I think if the privacy



risks aren't recognized and addressed – if the public gets a sense that their privacy is not being respected – there is a definite possibility, or likelihood that public support for these activities will suffer.”

Big data carries other potential risks as well, Beamish acknowledged: since by definition it's often collected automatically, and without a goal in mind, it may be inaccurate, lack information, disproportionately represent specific populations while excluding others, or be poorly collected, and applied based on pseudo-scientific insights confusing correlation with causation. The worst-case scenario, therefore, could be not only a surveillance state, but poorly delivered government services, he says. The challenge: Creating big data legislation without sacrificing privacy

Beamish admits that addressing big data through provincial legislation is not a question that will be easily answered, and certainly not anytime soon, but his Jan. 26 speech, scheduled to coincide with Data Privacy Day, laid out some basic guidelines that he says will form the backbone of a big data guidelines report that his office plans to release this spring.

“I think the public perception of big data – ‘The government has a dossier on me, the government knows everything I'm doing.’ – is based on a fear,” he says. “And it's a rational fear. People are nervous – they think there's one spot where any civil servant can go and find out about their life, and that needs to be addressed.” One method the private sector uses to assure skittish customers their data isn't being used for nefarious purposes is de-identification – making the data anonymous – which Beamish says could work, but needs to be undertaken properly.

“We now have a lot of information that's publicly available, and there are times where you have to make sure that the information you're releasing in so-called ‘de-identified’ form is truly de-identified – that someone can't take another database, put it together, and find out who you're referring to,” says Beamish, whose office released a guide to de-identification last year. “An easy example is postal codes – someone might think that simply stripping a name off an address is de-identifying it, but we know that if you use the full six digits of a postal code, it's pretty easy to come up with a pretty good guess for who that person is.”

It's also conceivable, as Beamish himself notes using the example of the Child and Family Services Act, that certain residents might willingly attach their identities to a data profile under the right circumstances: Giving postsecondary institutions access to their education, for example, or health care providers access to their medical history. However, examples such as these require caution as well, he says.

“One issue is transparency,” he says. “The government should be letting people know what they're doing.” “Also, I'm not sure that a lot of big data analytics



will work if you simply use the people that agree,” he continues. “I think in order to get a representative sample, you have to assume you’re not going to get consent from everyone and that’s where the whole idea of responsible de-identification becomes especially important.”

First and foremost, implementing a big data policy would require principle-based legislation governing both data linking and big data analytics, which could include the creation of a central data institute with expertise in privacy, human rights, and data ethics; data minimization requirements; privacy impact and threat risk assessments; mandatory breach notification; and audit powers for the IPC, which will remain committed to ensuring that Ontarians’ privacy is protected, Beamish says.

“I have to say that the government’s response to all our activities has been very positive and respectful,” he says. “We may not always end up with 100 per cent of what we suggest, but so far we’ve ended up in a good position. For example, with the health privacy bill we’ve had very constructive discussions. They basically said, ‘what is it you want? How do we make this work and ensure that privacy is being protected?’ So I’m optimistic about being able to get something done.”

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## **9. ETHOCA, FICO COLLABORATE TO ENHANCE FRAUD MANAGEMENT CAPABILITIES FOR CARD ISSUERS**

*Source: Cards International (01/19)*

Ethoca has teamed up with analytic software firm FICO to improve fraud management capabilities for the card issuers. Now, card issuers who use FICO Falcon Fraud Manager will be able to easily connect to Ethoca’s Global Collaboration Network to maximise the recovery of card not present (CNP) fraud losses and avoid the expensive, useless chargeback process. As per the agreement, Ethoca’s flagship service, Ethoca Alerts, will work closely with FICO’s Falcon software to deliver a complete CNP fraud solution that spans every stage of the fraud lifecycle such as protection, prevention, alerting, investigation and recovery.

Leveraging the strength of the collaboration, FICO will offer a range of simple connection options so card issuers can easily participate in Ethoca’s Global Collaboration Network. Additionally, issuers who depend on FICO Falcon Fraud Manager can choose to take part in Ethoca’s network through direct integration. While Falcon uses advanced analytics to assess and score card transactions for potential fraud, Ethoca Alerts come into effect once CNP fraud has been confirmed between a cardholder and their bank.

Cases of confirmed fraud reported by card issuers are marked in Falcon and fraudulent CNP transactions are advised to Ethoca for immediate distribution



as alerts to over 5,000 merchant customers across the world, covering more than 194,000 merchant descriptors. Upon receiving the alerts, Ethoca's merchants instantly stops the fulfilment of fraudulent orders and issue cardholders a refund. This faster, more efficient process can be completed in few hours instead of the weeks of delay typical of the chargeback process, which prevents criminals from monetising their crimes.

FICO said that card issuers can now eliminate operational expenses associated with chargebacks and speed the recovery of dispute and fraud losses, while ensuring an improved experience for cardholders

*Ethoca is a member of ACT Canada; please visit [www.ethoca.com](http://www.ethoca.com).*

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## **10. ACCEO AND MASTERCARD PARTNER TO BRING DIGITAL OMNI-CHANNEL PAYMENT SOLUTIONS TO GLOBAL MERCHANTS**

*Source: ACCEO Solutions (01/12)*

ACCEO Solutions Inc. has announced a new partnership with MasterCard to offer state-of-the-art in-store and e-commerce payment solutions to retailers with a global presence, using MasterCard Payment Gateway Services and ACCEO Tender Retail. A leading payment processing and device management solution, ACCEO Tender Retail is deployed by world class retailers throughout North America and is part of the wide range of products and services provided by ACCEO.

With over 30 years of payment industry experience, ACCEO is recognized as a leader in cutting-edge, EMV-ready payment solutions. MasterCard has been a leading technology company in the payments industry for decades, and continues to support retailers around the globe with innovative products and services.

This partnership enables ACCEO to provide a solution to large global retailers that simplifies and unifies payment acceptance across all digital and in-store shopping channels. Building on ACCEO's current in-store retail payment solution, ACCEO Tender Retail, the new partnership allows retailers to give consumers a superior, connected shopping experience, wherever and however they decide to pay around the world, whether shopping in New York, Dubai, Paris or London.

The combined offer includes PCI-validated solutions that ensure secure payments through the use of tokenization, point-to-point encryption and EMV support. Hosted Payment pages, SecureCode and Masterpass complete a unified commerce experience. The ultimate goals are to provide safety and security for both the retailers and their customers, and to lead with technology and infrastructure that ensure a reliable and scalable solution to support a wide range



of established and emerging payment methods. This results in maximum convenience and flexibility, as well as connectivity to MasterCard's unrivalled bank network to facilitate effective international trade.

Joey Vaccaro, Vice President, Business Development and Strategic Alliances at ACCEO, comments: "Our partnership with MasterCard is extremely exciting. The combination of our technologies results in a one-stop shop for a merchant's payment needs across all channels, and in all global markets, creating a unified customer experience. Our payment products and product roadmap have been significantly enhanced through this partnership. This allows us to introduce secure and innovative payment solutions across the globe, creating a truly endless aisle experience for the consumer."

"We are delighted to partner with ACCEO to provide further integrated value to retail customers," commented Tim Fletcher, General Manager, MasterCard Payment Gateway Services – Americas. "Due to the enormous growth in digital payments, retailers are looking for technology solutions that connect across all shopping channels, are increasingly global, and – most importantly – are safe. This partnership enables more retailers to benefit from MasterCard's unrivalled connectivity and the industry-leading safety and security offered by our global network. In doing so, we are able to help customers operate more efficiently and in turn, grow their business."

*ACCEO Solutions Inc. and MasterCard are members of ACT Canada; please visit [www.acceo.com](http://www.acceo.com) and [www.mastercard.com](http://www.mastercard.com).*

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## **11. ST, G&D, FITPAY DEVELOP TURNKEY, CERTIFICATION-READY SOLUTION FOR WEARABLE DEVICES**

*Source: Cards International (01/06)*

STMicroelectronics (ST), Giesecke & Devrient (G&D) and FitPay have jointly developed a turnkey, certification-ready solution for wearable devices.

The firms have leveraged ST's security chip to create the first secure hardware and software solution that is pre-approved for use by device manufacturers with the aim to develop integrated tokenised payments from MasterCard or Visa. The new technology cuts barriers arising in implementing card payments on mobile devices and enables wearable-device OEMs to concentrate on product development. The solution will enable users to load multiple payment cards from various banks and from different payment networks onto the wearable devices, thereby making contactless payments easy, independent of the end-device's operating system. A secure operating system from G&D, payment application management software from FitPay, and hardware components needed to support a mobile payment application.



These solutions have been incorporated and fully integrated around ST's trusted ST54E security chip that manages cryptographic processing and tamper-proofing. FitPay CEO Michael Orlando said: "Wearable devices are transforming the payment experience, and FitPay, ST, and G&D are making it easier to develop payment-enabled wearables. This reference design from ST demonstrates a fully integrated payment solution for manufacturers."

*Giesecke & Devrient, MasterCard and Visa are members of ACT Canada; please visit [www.gi-de.com](http://www.gi-de.com), [www.mastercard.ca](http://www.mastercard.ca) and [www.visa.ca](http://www.visa.ca).*

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## **12. CARDTEK, ATTRA COLLABORATE TO OFFER DIGITAL ENABLEMENT OF PAYMENT SOLUTIONS**

*Source: Cards International (01/03)*

Payment technologies provider Cardtek has teamed up with Attra, a card and payments services specialist, to provide digital enablement solutions and services around Cardtek's digital payment platform. Cardtek Digital Payment solutions, which offer an integrated platform to manage the complete life cycle of digitised cards, empower banks, processors, telecom operators and retailers to implement digital payments complying with international payment standards. Pursuant to the agreement, Attra will operate as a global solutions and systems integration partner to Cardtek across the globe.

Additionally, Attra will deliver consulting, implementation, portfolio migrations, business-as-usual support, development and testing services for the digital payment products. Besides managing the enrolment process, the digital payment platform oversees provisioning and secure management of credentials. It also enables issuers and service providers to offer their services in their own wallets or third party wallets. Moreover, the solution also supports in-app payments to enable payment transactions for e-commerce and m-commerce retailers as well as non-digital merchants such as gas stations and transportation operators. Attra founder and chairman Anil Gammampila said: "As a specialist cards and payments IT services company, Attra is pleased to be a strategic partner to Cardtek for their Digital Payment suite of products.

"Our partnership gives Attra a wider geographic reach and a strong foot hold in the Digital Payment solutions and services space. Cardtek's customers will benefit from our deep domain expertise and access to high quality global delivery and support services."

*Cardtek is a member of ACT Canada; please visit [www.cardtek.com](http://www.cardtek.com).*

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### **13. IPSO ALLIANCE PUBLISHES SECURITY, PRIVACY AND IDENTITY WORKING GROUP CHARTER; FOCUSES ON CROSS-STANDARD METHODS, IOT NEEDS NOT SERVED BY FRAGMENTED STANDARDS EFFORTS**

*Source: EE Catalogue (01/19)*

The IPSO Alliance (IPSO) announced that its Security, Privacy and Identity (SPI) Working Group has published its charter. The charter provides a framework for the Working Group to help the industry address the urgent challenge of secure IoT interoperability by identifying and describing best practices for the authorization, authentication, privacy, integrity and confidentiality services of IP-based smart objects, as well as object life cycles. Additionally, the SPI Working Group is chartered to identify interoperable solutions for needed functions that aren't being addressed by existing standards, using crowdsourcing methods such as plugfests and hackathons.

“Technical Working Groups are the key to achieving IPSO’s goal of advancing the IoT, and our members have indicated that SPI is among their top priorities,” said Christian Légaré, president and chairman of the IPSO Alliance. “By defining and publishing its charter, the SPI Working Group has outlined its vision to guide the industry as it improves IoT security and privacy.”

The initial charter deliverables include comprehensive white papers that will make recommendations in the following key areas:

- IoT Roots of Trust: integrated methods that enable IoT devices with constrained resources to verify code before running it, establish their trustworthiness to other devices and securely connect with them
- Cross-Domain Security Policy Profiles: allowing smart objects to securely communicate across many different implementations and protocols
- Message-Level Signing, Encryption and Key Management: enabling the secure use of any transport method or standard, by moving security to the message itself
- IoT Privacy Best Practices: provide a comprehensive overview of the top methods for implementing privacy in IoT devices and services

In addition to white papers, the SPI Working Group will contribute to the primary IPSO objective of enabling interoperability among IoT standards. The first charter deliverable in this area is to analyze the security, privacy and identity of current IPSO work products and meta models.

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#### **14. AMEX ADDS NEW FEATURE TO MESSENGER BOT FOR HASSLE FREE SHOPPING**

*Source: Cards International (16/12/13)*

American Express (Amex) has introduced a new 'Add a Card feature' for the Amex bot for Messenger that helps the eligible US consumer and OPEN card members to add their card and billing information to their Facebook for shopping on the social media site. Once a card is added to the Facebook account of the concerned cardholders, they can easily make in-game purchases, purchases on the shop sections of business' Facebook pages and participate in Messenger commerce experiences.

Amex has been working closely with Facebook to ensure that card member account data is provided to Facebook through the Amex bot for Messenger safely. To enable the Amex bot for Messenger, cardholders can connect an eligible card to Messenger at [m.me/AmericanExpressUS](https://m.me/AmericanExpressUS) by using their AmericanExpress.com user ID and password. Furthermore, card members can effortlessly add their card to Facebook when connecting their eligible card to Messenger. American Express vice president for digital partnerships and development Dave Wolf said: "This most recent step in our long relationship with Facebook demonstrates just how quickly American Express can iterate new features and develop innovation with great partners.

"The speed of our tech development continues to allow us to meet our card members where they are, and we look forward to the additional benefits we can deliver to card members on this powerful channel." Facebook director of global commerce and payments partnerships Kahina Van Dyke said: "We've seen commerce play an increasing role in how people interact with one another and we're excited to see our partners at Amex continue to create new ways to enable people to make seamless purchases with this new Add a Card feature."

*American Express is a member of ACT Canada; please visit [www.americanexpress.ca](http://www.americanexpress.ca).*

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#### **15. WA!, THE MULTI-SERVICE MOBILE WALLET FROM BNP PARIBAS, IS SECURED BY GEMALTO**

*Source: Gemalto (01/11)*

Gemalto is supplying BNP Paribas with Mobile Protector, a highly secure solution to protect Wa!, an innovative multi-brand, omni-channel mobile wallet that combines payments, shopping coupons and loyalty programs. Gemalto's Mobile Protector encompasses an SDK (Software Development Kit), and both a customer enrollment and an authentication server. The solution delivers comprehensive security for all mobile payments made using Wa!. The bank is currently piloting



Wa! in France with Carrefour, the world's second biggest retailer with 12,300 stores across 35 countries.

Wa! enables consumers to enjoy the convenience of swift and secure payments using nothing more than their smartphone. Once the app has been downloaded, Gemalto's solution facilitates a simple enrollment process that is activated by a PIN code sent via SMS. Customers validate payments with their PIN code or their fingerprint. In addition, coupons and loyalty rewards can be claimed and redeemed using the same wallet, creating a comprehensive shopping experience that redefines the relationship between retailers and customers. Gemalto's proven security expertise played a key role in helping BNP Paribas achieve the first ever approval of a mobile wallet by GIE-Cartes Bancaires, France's interbank organization. Mobile Protector offers outstanding user protection, reflected in its recent certification to the industry-recognized ANSSI CSPN software security standard. Building on the success of the Carrefour pilot, BNP Paribas expects to deploy Wa! in partnership with many more retailers looking to enhance their customers' experience.

"Gemalto provided a perfect fit for our mobile security needs, combined with ease of use," said Jacek Szpakiewicz, CEO of RMW (the company that develops the Wa! Mobile wallet). "The strong involvement of Gemalto teams throughout the project has enabled us to optimize the integration of the solution and the development of the application."

"Wa! is a multi-brand, multi-bank, omni-channel and fully secure payment solution that represents the future of the mobile wallet for banks and retailers alike," said Philippe Cambriel, President for Europe, Mediterranean and CIS at Gemalto. "BNP Paribas has successfully turned this bold concept into reality, demonstrating how stringent standards of mobile security can be married to the smoothest possible customer journey."

*Gemalto is a member of ACT Canada; please visit [www.gemalto.com](http://www.gemalto.com).*

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## **16. WALGREENS LINKS REWARDS PROGRAM WITH ANDROID PAY**

*Source: Mobile Payments Today (01/17)*

Walgreens is linking its rewards program to Android Pay with the help of point-of-sale terminal provider Equinox Payments, according to a press release. Equinox claims to be the first terminal provider to implement the Android Pay reward-tracking technology across all its product lines — including the L5300 multiline terminals used by Walgreens. The retailer will integrate its loyalty program with Android Pay on the L5300s in its stores nationwide.

"Integrating our Balance Rewards loyalty program with Android Pay on all of the Equinox checkout terminals in our stores nationwide is another example of



how we are always looking to enhance our customers' in-store experience," Abhi Dhar, chief information officer at Walgreens, said in a statement. "It was evident just last month during the holiday shopping season that many of our Balance Rewards members enjoy the benefits of linking our loyalty program with mobile payments. We're offering a convenient and secure way for our members to earn and redeem loyalty points in-store, eliminating the need to separately scan or enter their Balance Rewards card."

*Equinox Payments is a member of ACT Canada; please visit [www.equinoxpayments.com](http://www.equinoxpayments.com).*

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## **17. VISA LAUNCHES TOKEN SERVICE IN GEORGIA FOR SECURED MOBILE PAYMENTS**

*Source: Cards International (16/12/28)*

Visa has introduced its Visa Token Service in Georgia, a new technology that creates secure environment to help speed up innovation in ecommerce and mobile payments. The first in Georgia Visa Token Service programme has been rolled out in collaboration with the Bank of Georgia. Instead of using sensitive payment account information printed on plastic cards, the new token service leverages a digital account number or 'token' that safeguards the integrity of the Visa payment transaction.

Further, the tokens do not share a consumer's payment account details, including the 16-digit account number, and can be safely stored by online merchants or on mobile devices to provide ecommerce and mobile payments. The new service, available for Visa cardholders, is compatible with NFC-enabled mobile devices, running on the Android operating system (version 4.4 or later). Visa said that the tokens are easy to be processed and routed by merchants, acquirers and issuers similar to traditional card payments, as they are based on existing International Organization for Standardization (ISO) standards. Visa country manager for Ukraine, Georgia and Armenia Dmytro Krepak said: "Consumers are getting more and more connected and this rise in digital connections impacts all aspects of the modern life, payments are not an exception.

"Increased connectivity in many ways transforming consumers' commerce experience and offers them many options to transact, both offline and online. "With Visa Token Service consumers can shop anywhere, on any device, with confidence. In Georgia where each fourth Visa card is issued with contactless functionality and each second Visa transaction goes contactless, we expect a fast adoption of Visa Token Service."

*Visa is a member of ACT Canada; please visit [www.visa.ca](http://www.visa.ca).*

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## **18. NEARLY 25% OF UK CARD PAYMENTS NOW CONTACTLESS**

*Source: Cards International (01/17)*

Nearly 25% of all card transactions are now carried out via contactless channel in the UK, according to the figures released by the UK Cards Association. Almost 325 million purchases were done through contactless debit and credit cards in November 2016, which accounts for 25% of all card payments during the month. In November 2015, 11% of card transactions were contactless, so this achievement represents a significant growth.

Due to the rise in contactless payments, the spending in November has hit a record £2.9bn, up by 184% compared to the same month a year ago when contactless spending passed £1bn mark, according to the data of UK Cards Association. Currently, there are 101.8 million contactless debit and credit cards in circulation in the UK. Nine in 10 (88%) contactless transactions are made using a debit card, a higher proportion than for card payments overall (78%). The UK Cards Association head of policy Richard Koch said: "With 125 taps every second in the UK, it's clear that people are opting for contactless when they are at the till. "No longer is it just for the lunchtime sandwich, consumers are using their contactless cards wherever they go - for the grocery shop, in clothes stores, and, increasingly, for the commute too."

The average contactless transaction stood at £8.95 in November, up from £8.03 a year ago.

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## **19. INGENICO EPAYMENTS BRINGS GLOBAL PAYMENT CAPABILITIES TO MESSAGING BOTS IN BOOST TO CONVERSATIONAL COMMERCE**

*Source: Ingenico (01/16)*

Ingenico ePayments, the online and mobile commerce division of Ingenico Group, and Ingenico Labs, its innovation department, today announced a solution to provide eCommerce merchants with payment-enabled messaging bots. The initiative will allow consumers and online businesses to engage in social or 'conversational' commerce through popular messaging apps such as Facebook Messenger, Skype, Line, Kik, Telegram, WeChat and Slack.

Over 3 billion consumers worldwide have an account with one or more messaging apps, spending increasing amounts of time within these apps. In fact, many millennials use messaging apps as their favorite tool to communicate and engage with the world around them, and are asking their favorite brands to engage with them in the same way. As messaging apps get more and more traction, brands and retailers increasingly look to leverage these apps to reach their customers in a more personal and conversational manner. However, the key challenge remains to convert these engagements into purchases.



By embedding payments directly into bots, merchants remove conversion-killing steps from the purchase process and enable a seamless consumer experience. With this new solution, Ingenico ePayments' full portfolio of international payment methods and capabilities can now be integrated and embedded inside messaging bots, removing the need to go out of the messaging app to complete a purchase and thus increasing conversion and revenue. Furthermore, the new solution is linked to all the major messaging apps, including Facebook Messenger, Line, Telegram, Kik, Skype and WeChat. This allows merchants to create their messaging bot user experience once, and deploy it across all networks. Lastly, the platform integrates with the merchants' existing systems and allows marketers to augment CRM data with messaging data to enable truly holistic customer analytics.

"Our innovation strategy always aims at anticipating new consumer habits as well as removing friction from the payment funnel to boost conversion. Social media and social commerce are definitely trends to watch, and focusing on adding payment into messaging apps seemed unavoidable. Allowing merchants to leverage our full portfolio of payment methods directly from a messaging bot will significantly remove friction from conversational commerce while boosting conversion." said Michel Léger, executive vice president of Ingenico Labs. "This is also a new demonstration of how digital innovation can speed up the generation of new Ingenico offers."

"The payment process is the bottleneck in any conversion funnel, and that goes for conversational commerce through messaging apps as well. Remove friction from that process and you widen the funnel, boosting conversion," explained Pierre-Antoine Vacheron, executive vice president of Ingenico ePayments. "With this new messaging solution, merchants can now easily access our full portfolio of international payment methods directly from any messaging bot, enabling their customers to complete a payment from within the bot without any need for redirects or other steps."

*Ingenico is a member of ACT Canada; please visit [www.ingenico.com](http://www.ingenico.com).*

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## **20. OT, FINTECH START-UP INAMO TO LAUNCH CONTACTLESS PAYMENT WEARABLES IN AUSTRALIA**

*Source: Cards International (16/12/09)*

Australian fintech company Inamo and Oberthur Technologies (OT) have signed an agreement to launch contactless payment wearables in the Australian market. Under the agreement, Inamo will leverage OT's digital payment enablement technology and launch its first multi-functional wearable solutions, known as CURL, in Australia.



CURL allows users to make payments by simply tapping their device to any point of sale terminal where Visa payWave is accepted. It is claimed to be rugged, waterproof and can perform payment transactions without using any power. OT will provide its EMV hardware, operating system and digital security technology for the device. It plans to introduce its PEARL embedded Secure Element to next generations of the device. In addition to contactless payments, CURL will also be available to use for payment on public transport, building access, ticketing for festivals and gym membership over the next 18 months. OT managing director of Asia financial services institutions Mark Garvie said: “OT is very excited to partner with this home grown Australian Fintech company. “This partnership with Inamo is going to be a key differentiator in the Australian market and will expand the reach of payments technologies and solutions to new frontiers. We are thrilled to continue to expand the portfolio of wearable devices powered with OT’s security and payments solutions.”

*Oberthur Technologies is a member of ACT Canada; please visit [www.oberthur.com](http://www.oberthur.com).*

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## **21. DISCOVER PARTNERS WITH PAYPAL TO OFFER NEW DIGITAL PAYMENT EXPERIENCES**

*Source: Cards International (01/12)*

Discover Financial Services and PayPal have entered into an agreement to make PayPal payments more available to Discover’s cardholders, acquirers and merchants. Under the agreement, PayPal will use Discover’s tokenisation services and expand its reach at the point of sale, which will enable US PayPal customers to pay with their Discover cards at all of the contactless-enabled merchants that accept Discover.

Discover cards will be offered as a clear payment option within the PayPal wallet, making Discover easily identifiable to cardholders when paying. Additionally, both companies plan to enable PayPal customers with eligible Discover cards to use their cashback bonus to pay for purchases at the millions of online and mobile merchants that accept PayPal. Following enablement, Discover cardholders will be able to view and use their available cashback bonus while using PayPal to pay for all or part of a purchase. Discover payment services president Diane Offereins said: “Discover is focused on making the payments experience seamless and secure for both card members and our merchant partners.

“This agreement with PayPal helps expand consumer payment choices by providing additional ways to transact, and builds on the growing adoption of digital payments.”

*Discover is a member of ACT Canada; please visit [www.discover.com](http://www.discover.com).*

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## **22. SAMSUNG, TOTAL MERCHANT SERVICES UNVEIL NEW POS SOLUTION AT NRF 2017**

*Source: Cards International (01/17)*

Samsung Electronics America and Total Merchant Services have unveiled their latest point-of-sale (POS) solution for SMBs at NRF 2017. The new solution, Groovv POS Flex, has been designed as a flexible point-of-sale tablet and payment processing system that offers SMBs an easy-to-deploy solution to meet demands of today's mobile-first retail landscape.

The new POS features Samsung Galaxy Tab E 9.6" Tablet and an EMV-compliant and NFC-enabled payment processing device, which have been pre-programmed with a full suite of software for inventory management, reporting and integrated marketing. With the detachable Samsung Galaxy Tab E 9.6" and payment devices, as well as a foldable swivel stand, the Groovv POS Flex offers retail customers a flexible and mobile alternative to countertop devices, which allows staff to process customer orders and payments conveniently from the countertop or while roaming. Furthermore, the system connects wirelessly to peripherals such as a cash drawer-receipt printer, barcode scanner and kitchen printer, which enables retailers to fully customise their setup to match their particular environment and needs.

Besides allowing merchants to monitor financials, view sales history, identify sales trends and utilise embedded marketing tools, the EMV-compliant and NFC-enabled payment device also accepts chip cards, Samsung Pay and other NFC mobile payment solutions. Samsung Electronics America vice president of vertical business Ted Brodheim said: "Samsung is committed to delivering solutions with market-leading partners, like Total Merchant Services, that enable businesses of all sizes to meet the demands of a fast-changing, mobile-first retail space.

"The solution we've created with Groovv POS Flex gives our SMB customers an innovative, customized mobile and payment processing ready system that fits seamlessly into their business."

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## **23. CPI CARD GROUP AND PROXAMA ANNOUNCE STRATEGIC RELATIONSHIP**

*Source: CPI Card Group (01/23)*

Proxama PLC is delighted to announce a joint agreement with CPI Card Group to deliver innovative financial and payments products to CPI's growing North American customer base. CPI Card Group is a leading provider in payment card production and related services, offering a single source for credit, debit and prepaid debit cards including EMV chip personalization, instant issuance, fulfilment and mobile payment services, with more than 20 years of experience in the





payments market and as a trusted partner to financial institutions. CPI Card Group and Proxama will continue to offer and develop the most comprehensive financial solutions to meet payments and processing customer demand in Canada and the United States. Patrick Regester, EVP Sales and Marketing for Proxama's Digital Payments Division commented: "We are excited to have established this collaboration with CPI Card Group for the hosting and promotion of our highly-regarded product suite in North America. This agreement will enable CPI to provide best-in-class payment solutions to their extensive customer base and to new clients, extending further the range of products and services that CPI is able to offer to the market."

Lane R. Dubin, Senior Vice President, Sales and Marketing at CPI Card Group added: "We see great potential in this agreement with Proxama to broaden our mobile and EMV-related services and offerings to meet the dynamic and diverse needs of our customers. Our alliance with Proxama reflects our dedication to expand our domestic and global market presence and deliver best-in-class financial solutions."

*CPI Card Group is a member of ACT Canada; please visit [www.cpicardgroup.com](http://www.cpicardgroup.com).*

## **24. CANADA'S FIRST SKI-THRU ATM OPENS ATOP WHISTLER BLACKCOMB**

*Source: CIBC (01/12)*

What stands 8.5 feet high, weighs 4676 pounds and is located 1,850m (6,069ft) above sea level? Complete with ski pole and glove holders and heating lamps, CIBC has opened the first-of-its-kind mountain-top ski-thru ATM outside the Roundhouse Lodge on Whistler Mountain. Canada's first ski-thru ATM is one of many experiences CIBC will offer as part of a brand new, five-year partnership with Whistler Blackcomb.

"We're thrilled to partner with North America's premier resort to offer even greater experiences for all who enjoy its beauty and world-class amenities," says Stephen Forbes, Chief Commercial Officer, CIBC. "CIBC is always looking to improve our clients' experience, whether in a banking centre or on the slopes, and our new ski-thru ATM at Whistler Blackcomb is just one of the many ways we're reaching clients at new heights." The new stand-alone ATM allows skiers easy access to cash for things like making purchases at certain cash-only vendors before journeying back down the slopes, and offers the same range of banking services available at all CIBC ATMs. To reach clients at the peak, the ATM made a momentous trek up the mountainside to the summit of Whistler Mountain. Bringing the partnership to life, CIBC is working alongside Whistler Blackcomb to deliver world class hospitality at the resort's two Guest Satisfaction Centres -- the heart of activity for inquiring guests. To further amp up the visitor experience, CIBC is also offering whistles, tissues and hand warmers as part of Whistler Blackcomb's



free mountain orientation tours. Visitors will also experience unique CIBC activations on CIBC National Ski Day, Family Day and Canada Day to help celebrate Canada and CIBC's shared 150th birthday in 2017.

"We are very excited to be celebrating the launch of our new corporate partnership with CIBC," says Morag Kerr, Strategic Alliances and Partner Marketing Manager at Whistler Blackcomb. "CIBC is Whistler Blackcomb's first ever full-service banking partner and their commitment to delivering exceptional guest experiences aligns perfectly with our goals. We look forward to working with CIBC to better service our guests in unique and exciting ways as we move forward."

*CIBC is a member of ACT Canada; please visit [www.cibc.com](http://www.cibc.com).*

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## **25. NEW VANTIV ONDEMAND PAYMENTS MAKES IT EASY FOR MERCHANTS TO OFFER THEIR CUSTOMERS A SEAMLESS OMNICOMMERCE SHOPPING EXPERIENCE**

*Source: Vantiv (01/16)*

Vantiv, Inc. launched OnDemand Payments, a portfolio of integrated products and services that meet the unique needs of merchants by offering a seamless omnicommerce customer shopping experience. Using a single reporting interface and offering consolidated settlement; OnDemand Payments is a suite of security, reporting and analytics, compliance, and implementation solutions that delivers a single dashboard view of customers and payments across all payment channels.

"With Vantiv OnDemand Payments, we have integrated our best-in-class products and services that our enterprise merchants need for 'anytime, anywhere' commerce – whether the customer is shopping in-store, online, or on-the-go," said Sayid Shabeer, vice president of merchant product at Vantiv. "Coupling that with our consultative payments expertise and service leadership, allows us to tailor a unified, more secure omnicommerce solution for our sophisticated merchants in many verticals, including retail, restaurant, QSR, grocery and drug-stores, among others." According to a 2017 study published by Harvard Business Review, shoppers who engage with retailers across multiple touchpoints are driving boosts in conversion rates – both online and offline – as they become increasingly reliant on more than one channel to aid in their purchasing decisions.<sup>1</sup> The study's results found retailers need to adopt a bevy of omnichannel tools in order to capture a lift in sales and attract a larger audience.

"Vantiv OnDemand Payments also includes standard-defining features, including OmniToken (which adds a universal layer of data security that follows customers wherever they go), Prime Routing<sup>2</sup> (which optimizes cost of payments



acceptance) and Vantiv iQ (which brings payments intelligence together through reporting and analytics)," added Shabeer.

More importantly, Vantiv OnDemand Payments provides simplified application programming interfaces (APIs) that make it easy for merchants to integrate emerging payments technologies, including digital wallets like Android Pay, Apple Pay, Samsung Pay, and others, allowing them to quickly adapt to changing consumer behavior. By using OnDemand Payments, merchants no longer need to use multiple processors for best-in-class products and services in card-present and card-not-present environments.

Also at NRF, Vantiv is demonstrating its recently launched triPOS Cloud solution, which allows software developers to integrate point-of-sale solutions via the cloud or a native application.

*Vantiv is a member of ACT Canada; please visit [www.vantiv.com](http://www.vantiv.com).*

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## **26. AMAZON GO'S IMPACT ON PAYMENTS, SELF-CHECKOUT**

*Source: Mobile Payments Today (01/19)*

Recently, Amazon introduced what many industry observers are calling a "game changer," entitled Amazon Go. Amazon's newest concept enables shoppers to enjoy the maximum convenience of shopping without the need to stop and check out. This process, also referred to as "walkout shopping," saves both the store and its shoppers time and money. Despite the fact that the potential impact of automated self-checkout is still being tested and perfected, Amazon has devised a new scheme that allows shoppers to grab and go without stopping to scan or pay.

The long-term implications are hard to predict, but this is a development that could revolutionize much of retailing as we know it, including some kiosk industry segments. Simply stated, the Amazon store has no cash register or payment kiosk. Instead, shoppers scan themselves into the store using the free Amazon Go app, shop as normal, remove items from a store shelf, place items in a shopping bag and leave the store. The items are in turn billed to an authorized Amazon.com account accompanied by a detailed email receipt.

Although considered a disruptive technology for retail staffing, Amazon Go may impact the need for self-checkout kiosks. Just as Uber and Lyft have managed to derail the taxi and rental car industries, Amazon hopes Amazon Go will similarly disrupt the way consumers interact with retail operations.



## Line busting

No one enjoys standing in line at the checkout station of a retail store, be it self-checkout or cashier attended. Amazon Go eliminates lines by implementing a revolutionary application that records purchases based on shelf removal and placement into a specialized shopping bag. Amazon is creating the world's most advanced shopping technology so a consumer never has to wait in line. With the application's "Just Walk Out Shopping" experience, the consumer turns on an Amazon Go app, enters an Amazon store, removes desired products from shelves and departs. No lines, no checkout, no hassles.

Fearful that cashiering and bagger jobs will be reduced or eliminated, Amazon Go is already anticipating a potential grocery store employee revolt. Despite doomsday concerns for retail workers, human employees remain at the core of the retail shopping experience. Industry practitioners believe that it is common for technology at first blush to be perceived as destroying jobs. But in the long run, often more jobs are created than lost. Researchers predict that by 2019, the U.S. government will begin implementing robotic-specific regulations to preserve jobs.

## How it works

Four years ago, Amazon set out to create a shopping experience with no lines and no checkout procedure. Rather than forcing a change in how consumers shop for meat, produce and dairy products, Amazon has opted to create a different physical store experience.

The technology that powers Amazon Go, also termed "Walk Out Shopping," is similar to the advanced computer vision and artificial intelligence used in self-driving cars. It is the application of sophisticated artificial intelligence, machine learning and related developments that supports a store where customers take what they want and leave. Amazon Go has no registers. Instead, shoppers (for now, Amazon employees) scan into the store with their free Amazon Go app, shop as normal, and leave the store with snacks and packaged meals billed to their Amazon.com account. Hence, in order to use Amazon Go, a consumer has to have an Amazon account, a smart phone, and a downloaded version of the Amazon Go app.

Not long ago, Home Depot, CVS, Wal-Mart and other firms began implementing self-checkout. Part of the challenge was to get consumers to place purchased products in a proper scan position so that the packaging could be priced, recorded and directed to a weight-sensitive bagging area. Despite receiving mixed reviews, self-checkout has reduced the number of shoppers preferring traditional cashier settlement.



## Beta testing begins

While it may not completely eliminate cashiers, Amazon's model could help eliminate some of the ambiguities inherent in a self-checkout scheme, such as inventory loss due to miscounting or theft. The Amazon Go grocery store opened in Seattle, Washington in December 2016 at 2131 7th Avenue at the corner of 7th Avenue and Blanchard Street. Currently, the store is restricted to Amazon employees. This is slated to change in early 2017 when the Amazon Go store will be open to the public. Amazon has denied reports that it plans to open 2,000 Amazon Go stores in the next several years.

While few details have emerged as to how Amazon Go actually powers the shopping experience, it appears tied to a combination of the Amazon Go application at a turnstile entrance/exit and in-store sensors capable of operating in a cashier-less, counter-less checkout environment.

Unlike other shopping experiences, Amazon Go doesn't require shoppers to individually scan each item. Rather, the app uses artificial intelligence and computer vision to identify shoppers and to sense what they are buying (removing it from a shelf and placing it in a shopping bag).

## Impact on payment kiosks?

Because there is no self-checkout, Amazon Go could impact self-checkout kiosks. The micro market industry, which has been expanding at a healthy clip since 2008, could be impacted by Amazon Go.

A micro market is a self-contained store in a location without an employee to monitor it. It includes freestanding storage, such as shelves that hold product, and a self-checkout kiosk. The customer scans their package and pays at the self-checkout kiosk. The micro market offers significantly more variety than a vending machine bank and is more convenient.

Amazon Go accomplishes much of the same purpose as a micro market with fewer steps on the part of the consumer. Amazon has become the largest retailer by market cap (currently claiming a 300 million customer base) by capturing a very small percentage of overall retail sales in a variety of categories.

## Key takeaways for Amazon Go:

- Amazon Go has no registers; shoppers scan into the store with a free app, shop as normal, and leave the store with the items billed to an Amazon account.
- Despite the fact that Amazon's new shopping experiment is already prompting doomsday headlines for retail workers, human employees are still key to the retail experience.



- Industry observers claim that Amazon Go isn't only disrupting grocery shopping. It may be reinventing the entire retail category.

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## **27. SCALEFAST TAPS PAYMENTS PROCESSOR INGENICO GROUP**

*Source: Cards International (16/12/14)*

Scalefast has selected payment solutions provider Ingenico Group to provide global, full-service payment processing capabilities. Under the agreement, Ingenico will enable Scalefast to offer its customers with an integrated, multi-channel payment solution to accept payments both in-store and online.

Ingenico's online and mobile commerce division Ingenico ePayments will allow Scalefast to accept all major credit cards, alternative payment methods and value added services. In addition, Ingenico Mobile Solutions, the mPOS division of Ingenico, will offer the company with RP750x mobile card readers that will allow card-present payments on mobile devices. Ingenico's RP750x card reader accepts EMV chip & PIN and magstripe transactions, and also allow to connect to Android and iOS devices through Bluetooth or audio jack. Scalefast CEO Nicolas Stehle said: "For our customers, being able to provide a seamless eCommerce experience is critical, and as many of them begin to expand their business to accept offline payments, either in-store or at an event, that experience needs to be able to move with them.

"Ingenico Group allows us to offer a seamless multi-channel solution to our customers, making it easy for them to move their eCommerce businesses into the physical world using the mobile devices already in their pockets."

Ingenico ePayments executive vice president Pierre-Antoine Vacheron said: "Scalefast provides a unique solution to companies that wish to leverage the potential of online selling, without the cost and risks involved with creating a full eCommerce infrastructure. "By working with Ingenico Group, Scalefast is able to offer its customers a multi-channel solution that encompasses a seamless, global eCommerce payment acceptance solution and mobile card readers that allow them to accept payment virtually anywhere, anytime."

*Ingenico is a member of ACT Canada; please visit [www.ingenico.com](http://www.ingenico.com).*

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## **28. VOLKSWAGEN INKS DEAL TO BUY PAYBYPHONE**

*Source: PYMNTS.com (16/12/28)*

Volkswagen's financing unit has inked a deal to buy PayByPhone, a Canadian mobile payments company, for an undisclosed sum. According to a



report by The Wall Street Journal, the move on the part of Volkswagen is designed to bring mobility to vehicles. WSJ noted that PayByPhone processes \$300 million in transactions each year. That transaction volume, however, is tiny compared to the hundreds of billions of dollars in sales Volkswagen generates each year, noted the paper.

The move on the part of Volkswagen to buy PayByPhone comes as the vehicle company is still reeling from a diesel emissions cheating scandal that happened late last year and hurt its reputation. At the same time that it is recovering from that scandal, it is investing money in initiatives that won't show a profit for a few years, reported WSJ.

PayByPhone already has agreements with a lot of the parking operations around the world and handles the payments for 262,000 parking spaces in Paris, Boston, London, San Francisco and Seattle. In an interview with WSJ, PayByPhone Chief Executive Kush Parikh said: "There are more and more connected services going into the vehicle," noting the purchase of the company could enable Volkswagen to offer drivers a better and easier way to buy things.

PayByPhone isn't the only car company Volkswagen is investing in. This past May, it invested \$300 million in ridesharing company Gett. That investment came as the company is attempting to grow its own ridesharing mark and get deeper into the on-demand market. On the U.S. side, there isn't much publicly available about Gett's financials, but one report showed the company was eyeing a funding round that would give it a \$2 billion valuation. At least, for the most recent \$300 million round, Volkswagen is the sole investor, which brings Gett's total funding to \$520 million.

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## **29. VERIFONE, FIS TO ENABLE CONSUMERS TO PAY WITH LOYALTY POINTS VIA CREDIT, DEBIT CARD**

*Source: Mobile Payments Today (01/11)*

Verifone and FIS have announced a partnership to enable consumers to pay at the point of sale using loyalty points linked to a credit or debit card, according to a press release.

Verifone has developed a new application called Verifone Points Redemption, which connects to the FIS Premium Payback Network to provide a way for third-party loyalty programs to participate. Merchants will be able to download the free app to their device from the open, cloud-based Verifone commerce platform. Eligible cardholders need only swipe, dip or tap their card at a participating retailer to pay for their purchases with points. When a shopper presents a loyalty-linked card payment on a Verifone device, it will prompt them automatically when enough points are available to pay for their items. Verifone said the yes or no prompt is quick, easy and specifically designed not to slow down the



checkout process. The connection between Verifone and FIS is being powered by Modo's Coin-operated digital payments hub.

"We are helping merchants and consumers realize the value of loyalty programs by bringing points redemption to the shopping experience right where it counts — at the checkout," Glen Robson, executive vice president and head of Verifone solutions, said in a statement. "With FIS' loyalty solution accessible through the cloud on our devices, merchants have a simple way to enhance the checkout experience by offering their customers immediate savings on in-store purchases using points." According to the Verifone announcement, research shows that every year up to \$16 billion in loyalty points are left unused or forgotten. "Today's consumers have been digitally empowered and expect tomorrow's payment and rewards capabilities today," Bruce Lowthers, executive vice president of FIS global retail payments, said in a statement. "The single integration point to brick-and-mortar retailers uniquely helps loyalty programs increase member touch points, while our relationship with Verifone expands the reach to bring scalable loyalty points redemption to many more consumers."

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### **30. CHINA UNIONPAY QUALIFIES FIME TEST PLATFORM**

*Source: FIME (16/12/14)*

FIME's chip payment test platform Savvi – used by acquirers, processors and merchants globally for terminal integration testing – now supports China UnionPay (UnionPay) certification. The new certification process requires merchants and acquirers to confirm that a terminal meets UnionPay's credit and debit card standards and will successfully integrate with the payment infrastructure. The Savvi Test Platform is an automated testing and certification management tool, which significantly reduces the overall time needed to complete UnionPay terminal integration testing. This saves acquirers and merchants time and money. It achieves this by automatically determining applicable test cases, providing test process guidance, retrieving and validating test results, as well as generating and submitting test reports according to UnionPay's requirements. The easy-to-use interface is available in Chinese and English.

"As the Chinese payment infrastructure becomes increasingly dynamic with multiple payment brands and the introduction of innovative technologies, it is important that new solutions will perform as intended and interoperate successfully within the existing payment ecosystem," explains Alex Chen, Business Director Asia Pacific at FIME. "The latest certification requirement from UnionPay promotes this integrity, which is extremely positive for the marketplace. By using the Savvi Test Platform, merchants and acquirers can significantly shorten testing times due to its automation, and launch solutions to market without unnecessary certification





delays.” Savvi supports an extensive range of international and domestic payment brand qualifications to deliver market-leading multi-brand testing.

*FIME and UnionPay are members of ACT Canada; please visit [www.fime.com](http://www.fime.com) and [www.unionpay.com](http://www.unionpay.com).*

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### **31. M2MD AND G&D ANNOUNCE THE AVAILABILITY OF A SECURE COMMUNICATIONS GATEWAY FOR THE TELEMATICS INDUSTRY**

*Source: Giesecke & Devrient (01/03)*

M2MD Technologies and Giesecke & Devrient (G&D) announce the availability of a secure Communications Gateway. In addition to comprehensive security, the Communications Gateway allows automakers to quickly connect to the vehicle, execute commands more rapidly, and effectively manage costs. With more connected vehicles on the road, the need for strong security and efficient communications is paramount to the safety of the driver and the vehicle. M2MD and G&D formed a strategic partnership, combining their expertise to improve both security and connectivity speed. The secure Communications Gateway merges M2MD’s proprietary security solutions with G&D’s expertise in encryption, key management, and highly secure hosting capabilities.

The solution is optimized to provide a unique, cloud-based platform that strengthens data transmission security and the speed of initiating communications between the vehicle and the automaker’s preferred telematics platform. Enhanced security is driven by a patent pending solution integrating the best 3GPP wireless communication security with standard TLS 1.2. For improved connectivity, the Gateway instantly triggers a network initiated data session to the vehicle, resulting in an immediate response to complete requests for remote control functions (e.g. remote vehicle start) resulting in a better user experience. “Having worked with almost every major automobile manufacturer in the world, it is exciting to see a solution that is truly faster, better, and less expensive to operate,” said Chuck Link, President and CTO of M2MD Technologies. “The secure Communications Gateway is a complex set of code integrated into the mobile network and communication modules yet delivers three simple benefits to the automotive industry: security, speed, and lower costs.”

“We are committed to working with automakers to significantly enhance the security of connected vehicles and the new gateway is an important step to improve customer experience while reducing operational costs,” said Scott Marquardt, President of G&D’s US Mobile Security business. “Leveraging G&D’s M2M SIM know-how and hosting the secure Communications Gateway in G&D’s fully redundant and secure data centers ensures the highest level of security and data privacy for car manufacturers and their customers.”



*Giesecke & Devrient is a member of ACT Canada; please visit [www.gj-de.com](http://www.gj-de.com).*

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### **32. WHAT TARGET'S MOBILE PAYMENTS PLAN SAYS ABOUT TODAY'S RETAIL TRENDS**

*Source: Mobile Payments Today (01/26)*

Big-box retailers have survived the demise of the Merchant Customer Exchange. When MCX shelved its CurrentC mobile payment system last year after multiple false starts, some of the biggest names in that consortium were left without a clear mobile wallet strategy. But that quickly changed.

Name-brand retailers realize what's at stake when in turning their mobile app into a one-stop shop for customers. This approach keeps consumers connected to the retailer throughout the shopping experience. So, why not add a payments option to the app and complete the loop? "GfK's FutureBuy Research in the U.S. shows that 1 out of 3 shoppers, 37 percent, use their smartphones to shop in-store; but when it comes to paying in a brick-and-mortar setting, consumers use mobile payments for only 2.2 percent of transactions, representing a massive opportunity gap," Tim Spenny, vice president of financial services consulting at GfK Research, wrote in a blog posted last year on Mobile Payments Today.

Target likely sees that opportunity as well, and it has an easier path than most retailers to a best-in-class mobile shopping experiences thanks to its popular Cartwheel mobile couponing app. Michael McNamara, Target's chief information and digital officer, told Recode that the company hasn't decided whether the payments feature will reside within the retailer's regular mobile app, in its Cartwheel app, or in both. The safe bet for Target in the immediate future is to add the payments feature to Cartwheel first. This marriage makes sense because it would allow consumers to apply coupons and make a payment with a single QR code scan, similarly to Kohl's Pay.

The retailer can then work out any kinks before it expands the payment feature to its Target app. McNamara said the service will only be available for use with the Target REDcard. Whether Target will eventually open the payments feature to other credit and debit cards remains to be seen.

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### **33. UL'S EMV PERSONALIZATION VALIDATION TOOL QUALIFIED BY AMERICAN EXPRESS FOR AEIPS 4.3 AND EXPRESSPAY 3.1**

*Source: UL (01/09)*

UL is pleased to announce that its EMV Personalization Validation Tool has received qualification by American Express for AEIPS 4.3 and ExpressPay 3.1.



The UL EMV Personalization Validation Tool is used for testing EMV payment products according to mandatory card personalization regulations from the major payment associations. Using this tool helps to smoothen the certification of your cards. The American Express validation module for the UL EMV Personalization Validation Tool, implementing tests for AEIPS and ExpressPay cards, is now officially qualified by American Express according to the AEIPS 4.3 and ExpressPay 3.1 Personalization Validation Requirements.

The UL EMV Personalization Validation Tool is a comprehensive test tool for issuers, card personalization bureaus and card manufacturers that want to validate the personalization of their contact/contactless payment cards and mobile payment applications. It checks the correctness of a card application personalization and provides full, readable reports including explanations of errors and observations found.

*American Express and UL are members of ACT Canada; please [www.americanexpress.com](http://www.americanexpress.com) and [www.ul-ts.com](http://www.ul-ts.com).*

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#### **34. VERIFONE EXPANDS INTERNATIONAL ACCESS TO ITS INTEGRATED, END-TO-END PAYMENT-AS-A-SERVICE SOLUTION FOR MICROSOFT DYNAMICS 365 CUSTOMERS**

*Source: Verifone (01/17)*

Verifone announced the expansion of its partnership with Microsoft that provides comprehensive Payment-as-a-Service for Microsoft Dynamics 365 clients. Availability of Verifone Point, a Payment-as-a-Service (PaaS) solution, will now extend to Microsoft Dynamics 365 users internationally beginning with Canada. Together, the industry leaders commit to providing merchants-of-all-sizes worldwide with simplified, reliable and secure payment and commerce solutions that improve the consumer experience at the point-of-sale (POS).

To keep pace with today's rapidly changing payment landscape, businesses often find themselves managing multiple technology vendors, payment device deployments and EMV certification with processors, compliance with ever-changing PCI standards and payment security. Now, merchants and retailers using Microsoft Dynamics 365 all over the world can overcome payment complexity with the Verifone Point PaaS offering, which bundles payment hardware, software, and support services into a single integrated solution.

“Partnering with Microsoft Dynamics, we look forward to helping a greater number of retailers focus on their business and better serving customers instead of putting precious time and resources into managing their payment systems ,” said Joe Mach, President of Verifone North America.



“Over the last 12 months, our partnership with Verifone has helped simplify the standards and requirements that make managing payments so complex for merchants,” said Balaji Balasubramanian, Principal Group Program Manager at Microsoft Corp. “We are delighted to expand this partnership to our international users and enable them to grow their business, improve the customer experience, and adopt a single, secure payment solution that is in sync with industry standards and requirements.”

As a key benefit for many merchants, Verifone Point will include enhanced cardholder data protection through Secure Commerce Architecture (SCA) and end-to-end encryption. SCA prevents sensitive payment information from entering electronic cash registers, which cybercriminals often infect with malware to steal cardholder data. And, with end-to-end encryption, the data is useless to cybercriminals because it is encrypted.

*Verifone is a member of ACT Canada; please visit [www.verifone.com](http://www.verifone.com).*

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### **35. WEARABLE TECHNOLOGY WILL ACCELERATE THE ADOPTION OF BIOMETRIC TECHNOLOGY**

*Source: Let's Talk Payments (16/12/21)*

The biometrics market is expected to experience a substantial growth over the coming years – some estimates suggest that by 2020, the global mobile biometric market revenues will reach \$34.6 billion annually. Particular forms of biometric information and capturing technology are expected to have a strong impact on the overall adoption level. Behaviometrics, in particular, and mobile technology, are believed to become major forces in accelerating the adoption of biometrics.

Today, there are 750 million biometric smartphones in use, representing more than 30% of the global smartphone installed base. In addition, more than 800 million biometrically enabled transactions will be completed annually on mobile devices by 2020 generating nearly \$7 billion in annual biometric authentication revenue.

Another class of devices that has been noted to make a splash in biometrics market are wearables. “While biometrics has become cheaper, more accurate, and easier to use, the lack of revolutionary change in capture technology has constrained both the types of applications that employ biometrics and types of biometrics used in those applications. But the emergence of wearable technologies has the potential to turn the application of biometrics on its head,” said John Kendall, Director of Security Programs at Unisys APAC, an IT solutions provider.

Fortunately, by 2018, over 250 million smart wearable devices are expected to be in use – 14 times more than in 2013. The shipments of smart wearable



devices are expected to grow rapidly – from 9.7 million in 2013 to 135 million in 2018. The US consumer market is believed to be one of the most promising in terms of wearable technology adoption – by 2021, 29% of Americans are predicted to be sporting wearable devices. Hence, the sales of wearable devices are expected to climb up accordingly, growing from \$4.2 billion in 2015 to \$9.8 billion in 2021. Smartwatches are expected to comprise more than a third of wearable devices sold by 2021, with sales hitting \$21 billion.

Among the factors that will facilitate the adoption of wearable devices professionals note the decreasing price of technology, making wearables affordable for large groups of population; social trends like the attention to fitness and healthy lifestyle will also have a significant impact on the adoption of wearable technology. Moreover, wearable devices hold a promise of a more personalized way to engage with the target audience. For businesses, wearable devices can provide a way to better understand customer behavior and a way for improved engagement and communication aside from being a source of real-time data stream.

In the study by Unisys, industry professionals noted that facial recognition is the most appropriate biometric modality for wearable technology, followed by voice identification. And wristbands, watches and lapel badges are the wearable formats best suited for biometrics.

“Many traditional biometric modalities, such as finger, face, iris and voice, can be readily applied to wearable formats. Fingerprint authentication is already accepted on smartphones and could be applied to watches and wristbands via fingerprint swipe sensors. Similarly, as many wearables already incorporate cameras, facial recognition is a logical choice for smart glasses and body worn cameras,” added Kendall.

The take-off platform for biometrics is not limited to wearable devices only – smart accessories overall are expected to accelerate the development and adoption of an entirely new class of non-traditional biometrics, as Kendall shared.

“These include smart clothing – from underwear to shirts and jackets – that has conductive threads to enable the detection, transmission and protection of electrical signals, effectively turning the clothing into a sensor. In the future, multiple sensors in clothing and other wearable formats will communicate with each other via the Internet to create a Wireless Body Area Network (WBAN) enabling the measurement of emerging biometrics such as electrical activity in brain waves (electroencephalogram or EEG) or electrical activity in the heart (electrocardiogram or ECG),” he elaborated.

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### **36. EQUINOX PAYMENTS INTRODUCES THE LUXE 6000M MODULAR PAYMENT SOLUTION**

*Source: Equinox Payments (01/16)*

Equinox Payments revealed its new Luxe 6000m modular payment solution. The sleek, innovative solution was built with a unique manufacturing design that combines a smartphone-sized base device with a choice of attachable power and printer modules.

“The Luxe 6000m extends a consistent customer experience wherever payment happens: at the checkout, in the aisle, tableside, or on the road”. The combination of connectivity, power and printer options results in an array of fixed and mobile use cases—PIN pad, stand-alone terminal, integrated POS, wireless solution—suited for every acceptance environment including fixed checkout, mobile POS, pay-at-the-table, line busting, and field-level payments.

“The Luxe 6000m extends a consistent customer experience wherever payment happens: at the checkout, in the aisle, tableside, or on the road,” said Rob Hayhow, vice president, Equinox. “Payment and value-added applications are leveraged across the entire Luxe product family, reducing the complexities associated with certifying and supporting multiple purpose-built devices.”

The base unit in the Luxe 6000m supports an array of communication options: multi-port cable, Bluetooth BLE, Wi-Fi, 4G LTE, and combinations of each. Power is provided via a choice of attachable wired or battery-charged modules that features an optional integrated receipt printer. The device supports magnetic-stripe, EMV and NFC contactless technology and has plenty of memory to run payment and value-add applications. The system architecture is standardized across the Luxe product family, enabling seamless integration of payment applications, third-party software, and POS systems. The Luxe 6000m meets the most stringent PCI PTS 5.0 compliance security standards.

*Equinox Payments is a member of ACT Canada; please visit [www.equinoxpayments.com](http://www.equinoxpayments.com).*

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### **37. AT&T STRENGTHENS INTERNET OF THINGS (IOT) OFFERINGS WITH GEMALTO'S REMOTE SUBSCRIPTION MANAGEMENT SOLUTION**

*Source: Gemalto (01/03)*

Gemalto is supplying AT&T with a remote subscription management solution that will help enable its customers to deploy new and highly secure IoT applications in the U.S. and globally. Gemalto's LinqUS On-Demand Connectivity (ODC) subscription management solution and GSMA M2M 3.1 compliant Embedded SIMs (eSIMs) will simplify the logistics of providing mobile services for Enterprises requiring global mobile connectivity for IoT applications and provide



improved life cycle support for their subscriptions. Gartner, the information technology research firm, reports the IoT ecosystem is growing massively, with 6.4 billion objects to be connected in 2016 and 20.8 billion connected by 2020. Gemalto's GSMA-compliant ODC and eSIM solutions are key enablers for global mobile operators, service providers, and OEMs to accelerate new device onboarding and service rollouts while reducing costs, increasing revenue and security for businesses adopting IoT solutions.

"AT&T is an industry leader in the Internet of Things with more than 30 million connected devices on our network as of the third quarter of 2016. At the same time we are expanding our offering of connected services to include automotive telematics, infotainment, and smart safety solutions," said Chris Penrose, President, Internet of Things Solutions, AT&T. "Gemalto's On-Demand Connectivity and eSIM platform are ideal solutions to help AT&T sustain dynamic growth as we shift from mobile operator to mobility service provider."

"Industrial, home automation, and automotive applications are significant drivers for IoT growth," said Rodrigo Serna, President, Gemalto Americas. "Today, Gemalto has deployed more than 20 On-Demand Connectivity solutions, and has executed at least 300 over-the-air (OTA) deployments around the globe. We also have the largest portfolio of M2M and IoT solutions and services. Now operators can provide more IoT services and scale them more quickly with this new platform, which is part of our network of hundreds more around the world."

*Gemalto is a member of ACT Canada; please visit [www.gemalto.com](http://www.gemalto.com).*

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### **38. CARDTEK'S HCE SDK PASSED VISA AND MASTERCARD FUNCTIONAL TESTING WITH SUCCESS**

*Source: Cardtek (16/12/23)*

Cardtek's own HCE SDK solution which provides the mobile app to communicate with the HCE backend in a secure way, has passed the Visa and MasterCard functional testing process with success.

For HCE projects, undoubtedly mobile SDK is one of the key components that need to be considered. This crucial component should be verified by independent laboratories to comply with the necessary functional and security requirements of card schemes. Therefore, Cardtek has taken these global requirements into consideration while HCE SDK has been designed.

The main objective of HCE SDK is to provide a smoother integration with wallet UI (user interface) applications and decrease the effort needed for the HCE backend system. It is developed using Visa Cloud Based Payments mobile SDK and MasterCard Mobile Payment SDK as the base and enables both card payment schemes in a single SDK. Cardtek HCE SDK implements all necessary



functionality in order to store the card credentials on the device. It provides software based security and EMV card kernel functions

The security countermeasures of HCE SDK has played a critical role in development phase. Especially Cardtek engineers worked for whitebox cryptography, which is the security mechanism provided for open devices and developed its own solution with the support of academia. As whitebox cryptography is mandatory to pass the security testing process of the card schemes, by developing its own solution, Cardtek has met the mandated security requirements.

Cardtek aims to deliver industry leading high-tech solutions that meets the global standards with its solid expertise on NFC based payments and security. With this mission, we've already passed Visa and MasterCard functional testing process successfully that proves the our product's full functional compatibility to Visa and MasterCard requirements. Currently, Cardtek HCE SDK is under Visa and Mastercard security testing and expected to pass all testing processes by the end of Q1 2017.

*Cardtek, Mastercard and Visa are members of ACT Canada; please visit [www.cardtek.com](http://www.cardtek.com), [www.mastercard.ca](http://www.mastercard.ca) and [www.visa.ca](http://www.visa.ca).*

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### **39. HONDA, VISA DEMO IN-VEHICLE PAYMENTS AT CES**

*Source: Mobile Payments Today (01/06)*

Honda is conducting the first proof-of-concept demonstration of in-vehicle payments for parking and fuel at this week's Consumer Electronics Show in Las Vegas, according to a press release. The demo is part of the auto-maker's ongoing partnership with Visa Inc.

In a press release, Honda said that its fuel and parking concepts offer a quick and easy in-vehicle payment product delivered through smartphone integrations. The Honda Developer Studio developed the concept, according to the announcement. Honda and Visa first joined forces last year and are now joined by fuel pump manufacturer Gilbarco Veeder-Root and parking solutions provider IPS Group in a collaborative effort to transform the way consumers make in-vehicle payments for every day services such as gasoline and public parking, according to the announcement.

Gilbarco supplied mock fuel pumps for the demonstrations at CES while IPS provided smart parking meters.

"Payments have evolved from physical plastic cards to a digital, mobile wallet and Honda sees this as an opportunity to bring this technology into the car to pay for services from the comfort of one's own car," John Moon, developer





relations lead at Honda Developer Studio, said in a statement. "Together with Visa's payment technology expertise and new partners like Gilbarco Veeder-Root and IPS Group, who are experts in their fields, we can create a whole new in-vehicle experience for our customers focused on simplicity and convenience."

*Visa is a member of ACT Canada; please visit [www.visa.ca](http://www.visa.ca).*

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#### **40. GLOBALPLATFORM RELEASES CONSUMER-CENTRIC MODEL CONFIGURATION**

*Source: GlobalPlatform (01/26)*

Industry association GlobalPlatform has released its Consumer-Centric Model Configuration. This framework enables consumers to have ultimate control over which secure applications they want to use from the Secure Elements (SE) housed within their trusted devices. This configuration is of particular interest to service providers of applications such as loyalty, couponing and temporary physical access, as well as wearables and device manufacturers.

The GlobalPlatform Consumer Centric Model Configuration v1.0 defines a new type of security domain: the end user security domain and opens up this isolated area of the SE for end user controlled activity. It achieves this without compromising security for the SE as a whole. This enables issuers to give end users control over value added services on their device through a PIN-protected interface module that allows them to download and maintain apps. This new model is in contrast to traditional approaches where only the issuer or authorized service provider can manage an application in the SE.

"This configuration forms a blueprint for a move away from the issuer centric model to putting the consumer in control," said Gil Bernabeu, Technical Director at GlobalPlatform. "It encourages consumers to tailor the applications on their devices to suit their individual requirements, representing a significant change from service providers determining what consumers can have to consumers choosing the digital experiences they want."

The model focuses on a trusted token onto which applications are downloaded; a secure chip-based object, owned by the consumer, that adopts the role of a personal security container. Such hardware tokens will be supplied by trusted token providers - entities that can provide security assurances, allowing a service provider to verify the security of a consumer's token. These tokens can take the form of a device such as a USB stick or micro SD card. Additionally, the configuration is flexible, allowing the token to also be embedded hardware.

The consumer centric approach can also work in collaboration with other application management models – like issuer centric or dual mode – that have already been defined by GlobalPlatform. A single SE can therefore host multiple trusted applications, each of which can be managed in a range of different ways.



“Security is at the heart of everything that GlobalPlatform does. The configuration shows that it is possible to enhance the user experience and gives the end user control without undermining the security that is crucial to the functioning of the app-based ecosystem,” Bernabeu added. “GlobalPlatform is a neutral body that is keen to support different application management models and processes. We recognize that for some parties this approach aligns with its commercial and technical objectives and will be instrumental in achieving these goals.”

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