

TOP ACQUIRERS WORLDWIDE

The 150 largest acquirers of merchant card transactions based on the number of Visa/MasterCard purchase transactions at merchants during calendar year 2010 are listed on page 9.

[see chart on page 9](#)

SMARTRAC PLANT IN THAILAND

Heavy rains and resulting high water in Thailand forced Smartrac Technology, the world's largest provider of RFID inlays and tags for smart payment cards and biometric passports, to evacuate its

[... turn to page 5](#)

CAPITAL ONE SPARK BUSINESS CARD

Capital One Financial, the third largest issuer of credit cards to small businesses in the U.S., has created a new Spark Business brand to promote six products to this commercial segment. All

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NCR AND PAYPAL P2P PAYMENTS AT ATMS

NCR, the largest ATM manufacturer in the U.S. and worldwide, has formed a partnership with PayPal to initiate person-to-person (P2P) payments from ATMs in the U.S. The P2P service

[... turn to page 8](#)

SMARTPHONE APP FOR THE "CASH PREFERRED"

A single-click purchase experience for mobile ecommerce initiated by a mobile wallet app for Android and Apple smartphones is aimed at unbanked/underbanked consumers who pay with cash

[... turn to page 10](#)

TOP MAESTRO ISSUERS WORLDWIDE

The 100 largest issuers of Maestro brand debit cards based on purchases at merchants for calendar year 2010 are listed on page 11. The issuers represented 41 countries.

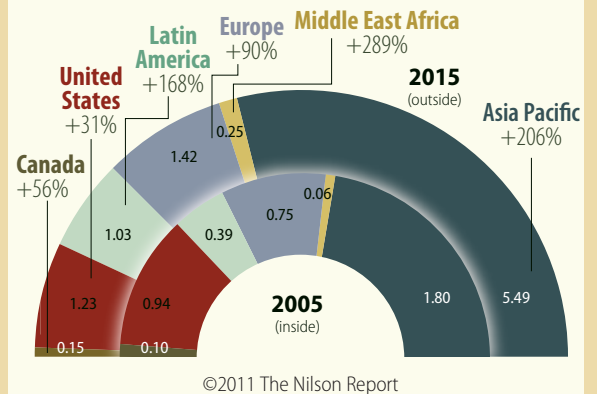
[see chart on page 11](#)

AMEX ADDS SOMETRICS TO SERVE

Sometrics, best known as a provider of a virtual currency platform for in-game payments, has been acquired by American Express for \$30 million in cash and stock. Sometrics is now part of Amex's

[... turn to page 12](#)

General Purpose Cards Worldwide 2005 vs. 2015 (Bil.)



GP CARDS PROJECTED WORLDWIDE

Cards with Visa, MasterCard, American Express, Maestro, Discover, JCB, Diners Club, China UnionPay, Interac (Canada), and U.S. PIN-based EFT system brands reached 6.52 billion worldwide in 2010. These general purpose cards grew by 9.0% over the prior year. When comparing 2010 to 2009, cards increased 14.8% in Middle East/Africa, 14.1% in the Asia/Pacific region, 5.8% in Latin America, 5.5% in Europe, and 3.3% in Canada. Cards in circulation in the U.S. declined by 0.1%.

Cards in circulation in the Asia/Pacific region accounted for 53.02% of the world total in 2010, up from 50.68% in 2009. Europe at 16.44%

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PAYMENTWALL, provider to sellers of digital content and digital goods of a payment platform that offers consumers local market payment options, now markets MobilePay+, which combines 13 mobile payment providers in one platform. Users choose an amount of virtual currency or a subscription period they want to buy. They are then securely routed to the mobile payment provider with the best payout and conversion rate for the selected price point/region combination. The targeting happens based on Geo-IP data. The payments interface is available in 19 languages. Honor Gunday is CEO, (415) 707-9920, honor@paymentwall.com, www.paymentwall.com.

BILLGUARD, provider of a security service that scans credit card transactions to identify deceptive, erroneous, and fraudulent charges, has raised \$10 million in Series B financing. Khosla Ventures led the second round with participation from Founders Fund, Innovation Endeavors, and existing investors Bessemer Venture Partners and IA Ventures. Yaron Samid is CEO at BillGuard, (917) 519-1070, yaron@billguard.com, www.billguard.com.

PLACECAST provides ShopAlerts, an opt-in location-based mobile marketing service that delivers personalized offers via SMS text messages or into a mobile wallet. Blair Swedeen is SVP, Strategy, (415) 501-9757, blair.swedeen@placecast.net, www.placecast.net.

ZOOVY, which provides software used by more than 5,000 websites and online businesses to help increase sales and efficiency, has added Kount's fraud prevention technology to its platform. Brian Horakh is CEO at Zoovy, (760) 692-2093, brian@zoovy.com, www.zoovy.com. Steve Rouse is COO at Kount, (208) 489-3317, swr@kount.com, www.kount.com.

FEATURED CONFERENCE 20%

CEEC WARSAW 2011

Two-Day Conference
November 30 – December 1, 2011
The Novotel Centrum Hotel,
Warsaw, Poland

Subscribers to
The Nilson Report
will receive a 20%
discount.

Topics include: trends in the development of card products in the world and in Europe, acceptance of a card payment, mobile payments, contactless payments (cards), prepaid cards, product innovation in the card market (modern technology), development of non-cash payments, electronic banking, IT systems supporting card payments, security of e-payment (including: electronic sign, biometric), fight against fraud in card payments, authentication and identification, loyalty card systems, and outsourcing of card processes in practice. Speakers represent: Visa Europe, Atos Worldline, Gemalto, Global Payments Europe, Hitachi Europe, TAG Systems, NXP, LaserCard, Hypercom, Allami Nyomda, Polish Bank Association, National Bank of Poland, and more. Cost is \$535. Contact Kama Milewska at MedienService, 48 507-199-793 or 48 (22) 717-37-95, kama.milewska@apig.pl. Register at www.conkarta.pl.

Conference links at www.nilsonreport.com

The Largest Issuers of Payment Cards Worldwide



66-page report names more than **840 issuers** in 106 countries.

Asia/Pacific, Canada, Europe, Latin America, United States, and Middle East/Africa.

Listings cover both credit and debit cards and include total \$volume (merchants & cash), and purchase \$volume (merchants only).

Also lists the **Largest Acquirers** in Europe, Latin America, and the U.S.

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www.nilsonreport.com/largestissuers

TSYS has purchased the merchant card processing contracts of Vanguard Payment Systems. Currently TSYS is the 10th largest U.S. acquirer. VPS held contracts with 1,200 U.S. merchants. Most are fine-dining restaurants and medical and dental businesses. Mark Pyke is President at TSYS Acquiring Solutions, (480) 333-7633, mpyke@tsys.com, www.tsys.com.

MOBEAM has closed a \$4.9 million Series A venture funding round. Participants included yet2Ventures, Samsung Ventures, and Mitsui. The company owns patented technology that overcomes the technical barrier that prevents mobile phones from interfacing with the laser scanners at retail locations. Chris Sellers is CEO at mobeam, (312) 953-5727, cksellers@mobeam.com, www.mobeam.com. Ben duPont is General Partner at yet2Ventures, (302) 351-6255, ben@yet2.com, www.yet2ventures.com.

NATIONAL ATM COUNCIL, which represents independent ATM deployers as well as several independent ATM operators acting on their own behalf and on behalf of all "similarly situated ATM deployers," have filed litigation in U.S. District Court for the District of Columbia alleging that MasterCard and Visa fix pricing for ATM services. The plaintiffs are represented by Rubin PLLC, (202) 776-7763, jr@rubinpllc.com, www.rubinpllc.com.

SIMPLEE now offers a fully integrated Web-based free electronic bill payment service that makes it possible for consumers to pay medical bills as well as manage their health insurance plans and expenses in a single place. Tomer Shoval is CEO, (415) 694-9537, tomer@simplee.com, www.simplee.com.

UNITED BANK CARD, which processes card transactions from over 110,000 merchant locations, will offer those customers Charge Anywhere's mobile point-of-sale services and payment gateway. Oscar Muñoz is VP, Int'l Business Development, Mobile Payment Tech. at Charge Anywhere, (732) 417-4447 x137, omunoz@chargeanywhere.com, www.chargeanywhere.com. Brian Jones is EVP Sales and Marketing at United Bank Card, (908) 730-6102, bjones@unitedbankcard.com, www.unitedbankcard.com.

CARD FULFILLMENT SERVICES, a division of Travel Tags, has increased its capacity to support fulfillment and personalization kits for prepaid, loyalty, and membership cards. Chad Fitterer is General Manager, (651) 450-1201, ctfitterer@traveltags.com, www.cardfulfillmentservices.com.

MEMBER ACCESS PACIFIC, which uses the Visa Debit Processing Service platform to manage accounts for its credit union customers, has licensed Serverside Group's card personalization platform to offer cardholders online design capabilities. Cyndie Martini is CEO at MAP, (206) 787-1610, cyndiemartini@mapacific.com, www.mapacific.com.

MPAY GATEWAY, a PCI-certified acquiring card processor, has entered into an agreement with MasterCard to promote MasterCard acceptance through the mPay Gateway. The company's payment software calculates what the patient owes, authorizes payment at the time of service, and automatically collects the patient obligation after the insurer has settled the claim. Brian Beutner is CEO at mPay Gateway, (612) 332-0640, brian.beutner@mpaygateway.com, www.mpaygateway.com. Steve Carnevale is SVP, Group Head, U.S. Market Development at MasterCard, (914) 249-3199, steve_carnevale@mastercard.com, www.mastercard.com.

TMG FINANCIAL SERVICES has purchased the \$16 million credit card portfolio of Extra Credit Union. The company now owns 60,000 credit card accounts. TMG is sister company to The Members Group, a provider of account processing support services to card issuers. Jeff Russell is CEO at TMG, (515) 457-2000, jeffr@themembersgroup.com, www.themembersgroup.com.

AFFINITY SOLUTIONS now offers Spot ON Deals, a discount/daily deals platform aimed at reaching shoppers in a local area who have spending histories desired by merchants. Card issuers can market it as a turnkey program. Sovereign Bank, which uses First Data as its debit card account processor, is the first Spot ON customer. Jonathan Silver is CEO at Affinity Solutions, (212) 822-9601, jsilver@affinitysolutions.com, www.affinitysolutions.com. Eduardo Tobon is Head of Cards at Sovereign Bank, (617) 757-5588, etobon@sovereignbank.com, www.sovereignbank.com.

UNION PRIVILEGE, the member benefits unit of the AFL-CIO, now offers the Union Plus prepaid Visa card from program manager Rev Worldwide. Over 30 unions representing more than 9 million consumers have signed up to offer the card and a high-yield savings account that currently pays 5.10% APY on account balances. Inter National Bank is the card issuer. Roy Sosa is CEO at Rev, (512) 366-3640, roy.sosa@revworldwide.com, www.revworldwide.com. Leslie Tolf is Pres. at Union Privilege, (202) 293-5330, ltolf@unionprivilege.org, www.myunionprepaid.com.

FICO has been granted eight new patents by the U.S. Patent and Trademark Office for inventions underlying credit scoring, fraud detection, and predictive analytics. Andrew Jennings is Chief Analytics Officer, (415) 492-5780, ajennings@fico.com, www.fico.com.

YAPI KREDI, the 2nd largest payment card issuer in Turkey and 8th largest in Europe, will deploy SmartSoft's Ocean Payment Processing, Proceed – Prepaid and Debit Card Management solution, and MFS – Mobile Financial Services software modules. Nazan Somer is EVP, Retail Banking at Yapi Kredi, 90 (212) 328-3331, nazan.somer@yapikredi.com.tr, www.yapikredi.com.tr. Ahmet Akgun is VP, Regional Sales at SmartSoft, 90 (212) 329-7272, ahmet.akgun@smartsoftww.com, www.smartsoftww.com.

MANAGEMENT CHANGES

Greg Carr has been appointed Manager, Strategic Partnerships at **First American Payment Systems**, (817) 317-9147, gregary.carr@first-american.net. **Stephen Buechner**, formerly at Barclays, has been appointed Senior Credit and Risk Officer at **GlobalCollect**, 31 (23) 567-1500, stephen.buechner@globalcollect.com. **Ali Jarallah**, formerly at Central Bank of UAE, has been appointed Managing Director, Dubai at **Mint Technology**, 971 (50) 611-3447, ajarallah@mintinc.com. **Debra Janssen** has been appointed Managing Director, Access Prepaid Worldwide at **MasterCard**, (914) 249-6425, debra_janssen@mastercard.com. **Rahul Gupta** has been appointed Group President, Digital Payment Solutions at **Fiserv**, (262) 879-5000, rahul.gupta@fiserv.com. **Kalle Radage**, formerly at Nokia, has been appointed Chief Product & Strategy Officer at **Payfirma**, (604) 676-4172, kalle.radage@payfirma.com. **Deependra Bhartan** has been appointed COO at **Transact Network**, (350) 2000-3836, deependra@transactnetwork.com. **Carl Morris**, formerly at EPay, has been appointed VP, Business Development and Strategic Partnerships at **DimpleDough**, (518) 557-5550, cmorris@dimpledough.com. **Deborah Davis**, formerly at Green Dot Corp., has been appointed COO at **The Tyburn Group**, (415) 813-6461, ddavis@tyburngroup.com. **Phil Ludwig** has been appointed SVP, Sales at **TriSource Solutions**, (563) 359-9564, pludwig@trisourcesolutions.com. **Nigel Motyer** has been appointed General Manager at **AIB Merchant Services**, 353 (1) 218-2100, nigel.motyer@aibms.com. **Harshul Sanghi**, formerly at Motorola Ventures, has been appointed Managing Partner, AMEX Ventures, Enterprise Growth at **American Express**, (212) 640-2143, harshul.sanghi@aexp.com. **Kieron Abernethy**, formerly at First Data, has been appointed SVP, Sales at **PayX International**, 44 (7795) 462-223, kieron.abernethy@payxintl.com. **Mary Di Vincenzo** has been appointed VP, Operations and Client Services, North America at **YESpay**, (416) 214-6012, mary.divincenzo@yes-pay.com.

CREDIT UNION SERVICES ORGANIZATION, a United Solutions Company (USC), has been granted a U.S. card customization patent license by Serverside Group. USC had been named in litigation brought by Serverside against 15 financial institutions and technology vendors that alleged patent infringement. The licensing agreement releases USC from the suit. Adam Elgar is Pres. at Serverside, 44 (207) 534-3833, adam.elgar@ssgl.com, www.ssgl.com. Jim Giacobbe is CEO at USC, (850) 942-9186 x4106, jgiacobbe@unitedsolutions.coop, www.unitedsolutions.coop.

VALID, a Brazil-based provider of payment, telecom, and identity cards and related products, has formed a partnership with Bell ID, provider of software that manages smart card life-cycles, token applications, and cryptographic keys. Their partnership covers provisioning and management services for NFC contactless applications. Jose Roberto Mauro is President at Valid, 55 (21) 2195-7207, jroberto@valid.com.br, www.valid.com.br. David Orme is CEO at Bell ID, 31 (10) 885-1010, d.orme@bellid.com, www.bellid.com.

CERIDIAN STORED VALUE SOLUTIONS has become a founding member of trade association Prepaid Forum Deutschland (PFD). Juergen Stichenwirth is VP, Sales, Continental Europe and the Middle East for SVS, 43 (664) 117-1108, jstichenwirth@storedvalue.com, www.storedvalue.com. Hugo Godschalk is Coordinator at PFD, 49 (69) 951-1770, hgodschalk@paysys.de, www.prepaid-forum-deutschland.de.

BANCO DO BRASIL'S 20 million Ponte Pra Voce loyalty program members will be able to convert all existing points to a new dotz loyalty program operated by CBSM — Companhia Brasileira De Servicos De Marketing (dotz). Alliance Data Systems' LoyaltyOne subsidiary holds an equity position in dotz. Roberto Chade is CEO at dotz, 55 (11) 3377-4500, rchade@dotz.com.br, www.dotz.com.br. Bryan Pearson is President at LoyaltyOne, (416) 552-2210, bpearson@loyalty.com, www.loyalty.com.

AMERICAN BANKNOTE CORPORATION (ABnote) has launched a new division to be based in Australia that will focus on NFC technology. The company is the world's 14th largest manufacturer of payment cards. Thomas Bellenger is Mobile Technology Development Manager, 61 (2) 9829-0123, thomas.bellenger@abnote.com.au, www.abnote.com.au.

CHASE PAYMENTECH merchant processing customers in Canada are being offered Safetech Encryption. Consumer card data is encrypted at the swipe and formatted so that the retailer's POS system processes it in a form that is useless to any thief. Safetech Encryption has been available in the U.S. since January, and is offered in partnership with VeriFone. Sam Jawad is President at Chase Paymentech Canada, (416) 940-6250, sam.jawad@chasepaymentech.com, www.chasepaymentech.ca.

COMMIDEA, a top provider of payment processing support to merchants in the U.K., has launched Vanguard, a payment gateway for the secure management of card-not-present transactions. The company is a unit of Point Group. Paul Holliday is Head, Marketing and Customer Proposition at Commidea, 44 (7827) 353-546, paul.holliday@commidea.com, www.commidea.com.

MONERIS SOLUTIONS, the largest acquirer in Canada, now offers the e-Select plus mobile app to give merchants the ability to accept signature-based card payments using their BlackBerry and Android smartphones. Amer Matar is Chief Tech. Officer at Moneris, (416) 734-1052, amer.matar@moneris.com, www.moneris.com.

IZETTLE, a Sweden-based company that facilitates chip-enabled card payments from iPhones, has received \$11.2 million (€8.2 million) in Series A venture funding. Investors include Index Ventures, Creandum, and Charles Dunstone, Cofounder of U.K.'s The Carphone Warehouse. Jacob de Geer is CEO at iZettle, 46 (709) 950-809, jacob@izettle.com, www.izettle.com.

MAKO NETWORKS, which has offices in New Zealand, Australia, the U.K., and the Middle East, provides network appliances, Internet connectivity, security, and PCI DSS compliance through its cloud-based Central Management System. Simon Gamble is Business Development Director, 64 (9) 551-2088, simong@makonetworks.com, www.makonetworks.com.

PAY.ON, a top processor of online payments, has integrated into its platform the acquiring and issuing services available from Valitor, based in Iceland. Pay.On will market Valitor's services to payment services providers in other world regions. Olafur Vihjalmsson is Managing Director at Valitor, (354) 525-2294, olafur@valitor.is, www.valitor.is. Markus Rinderer is CEO at Pay.On, 49 (89) 4523-0302, markus.rinderer@payon.com, www.payon.com.

CONFERENCES & SEMINARS

US ADVANCED PAYMENTS SUMMIT 2011:

November 28-30, 2011. The JW Marriott, Washington, D.C. Estimated attendance: 200. Cost for the three-day conference is \$2,745. Federal Government, State Government, Transit Agencies, and Retailers attend for FREE. *Subscribers to The Nilson Report will receive a 20% discount. (Use code APSNIL.)* Contact Jennifer Sobrino at Clarion Events (917) 514-1065, advancedpayments@clarionevents.com. Register at www.advancedpaymentssummit.com.

PAYTECH 2011:

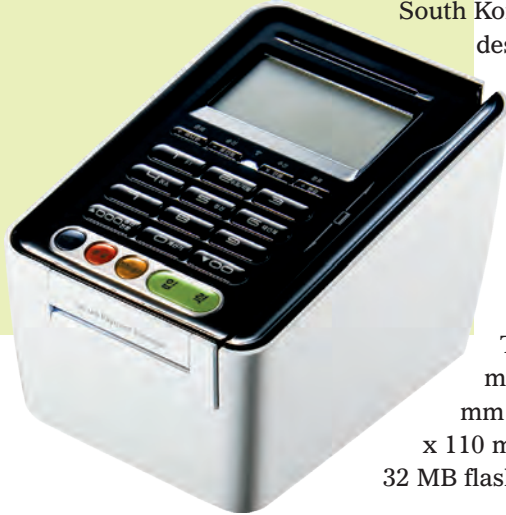
November 29-30, 2011. The Transatlantic Club, Sao Paulo, Brazil. Estimated attendance: 100 delegates. Cost for the two-day conference is \$1,800. *Subscribers to The Nilson Report will receive a 20% discount.* Contact Rafael Rinaldi at Latin Next Group, 55 (11) 3555-6910, rafael.rinaldi@latin-next.com. Register at www.paytechsummit.com.br.

PREPAID CARD COMPLIANCE 2012:

January 30-31, 2012. The Westin, Washington, D.C. Estimated attendance: 110. Cost for the two-day conference is \$1,995 (\$2,095 after November 18, 2011 and \$2,295 after January 10, 2012). *Subscribers to The Nilson Report will receive a \$300 discount.* Contact John Stoops at ACL, (212) 352-3220 x5483, j.stoops@americanconference.com. Register at www.americanconference.com/2012/871/prepaid-card-compliance.

Conference links at www.nilsonreport.com

LINUX POS TERMINAL



Model VT-3000W POS terminals from South Korea-based Linudix are designed with a 32-bit central processing unit, embedded Linux operating system, and a 160 x 80 dots graphic LCD display module. The terminal measures 165 mm x 115 mm x 110 mm and has 32 MB flash memory and 32 MB

SDRAM memory. A magnetic-stripe card reader version of the VT-3000W is standard. An EMV-compliant (Level 1, 2) chip card reader is an option.

AN EMV-COMPLIANT (LEVEL 1, 2) CHIP CARD READER IS AN OPTION.

Linudix ranks sixth largest among POS terminal manufacturers based in South Korea. It shipped 46,600 terminals in 2010. Most stayed in South Korea, with 1,500 terminals going to Japan and another 1,050 to Africa. Cha Dal Kwan is Director at Linudix Co. Ltd. in Gyeonggi, South Korea, 82 (31) 381-4294 x411, dkcha@linudix.com, www.linudix.en.ec21.com. Prior issues: 980, 914, 796, 782, 771

ACI WORLDWIDE GETS S1

ACI will pay \$360 million in cash and 5.8 million ACI shares



to acquire S1. Both companies sell software used by banks, merchants, and processors to move and manage payment-related data. Over the last 12 months the companies generated combined pro forma

revenues of \$683 million. After the transaction closes ACI will have \$150 million in cash on its balance sheet and another \$65 million available through a line of credit. The company expects \$90 million in free cash flow.

S1 payment products are used by 3,000 customers in more than 50 countries. Its software is being used at NCR automated teller machines to facilitate person-to-person

money transfers through PayPal.

ACI counts more than 800 financial institutions,

processors, and retailers globally as clients, including 19 of the 20 largest banks worldwide and 5 of the top 10 U.S. retailers. Philip Heasley is CEO at ACI Worldwide in New

York, (646) 348-6700, philip.heasley@aciworldwide.com, www.aciworldwide.com. Prior issues: 980, 969

THE COMPANIES GENERATED PRO FORMA REVENUES OF \$683 MILLION.

SMARTRAC PLANT IN THAILAND

(from page 1) ...

five production facilities in Ayutthaya on October 6, 2011. Production equipment and material were moved upstairs, and several protective barriers were installed. Facilities remained dry until the night of October 13/14, when several small cracks and one major breach compromised the dikes surrounding Hi-Tech Industrial Estate, the area in which Smartrac is located. The water level in the ground floors of most buildings in the Estate

reached 2.5 meters. However, Smartrac says that preventive measures taken by staff limited damage, and that its production environment as well as the equipment that had been moved to upper floors were not affected.

Nonetheless, Smartrac's ability to produce inlays for smart payment cards is temporarily halted, and its disaster recovery plans have been implemented.

turn to page 6

SMARTRAC PLANT IN THAILAND

(from page 5)

The company has ramped up production of card inlays at



its Malaysia facilities, which hold card-quality management certification from MasterCard.

Smartrac is uncertain how soon it will be able to restart production in Ayutthaya.

Smartrac also manufactures

in Brazil, Germany, and the United States. It has insurance coverage for damages on buildings, machinery, and business interruption in Thailand,

www.smartrac-group.com.

THYRON MOBILE PIN ENTRY DEVICE



The PosMate Smart, a pocket-sized, mobile PIN entry device from Thyron Systems, facilitates fully encrypted card transactions initiated by either EMV chip or magnetic-stripe cards. It uses encrypted Bluetooth (class 2) technology to connect securely to a recognized payment application running on a compatible tablet or PDA or smartphone from Apple, BlackBerry, Android, or Windows

Mobile. It can also connect directly to a point-of-sale terminal via a USB connection.

The device is PCI PED 2.0 compliant, EMV Level 1 & 2 (EMV 4) certified, and meets the U.K. Cards Association EAL4 Certification Standard. Its battery is rechargeable lithium polymer.

... CAN INTER-FACE INTO A POS TERMINAL VIA A USB CONNECTION.

PosMate Smart measures 128 mm (L) x 74 mm (W) x 24 mm (H) and is equipped with 64 MB flash memory and 8 MB SRAM memory. Currently available in the U.K. and Ireland, Thyron is negotiating additional distribution with local market partners in other European countries. James Hall is

Director, Commercial at Thyron Systems Limited in Watford, Herts, U.K., 44 (1923) 296-650, james.hall@thyron.com, www.thyron.com.

HANDPOINT MOBILE PAYMENTS SOFTWARE

U.K.-based Handpoint has provided software for mobile commerce payment processing to clients in Europe since 2004. It launched the world's first

generated by smartphones and tablets as well as from in-store PC-based point-of-sale systems and countertop devices. And it also sells software and payment services to merchants and acquirers to handle back-office processing. Handpoint clients currently process over 200,000 transactions daily, \$10 billion in purchase volume annually.

The company's main focus is end-to-end mobile payment processing software including point-to-point encryption for transactions initiated by EMV chip or magnetic-stripe cards or NFC devices. It also operates a fully PCI-DSS certified mobile payment gateway that handles both authorizations and settlements.

CLIENTS CURRENTLY PROCESS OVER 200,000 TRANSACTIONS DAILY.

In addition to revenues earned from the licensing of its

handpoint
the payment experts

mobile EMV-based chip and PIN project in partnership with IBM in the U.K. in 2007. Today, transactions processed using Handpoint software are

software and operating the gateway, the company generates revenue by storing and managing payment card data for merchants, allowing them to reduce their security-related costs.

Handpoint clients include British Airways, Barclaycard, and the Central Bank of Iceland. Thordur Thorarinnsson is CFO in Cambridge, U.K., 44 (1223) 597-909, tthorarinsson@handpoint.com, www.handpoint.com.

AUTHENTIFY TELEPHONE AUTHENTICATION

Telephone-based, out-of-band authentication and real time transaction approval or cancellation



services from Authentify protect online banking sessions, e-commerce payments, and wire transfers and can be integrated into existing security processes via an XML interface.

The latest version of Authentify's technology called 2CHK employs a small app that can be downloaded to a consumer's mobile device or computer desktop. It establishes a secure second communication channel to an online banking platform and lets the user visually review details and approve or cancel the transaction.

... IS DESIGNED TO COMBAT MALWARE INCLUDING MAN-IN-THE-MIDDLE ATTACKS.

2CHK is designed to combat malware including man-in-the-middle attacks as well as fraud resulting from stolen login credentials obtained through phishing or some other means.

2CHK aims to help financial institutions meet updated supplemental Federal Financial Institutions Examination Council (FFIEC)

guidelines for transaction verification that go into effect January 1, 2012 in the U.S.

Banks outside the U.S. will find 2CHK transaction verification useful in meeting requirements from agencies including FSA in the U.K., and CEBS (GL34) and SEPA in the European Union. John Zurawski is VP Sales and Marketing at Authentify, Inc. in

Chicago, Illinois, (773) 243-0328, john.zurawski@authentify.com, www.authentify.com. Prior issues: 917, 826

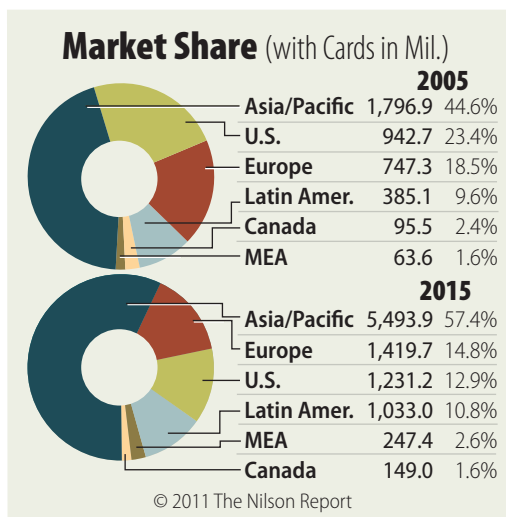
GENERAL PURPOSE CARDS PROJECTED WORLDWIDE

(from page 1) ...

was down from 17.00%, but it overtook the U.S. for the first time, due to the U.S.'s share decreasing to 16.22%

from 17.72%. Latin America at 10.07% was down from 10.37%, Middle East/Africa at 2.33% was up from 2.21%, and Canada at 1.91% was down from 2.02%.

The largest gains in market share will occur in the Asia/Pacific region, which will grow 4.36 percentage points to 57.38%. Latin America



By 2015, the payment card industry is expected to see a cumulative increase of 3.06 billion cards, led by Asia/Pacific, up 2.04 billion. Latin America will follow, up 0.38 billion, then Europe, up 0.35 billion, the U.S., up 0.17 billion, Middle East/Africa, up 0.10 billion, and Canada, up 0.02 billion.

BY 2015, ASIA/PACIFIC WILL ACCOUNT FOR 57.4% OF ALL CARDS.

will increase 0.72 percentage points to 10.79%, and Middle East/Africa will grow 0.25 percentage points to 2.58%. The U.S. share is expected to fall 3.36 percentage points to 12.86%,

Europe is expected to drop 1.61 percentage points to 14.83%, and Canada is expected to fall 0.35 percentage points to 1.56%.

CAPITAL ONE SPARK BUSINESS CARD

(from page 1) ...

Spark credit cards will carry the Visa service mark. Existing Capital One small business customers will get new cards over time.



Top among the six products are new Spark Cash and Spark Miles products. Spark Cash offers cardholders 2% cash back on purchases made in

every merchant category, a feature not available from any competitor. New cardholders are eligible to receive a one-time \$100 bonus if they spend \$1,000 in the first three months after an account has been opened. They get a one-time \$50 bonus for adding at least one additional authorized user within the first 60 days of opening an account. There is no expiration date on rewards and no limit on the amount of cash that can be rebated.

OWNERS SET LIMITS AND TRACK EMPLOYEE SPENDING.

The Spark Miles card provides two miles for every dollar in purchases in every merchant category. New cardholders receive 10,000 bonus miles if they spend \$1,000 at merchants within the first three months. A one-time 5,000 miles bonus is provided for adding at least one additional card. There are no limits on the number of miles that can be earned, and no expiration date on the miles. There are no blackout dates for airline ticket redemptions.

All Spark cards can be personalized with the business's name and company logo. Business owners can set spending limits as well as track employee spending. Capital One will also provide online quarterly and year-end statements that categorize expenses to assist businesses with budgeting and tax preparation. Additional employee cards are free for all Spark products. Rajsaday Dutt is Director, Marketing Strategies at Capital One in Richmond, Virginia, (804) 284-1000, rajsaday.dutt@capitalone.com, www.capitalone.com. Prior issue: 974

NCR AND PAYPAL P2P PAYMENTS AT ATMS

(from page 1) ...

will be available only to ATM owners that use NCR's Apra middleware and that operate on software vendor S1's platform. Out of 750,000 ATMs installed



in the U.S., an estimated 7% or 50,000 fall into this category

To activate the service, senders input their PIN at an ATM then use the touchscreen to designate the amount to be transferred along with the recipient's email address or mobile number. Funds are then sent by S1 to PayPal through the automated clearinghouse network, and

PayPal notifies the recipient when they are available. Recipients who do not have a PayPal account must sign up for one to get their money. There are 50 million active PayPal accounts in the U.S.

Unlike the data for a recipient's mobile phone, which can be entered on the same ATM keypad where senders enter their PIN, email addresses are entered on a virtual keyboard that appears on the touchscreen.

NCR will soon announce that a credit union has been signed to test the P2P



service. Interested ATM owners will purchase a license from S1. Mark Critchett is Marketing Director, Payments and Merged Channels at NCR in Atlanta, Georgia, (678) 808-7888, mark.critchett@ncr.com, www.ncr.com. Dan Schatt is General Manager, Financial Innovation at PayPal in San Jose, California, (408) 967-6048, dschatt@paypal.com, www.paypal.com.

A CREDIT UNION HAS BEEN SIGNED TO TEST THE P2P SERVICE.

Top 150 Acquirers Worldwide 2010

Rank	Acquirer, Country	Transactions (mil.)	Rank	Acquirer, Country	Transactions (mil.)	Rank	Acquirer, Country	Transactions (mil.)
1	Banc of America U.S.	9,260.9	51	Lloyds Banking Group U.K.	351.0	101	Standard Bank South Africa	102.8
2	First Data U.S.	5,885.0	52	Sberbank Russia	350.0	102	Banco Santander Mexico	97.9
3	Chase Paymentech Sol. U.S.	5,489.8	53	iPayment U.S.	335.1	103	Banc Sabadell Spain	94.8
4	Citi Merchant Services U.S.	5,204.7	54	PayLife Bank Austria	334.0	104	Finansbank Turkey	92.9
5	WorldPay U.K.*	4,600.0	55	BBVA Bancomer Mexico	328.0	105	Payment Processing Inc. U.S.	89.7
6	Fifth Third Proc. Sol. U.S.	4,238.4	56	EVO Merchant Services U.S.	311.3	106	Orient Corp. Japan	89.6
7	Cielo Brazil	4,063.0	57	SIX Multipay Switzerland	310.0	107	Banco Merc. del Norte Mexico	89.0
8	Barclays U.K.	2,716.9	58	Akbank Turkey	305.3	108	Aduno Switzerland	86.4
9	Credit Mutuel France	2,350.2	59	TD Merchant Services Canada	304.1	109	Turkiye Vakiflar Bank Turkey	84.8
10	Redecard Brazil	2,320.3	60	Teller AS Norway	304.0	110	Commerce Bank U.S.	84.5
11	Elavon U.S.	1,889.6	61	La Banque Postale France	303.8	111	Key Merchant Serv./Elavon U.S.	83.9
12	Heartland Pymt. Sys. U.S.	1,799.7	62	Nat'l Australia Bank Australia	298.5	112	Banesto Spain	83.3
13	Global Payments U.S.	1,762.7	63	B+S Card Service Germany	250.0	113	Kasikornbank Thailand	81.7
14	WorldPay U.S.	1,748.0	64	TransFirst U.S.	241.0	114	Redwood Merch. Serv. U.S.	80.1
15	Swedbank Group Sweden*	1,350.0	65	Cynergy Data U.S.	240.0	115	BBVA Banco Prov. Venezuela	77.9
16	BC Card South Korea	1,316.3	66	Transbank Chile	235.7	116	Evertec Puerto Rico	76.0
17	Group Credit Agricole France	1,282.2	67	Merchant E-Solutions U.S.	234.0	117	Network International U.A.E.	75.4
18	Wells Fargo Merch. Serv. U.S.	1,202.8	68	Caja Madrid Spain	230.1	118	United Merchant Services U.S.	72.2
19	HSBC/Global Payments U.K.	1,142.6	69	First Nat'l Bank South Africa	225.8	119	BankCard Services U.S.	70.0
20	Groupe BPCE France	972.5	70	Banamex Mexico	225.2	120	Financial Transaction Serv. U.S.	64.3
21	Moneris Solutions Canada	964.7	71	Banco Santander Spain	223.7	121	Banco de Venezuela Venezuela	64.2
22	Mitsubishi UFJ Japan	950.0	72	BBVA Spain	207.8	122	Bancolumbia Colombia	63.7
23	TSYS Merchant Solutions U.S.	938.8	73	Citibank Singapore*	204.0	123	CB PrivatBank Ukraine	63.5
24	Visa Argentina	910.1	74	Moneris Solutions U.S.	199.0	124	CardNET Dominican Republic	62.4
25	BNP Paribas France	808.0	75	Sovereign/Santander U.S.	194.8	125	SEB Bank Lithuania	61.6
26	Societe Generale France	754.9	76	First Data Argentina	189.0	126	CSOB Czech Republic	61.5
27	Kookmin Bank South Korea	738.5	77	Handelsbanken Sweden	187.8	127	Deutsche Credit Card Italy	60.5
28	Elavon Europe Ireland*	713.7	78	Atos Worldline Belgium	187.1	128	Element Payment Serv. U.S.	59.9
29	Luottokunta Finland	697.3	79	Concardis Germany	185.3	129	Payment Alliance Int'l U.S.	59.8
30	Global Payments Canada	567.3	80	NCCC Taiwan	173.8	130	Hang Seng Bank Hong Kong	58.7
31	Comercia Spain	557.7	81	North American Bancard U.S.	170.5	131	HSBC Mexico	57.3
32	Mercury Payment Sys. U.S.	544.3	82	Erste Bank Group Austria*	166.7	132	Elavon Canada	53.9
33	Samsung Card South Korea	537.3	83	ChinaTrust Comm. Taiwan	163.9	133	CAM Spain	53.4
34	The Bancorp Bank U.S.	495.0	84	eService Poland	157.5	134	Privredna Banka Zag. Croatia	53.4
35	Commonwealth Australia	480.5	85	Nedbank South Africa	157.3	135	Merch. Choice Pymt. Sol. U.S.	53.2
36	CIC Banques France	467.2	86	Banescobanco Univ. Venezuela	155.8	136	Komercni Banka Czech Rep.	50.7
37	Hyundai Card South Korea	443.8	87	AIBMS Ireland	153.8	137	Unicaja Spain	47.8
38	Cartasi Italy	443.4	88	First American Pymt. Sys. U.S.	153.2	138	T. Halk Bankasi Turkey	47.7
39	Garanti Bank Turkey	440.6	89	Intuit Payment Solutions U.S.	151.4	139	Priority Payment Systems U.S.	45.9
40	Yapi Kredi Bankasi Turkey	440.4	90	Bank Pekao Poland	150.1	140	Card Complete Austria	45.5
41	ANZ Merch. Serv. Australia	429.0	91	Merrick Bank U.S.	147.6	141	UCS Russia	45.1
42	Westpac Australia*	424.5	92	BB&T U.S.	143.4	142	Central Payment Co. U.S.	43.8
43	PNC Merchant Services U.S.	413.6	93	Total Merchant Services U.S.	133.0	143	Alpha Card Services U.S.	43.5
44	Unicre Portugal	410.7	94	Sage Payment Solutions U.S.	132.0	144	VisaNet Peru	43.5
45	Credit Saison Japan	404.2	95	Fidelity Nat'l Info. Serv. U.S.	130.0	145	Paysquare Netherlands	43.0
46	SunTrust Merch. Serv. U.S.	402.5	96	MSI Merchant Services U.S.	126.4	146	PowerPay U.S.	42.5
47	T. Is. Bankasi Turkey	401.7	97	Grupo Banco Popular Spain	124.2	147	Banco de Costa Rica Costa Rica	40.0
48	ABSA South Africa	400.0	98	Global Payments Hong Kong*	119.5	148	BBVA Compass U.S.	39.8
49	Polcard Poland	371.2	99	Mercantil Banco Univ. Venezuela	118.5	149	Al Rajhi Bank Saudi Arabia	39.6
50	Nordea Sweden	363.9	100	United Bank Card U.S.	114.9	150	MLS Direct Network U.S.	37.6

Ranked by Visa & MasterCard purchase transactions by country. *Includes other countries.

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PRIME FACTORS' KEY MANAGEMENT SOFTWARE

More than 70 top payment card issuers, third-party processors, and card personalization



PRIME FACTORS, INC.

bureaus worldwide have integrated software from Prime Factors when building their in-house card management and personalization systems. Prime Factors develops software that incorporates hardware

security modules (HSM) needed for key management to create and verify the 3-digit security codes on the back of cards, create and authorize PINs, and generate and process data for EMV card issuance. By using the company's Bank Card Security System (BCSS) software, issuers save time in the implementation phase of their in-house development associated with programming resources as well as by avoiding having personnel

**... MEETS VISA,
MASTERCARD,
AMEX, JCB,
AND DISCOVER,
SECURITY RE-
QUIREMENTS.**

learn a proprietary machine level language to deploy HSMs.

BCSS meets the logical security requirements of Visa, MasterCard, American Express, Discover, and JCB. The company's software is deployed with Thales-manufactured hardware security modules. Encrypted keys are stored in the BCSS key vault. Once installed on-site, issuers no longer have to regularly upgrade custom code to take advantage of any new functionality in Thales hardware.

Prime Factor also assumes responsibility for staying current with card network security requirements, which reduces ongoing maintenance costs. Clients include TSYS, HSBC, GE Capital, Tieto Sweden, Arab Financial Services, Banco Popular Dominican Republic, Discover, and Standard Chartered. Patrick Riley is President at Prime Factors, Inc. in Eugene, Oregon, (541) 345-4334, patrick.riley@primefactors.com,

www.primefactors.com. Prior issues: 932, 883

SMARTPHONE APP FOR THE "CASH PREFERRED"

(from page 1) ...

at brick and mortar stores. The apps were created by Wipit, a start-up whose executives have prior experience in over-the-counter cash payments for mobile airtime.



see it. want it. wipit.

Consumers establish their Wipit account via their handset or on www.mywipit.com and utilize the store locator in the app to find a nearby retail location to add funds to their Wipit account.

Wipit plans to be a payment option at websites and is signing merchants to acceptance agreements beginning with

game publishers, entertainment sites, and recurring billers.

Richard Kang is CEO at Wipit, Inc. in Pasadena, California, (949) 268-1511, richard.kang@mywipit.com, www.mywipit.com.

Euronet Worldwide's ePay division (formerly known as Payspot), which provides airtime top-up payment processing services for Sprint and other mobile network operators from 50,000 U.S. locations, will offer those retailers the opportunity to be cash acceptance locations to fund Wipit accounts.

RIA Financial Services,



Euronet's global funds transfer unit that links to 3,000 recurring billers, will open that group to Wipit accounts.

Euronet has also made an equity investment in Wipit. Eric Mettemeyer is Regional Director for ePay at Euronet Worldwide in Leawood, Kansas, (913) 327-4200, emettemeyer@epayworldwide.com,

www.euronetworldwide.com.

**WIPIT WILL
LINK TO
EURONET'S
GLOBAL FUNDS
TRANSFER
UNIT.**

Maestro Issuers 2010

Rank	Issuer, Country	Purchase Volume (mil. \$U.S.)	Cards (000)	Rank	Issuer, Country	Purchase Volume (mil. \$U.S.)	Cards (000)
1	BancoPosta Italy	\$43,865.2	6,048	51	Privredna Banka Zagreb Croatia	\$617.3	906
2	ING Netherlands	\$27,092.0	6,176	52	Borgun Iceland	\$594.4	152
3	Commonwealth Bank Australia	\$26,349.2	6,670	53	Akbank Turkey	\$587.1	5,207
4	RBS/NatWest U.K.	\$21,422.2	(1)	54	ING Belgium	\$525.2	1,841
5	Itau Unibanco Brazil	\$16,221.1	23,442	55	Ahli United Bank Kuwait	\$501.6	198
6	Euro 6000 Spain	\$7,851.5	4,384	56	Vseobecna Uveroba Banka (VUB) Slovakia	\$486.0	365
7	Clydesdale Bank U.K. (2)	\$7,476.3	1,836	57	Bancaribe Venezuela	\$485.2	315
8	Caixa Economica Federal Brazil	\$7,338.7	42,104	58	CIC Banques France	\$467.5	251
9	Deutsche Bank Germany	\$6,922.8	4,074	59	Cartao BRB Brazil	\$423.3	809
10	Raiffeisen Bank International Austria	\$6,709.2	2,621	60	Slovenska Sporitelna Slovakia	\$410.6	340
11	UBS Switzerland	\$6,261.3	1,194	61	Nedbank South Africa	\$410.4	831
12	HSBC U.K.	\$5,428.5	(1)	62	Hana SK Card South Korea	\$396.8	733
13	Groupe Credit Agricole France (3)	\$4,833.4	2,248	63	BRD Romania	\$394.0	1,357
14	Banescobanco Univ. Venezuela	\$4,442.1	3,238	64	Bank BPH Poland	\$388.3	311
15	KB Kookmin Card South Korea	\$4,061.8	23,891	65	PKO Bank Poland	\$315.3	234
16	Raiffeisen Switzerland	\$3,852.6	939	66	Banco Cooperativo do Brasil Brazil	\$312.4	1,172
17	ANZ Banking Group New Zealand	\$3,618.1	1,432	67	Erste & Steiermarkische Bank Croatia	\$276.4	436
18	Bank Austria Austria	\$3,567.5	1,331	68	Abanka Vipa Slovenia	\$252.3	147
19	Standard Bank South Africa	\$3,376.1	6,930	69	Banco AV Villas Colombia	\$234.6	778
20	Credit Suisse Switzerland	\$3,313.9	652	70	BCSC Colombia	\$231.9	590
21	Banco Santander Brazil	\$3,211.2	6,027	71	Mauritius Commercial Bank Mauritius	\$228.8	530
22	Bank Pekao Poland	\$2,882.7	2,683	72	MBNA (Bank of America) Canada	\$222.1	2,786
23	Credit Mutuel France	\$2,798.1	1,453	73	Bank Zachodni WBK Poland	\$216.9	185
24	Shinhan Card South Korea	\$2,698.9	4,742	74	Banco Popular Dominican Republic	\$214.5	647
25	Commerzbank Germany	\$2,691.4	1,896	75	Alior Bank Poland	\$205.6	206
26	Absa Bank South Africa	\$2,582.9	4,554	76	Santander Consumer Bank Germany	\$204.6	206
27	Mercantil Banco Univ. Venezuela	\$2,516.2	2,130	77	Banca Comerciala Romana (BCR) Romania	\$193.9	992
28	Grupo Bancolombia Colombia	\$2,430.9	4,513	78	BFC Banco Fondo Comun Venezuela	\$188.2	660
29	BBVA Banco Provincial Venezuela	\$2,302.1	1,888	79	Banka Koper Slovenia	\$184.1	174
30	Sberbank Russia	\$2,235.3	27,573	80	Nuevo Banco de Santa Fe Argentina	\$180.5	440
31	Swedbank Sweden	\$2,205.7	658	81	Santander Totta Portugal	\$176.6	63
32	Westpac Banking Corp. Australia	\$1,880.7	900	82	Swedbank Lithuania	\$172.6	438
33	Banco de Venezuela Venezuela	\$1,600.6	2,666	83	Newcastle Building Society United Kingdom	\$157.3	453
34	Banco Santander Chile	\$1,549.2	2,569	84	Erste Bank Hungary	\$156.8	226
35	Caixa Geral de Depositos Portugal	\$1,433.1	1,013	85	UniCredit Bank (HVB) Germany	\$154.6	1,347
36	OTP Bank Hungary	\$1,402.8	2,113	86	Swedbank Estonia	\$150.3	63
37	Erste Bank Austria	\$1,400.6	461	87	 HDFC India	\$147.3	4,820
38	Riyad Bank Saudi Arabia	\$1,332.7	1,748	88	Finansbank Turkey	\$147.2	876
39	Nat'l Commercial Bank Saudi Arabia	\$1,146.6	1,050	89	Hrvatska Postanska Banka (HPB) Croatia	\$145.2	466
40	SABB Saudi Arabia	\$985.7	715	90	VakifBank Turkey	\$132.6	4,277
41	CBC Banque Belgium	\$887.6	183	91	Isbank Turkey	\$118.1	1,158
42	ING Bank Poland	\$843.1	771	92	Bank BGZ Poland	\$113.5	(1)
43	Banco Davivienda Colombia	\$805.5	2,258	93	Banco Colpatria Colombia	\$91.2	317
44	Cathay United Bank Taiwan	\$797.0	574	94	Yapi Kredi Bankasi Turkey	\$87.7	1,035
45	BNP Paribas Fortis Belgium	\$762.2	3,282	95	Banco Santander Colombia	\$82.6	158
46	Woori Financial Group South Korea	\$715.3	996	96	Komerčni Banka Czech Republic	\$81.8	184
47	State Bank of India India	\$671.9	43,628	97	Banc Sabadell Spain	\$78.0	50
48	Garanti Bank Turkey	\$649.0	3,175	98	SEB Banka Latvia	\$74.6	111
49	Ceska Sporitelna Czech Republic	\$646.1	517	99	Halkbank Turkey	\$73.2	1,936
50	Intesa Sanpaolo Group Italy	\$629.6	810	100	RBTT Bank Trinidad & Tobago	\$67.4	427

(1) No longer issues. (2) Includes Yorkshire Bank. (3) Includes Le Credit Lyonnais.

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CITI COMMITS TO PRIVATE LABEL

Citigroup will hold onto its private-label credit card operations in the U.S. and Canada. The business, which provides credit cards for retailers and gasoline sellers, has earned \$1.39 billion in income from continuing operations so far this year. The bank sees the portfolio as a steady source of revolving credit outstandings in the current credit environment. Citi is the second largest provider of credit cards to U.S. retailers behind GE. It is



the largest provider of credit cards to gasoline sellers in the U.S.

U.S. clients include Sears, The Home Depot, Office Depot, Macy's, Shell, ExxonMobil, and 30 others. Canada clients include Staples, Petro-Canada, and The Home Depot. Craig Vallorano is Executive VP, Strategy and Business Development at Citi Retail Partner Cards in Elk Grove Village, Illinois, (224) 222-2345, craig.vallorano@citi.com, www.citi.com. Prior issues: 979, 969

AMEX ADDS SOMETRICS TO SERVE

(from page 1) ...



Enterprise Growth Group, and will be integrated into the company's Serve digital payments platform. Sometrics brings Serve not only the ability to offer consumers and sellers of digital content virtual currencies but also billing to telecom accounts. Sellers also benefit from its artificial intelligence tools including predictive analytics used to deliver targeted offers to consumers.

Publishers of online games use Sometrics to promote their free-to-play offers and then introduce virtual currency within the game to monetize their business. Sometrics also provides them with the ability to target offers to players from Netflix, Disney, Columbia House, and other partners

based on the player's location, demographic, conversion history, and social affiliation. Game publishers that use Sometrics include BigPoint, Habbo, Nexon, NHN USA, PopCap, and IMVU.

Sometrics provides telecom account billing options in 100 countries as well as global and local credit and debit card acceptance. Currently it can facilitate payments from more than 225 million consumers in 200 countries. Its predictive analytics enable publishers to steer players to the payment options that hold the best chance of converting a consumer from a free player to a buyer.

Sometrics raised \$6 million in funding from the Mail Room Fund, an investment consortium that includes the

William Morris Talent Agency, Accel, and Venrock, as well as AT&T, Greycroft Partners, and Steamboat Ventures.

American Express is buying companies, spending on internal systems, and promoting an open API initiative to developers with the aim of making Serve a comprehensive, funding agnostic, form factor agnostic, master account that gives consumers every possible funding source for payments made both online and offline. Jason Hogg is President, Serve Enterprises at American Express in St. Petersburg, Florida,

(727) 374-2101, jason@serve.com, www.serve.com.

... A MASTER ACCOUNT THAT IS BOTH FUNDING AGNOSTIC AND FORM FACTOR AGNOSTIC.

A handwritten signature in blue ink, appearing to read "David Robertson".

David Robertson, Publisher

OCTOBER 31, 2011

