Paymark and TNS Partnership Boosts New Zealand Payments Infrastructure

**Business Challenge**

Paymark is the leading processor in New Zealand and currently handles 75% of all card transactions in the country. This network includes 140,000 EFTPOS terminals across 80,000 merchants and sees approximately 1.2 billion transactions worth $60 billion carried each year on behalf of more than 50 card issuers and acquirers.

New Zealand’s consumers are some of the world’s biggest users of debit and credit cards. Debit card usage, in particular, has soared over the last 30 years, fuelled by low fees and high consumer adoption.

**Solution**

Paymark is partnering with TNS to reinforce its EFTPOS services with a new range of alternative, feature rich and highly reliable payment solutions.

The agreement will enable Paymark to extend support for its popular dial up service to merchants in New Zealand by another three years, with the option to extend well into the future. Paymark will also be able to introduce new wireless and IP POS services, as required by its merchants, thanks to TNS’ Global Wireless Access and TNSLink for Retail solutions.

TNS’ Global Wireless Access is a managed roaming wireless POS solution which will offer merchants greater security, coverage and reliability. It combines strongest signal detection with data roaming to overcome traditional blackspots allowing merchants to transact.

The TNSLink for Retail solution will replace Paymark’s OneOffice and RetailZone services for large merchants and offer additional functionality, including secure high speed bi-directional connectivity support for time reporting, inventory monitoring and other back office applications in addition to handling the POS transactions taken instore.

**Outcome**

Shane Ohlin, Chief Information Officer at Paymark, said:

“We are delighted to be working with TNS to strengthen the New Zealand marketplace. We are dedicated to providing a high quality range of payments access services to support our merchants across the country.

“IP Dial remains an important access option for our customers and TNS shares our ongoing commitment to this technology. Partnering with TNS allows us to enhance our existing dial up offering while strategically expanding our portfolio and future-proofing our business with new wireless and IP offerings. It is important that we can be agile and responsive to changing market dynamics and we’re confident our agreement with TNS puts us in a strong position. We expect to also reduce our operational and support costs as working with TNS will help to streamline our infrastructure.”
Why Choose TNS?

**TNSLink**
Secure, high-speed, bi-directional connectivity for remote retail sites

**Benefits**
- **Maximize uptime and reliability** - multi-network 3G/4G provides failover.
- **Reduced costs** - flexibility to implement most cost effective solution for each site.
- **Visibility** - near real-time updates.
- **Meets any retail connectivity requirement** - including POS transactions, inventory monitoring, time reporting, etc.

**Global Wireless Access**
A wireless m2m solution for POS terminals

**Benefits**
- **Direct connectivity** - to hundreds of acquirers and processors.
- **Strongest signal connectivity** - and roaming across multiple domestic networks.
- **Roam+ application** - provides fully flexible network carrier selection.
- **SIM management portal** - real-time connectivity and usage information.
- **Pre-activated SIMs** - ready to use out of the box.

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For More Information Please Contact Us Today!

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