Welcome to Transact

I’d like to extend a warm welcome to you all in this first issue of Transact for 2020. It’s been a busy start to the year and I believe 2020 will be pivotal for the payments industry with a mix of mergers, regulatory participation, open banking and security advancements impacting on our industry. You can read more about these factors in our payments predictions blog and infographic which we highlight later in this newsletter.

This issue also brings you exciting news from TNS, our report on secure commerce opportunities at fuel pumps, industry interviews and the latest events we are attending.

If you would like to know more about any of the subjects covered in this issue, please do not hesitate to get in touch with your account manager or email solutions@tnsi.com.

Dan Lyman
Head of FinTech Payments, North America

The Market Opportunity for Secure Commerce at the Pump

Prepared by Transaction Network Services

New TNS Research Highlights Global Market Opportunity for Secure Commerce at the Pump
A new TNS report, *The Market Opportunity for Secure Commerce at the Pump*, suggests that the majority of consumers are open to new experiences when they pay-at-the-pump which could provide significant revenue opportunities for retailers.

[Click here](#) to read the press release and download the report

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**TNS Secures MNSP Certification for Gilbarco Passport System**

Retailers that deploy Gilbarco Passport can now use [TNSLink](#) to connect their instore terminals securely and cost-effectively to TNS’ global payments community as TNS has been certified as a Managed Network Service Provider (MNSP) by Gilbarco.

[Click here](#) for more information

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**Link Solutions Named One of the Fastest Growing Companies in Brazil**

Link Solutions, a TNS company, has appeared for the first time ever in the list of the fastest growing 100 SMEs in Brazil. Link Solutions secured the 46th position in Brazil overall and was identified as fourth within the country’s Northeast region. The study was conducted by Deloitte and *Exame* Magazine.

[Click here](#) to read the press release

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**As US EMV Deadline Looms TNS and WannLynx Provide New Revenue Opportunities for Convenience**

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TNS Launches New Products to the Indian Market

TNS has launched its Secure Internet Gateway (SIG) to the Indian market and has already secured its first customer agreement with one of the world’s leading international acquirers. In addition, TNS is helping merchant acquirers and processors secure their Indian payments infrastructure with the launch of TNS’ Domestic Wireless Access SIM solution, the first of its kind to be offered to the Indian market.

Click here to visit the new webpage for TNS Payment Solutions in Asia Pacific.

TNS Shares Thought Leader Insights with The Paypers

TNS was invited by The Paypers to participate in its Voice of the Industry feature. A series of articles from Mark Collins (pictured above), TNS’ EMEA Managing Director and Brian DuCharme, VP of Product Management, explore the introduction of Strong Customer Authentication, the consumer desire to be able to order prepared food, such as pizza, at the fuel pump and the lessons learned from cloud data breaches.

Click here to read: SCA, Fuel Pump Opportunities, Cloud Data Breaches

Stores

A new collaboration between TNS and WannLynx will offer US convenience store chains (c-stores) increased control of their instore and forecourt terminals and will also enable c-stores to engage customers with a variety of incentives to purchase other items.

Click here to find out more
What's Happening Elsewhere in TNS?

TNS was delighted to be chosen for the second year running as one of the Northern Virginia Technology Council’s annual Tech 100 companies. TNS received the award specifically for the progress and developments made in relation to our robocall capabilities.

Click here to see the full list of winners

TNS Operations Commitment to Development

TNS’ Network Operating Center (NOC) continually supports and funds the certification of team members as they progress and develop core competency skills to bolster their ability for customer support. Around 50% of the NOC’s global staff have achieved the Cisco CCNA Security Certification. This is alongside the continued progress for all NOC staff to achieve ITIL v3 foundation as a minimum standard.

TNS Executives Shine in the Media Spotlight

TNS’ senior leadership team are regularly called on by journalists for interviews. In the last few months, TNS’ Head of FinTech Payments for North America, Dan Lyman has spoken to The Green Sheet for a leading story Connectivity: payments secret sauce, and was also interviewed by PaymentsSource about EMV’s looming deadline for gas stations. Brian DuCharme (pictured above) has also given interviews to The Green Sheet about the payment challenges for rural merchants and the issues that our TNSPay Mobile solution helps overcome.
What Next for The Payments Industry in 2020?

2019 was a turbulent year for the payments industry filled with mega-mergers, increased variety of payment methods, open banking regulations and more security breaches, but what's in store for 2020? TNS' Brian DuCharme, explores what the next 12 months may hold in this infographic and blog entry.

Meet the TNS Team at the Following Events

The TNS team will be at the following upcoming events: ATMIA US Conference, Launching the ATM Industry into a New Era in Houston from February 11-13 and MAG Mid-Year Conference in Atlanta from February 11-12.

Email solutions@tnsi.com if you would like to set up a meeting with the team at any of these events.