



Are We Ready for Electronic Payments?

August 25, 2016

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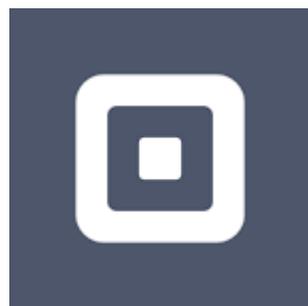
amazon payments



Google Wallet



stripe



Capital One

Skrill



WebMoney





- Easy log in with existing Amazon log in credentials, no need to create new username and password
- Trusted e-commerce name
- Same Amazon A to z guarantee

Negative

- Online only



PayPal

➤ Safer and protected

With our Seller Protection and advanced fraud screening, we've got your business covered.

➤ Easy and convenient

Customers need just an email address and password or mobile number and PIN to pay quickly and more securely.

➤ Preferred by customers

We're the smart choice: Great Britain's No.1 preferred online and mobile payment method⁴.



➤ Send and receive money instantly

Send money to anyone in the US using an email address or phone number. It's fast, easy, and **free** to send directly from your debit card, bank account, or Wallet Balance. You can do all this in the Google Wallet app, or, if you're on desktop, you can also send and request money in Gmail.

When you receive money, you can quickly cash out to your bank account using your debit card, and get access to your money within minutes.

➤ Fraud Protection

Google Wallet comes with 24/7 fraud monitoring and covers 100% of all verified unauthorized transactions.

➤ Data Encryption

All your financial information in Google Wallet is encrypted and stored on Google's secure servers in secure locations.

Negative:

➤ ACH or debit card only



Square

- Readily available card reader
- Uses NFC, chip cards as well as magstripe cards
- More 'consumer friendly'

Negative

- No online payments

Credit Card Merchant Services

- Original way to take credit cards for businesses
- Cheaper per transaction fees

Negatives

- Fees – minimum monthly fees plus typically a lot of other fees
- Need a commercial card reader or pay for online access (some have mobile card readers)
- Banks tend to charge the highest rates – much better rates from Payment Processor

Summary of Charges

		 PayPal	 Google Wallet	 Square	Credit Card Merchant Service*
Online	2.9% + 30c	2.9% + 30c	0 (bank and debit cards only)	NA	1.99% + 25c
Swiped	NA	2.7% + 0c	0 (bank and debit cards only)	2.75%	1.22% + 12c
Card Not Present/Manual	NA	3.5% + 15c	0 (bank and debit cards only)	3.5% + 15c	Higher for non-qualified transactions
Monthly Fee	None	None	0 (bank and debit cards only)	None	\$20 minimum fee (% + c)
Chargeback Fee	\$20	\$20	NA	Covered up to \$250/m	\$25

* Elavon with Costco Executive Membership

Additional EP Service Providers

- **Chase Quick Pay**

- A faster and easier way to send money to your friends and family with clearXchange.
- clearXchange (CXC) is a network in the United States that lets customers of participating financial institutions send payments easily to each other. Customers will receive payment notifications from the financial institution they're registered with.
 - Members of the clearXchange network are Chase, Bank of America, Capital One, First Bank, US Bank, and Wells Fargo.
 - **Chase Quickpay** is free to send or receive money to/from anyone with a US bank account, so long as one of them has a **Chase** checking account.
 - There is a limit on how much you can transfer per day.

- **Citibank Popmoney**

- **Person-to-Person**

- You send money to kids at college
- You send anyone with a US bank account the gift of cash
- You want to square up with your friends

- **Small Business**

- You send payments to vendors
- You send payments to employees
- You send invoices to customers
- You receive payments from customers or vendors
- Your bank may charge a small fee for sending money via Popmoney (\$1 or so per payment) Sending money from your account at Popmoney.com costs **\$0.95**. Requesting money from somebody at Popmoney.com costs **\$0.95** (again, it's free for you if the person initiates the transaction without you requesting money)

Additional EP Service Providers

• Capital One, Bank of America & Wells Fargo P2P Payments

- Payments made easy, secure and speedy powered by the clearXchange® network.
 - **Easy**
 - Grab the app, send and receive cash in a snap. No fees, no fuss.
 - **Secure**
 - Share only your email or phone number, nothing else. It's a safe way to pay.
 - **It's speedy**
 - Cash will transfer instantly to fellow 360® Checking customers registered for P2P, and to other banks in three business days or less.
- **Online transfer using an email address or mobile number.**
- Some banks now offer account holders the ability to send money securely using just the email or mobile phone number of the recipient. This lets you easily send money to someone else's account, which makes it a great way to transfer money to a student away at school or someone you pay often, like a babysitter. You can even send money via mobile transfer to split a bill or as a birthday gift. Just enter the amount to transfer and the recipient will receive a text or email with instructions on how to receive it.
- **There is no cost to use the service**
- Payments are limited to \$2,000, and P2P Payments are limited to \$2,000 per day, regardless of how many you make in a day.

Additional EP Service Providers

- **Android Pay**

- Shop how you want

- Choose your device, add your credit or debit cards, and you're all set. Wherever you are — at a store or in an app — you're ready to use Android Pay. Tap. Pay. Done.

- **NOTE: Android Pay is basically the “Tap to Pay” part of Google Wallet.**

- **WebMoney**

- WebMoney Transfer is a global settlement system and environment for online business activities, established in 1998. Since then, over 31 million people from all over the world have joined the system.

- **Skrill**

- Skrill is an e-commerce business that allows payments and money transfers to be made through the Internet, with a focus on low-cost international money transfers.

Additional EP Service Providers

- **Stripe**

- Stripe is an American technology company, operating in over 20 countries, that allows both private individuals and businesses to accept payments over the Internet.

- **Others**

- CIRCLE
- clearXchange
- DWOLLA
- Messenger
- Popmoney
- SNAPCASH
- VENMO

Appendix

Service Details

- Amazon Payments
- PayPal
- Google Wallet
- Square

Fee Summary

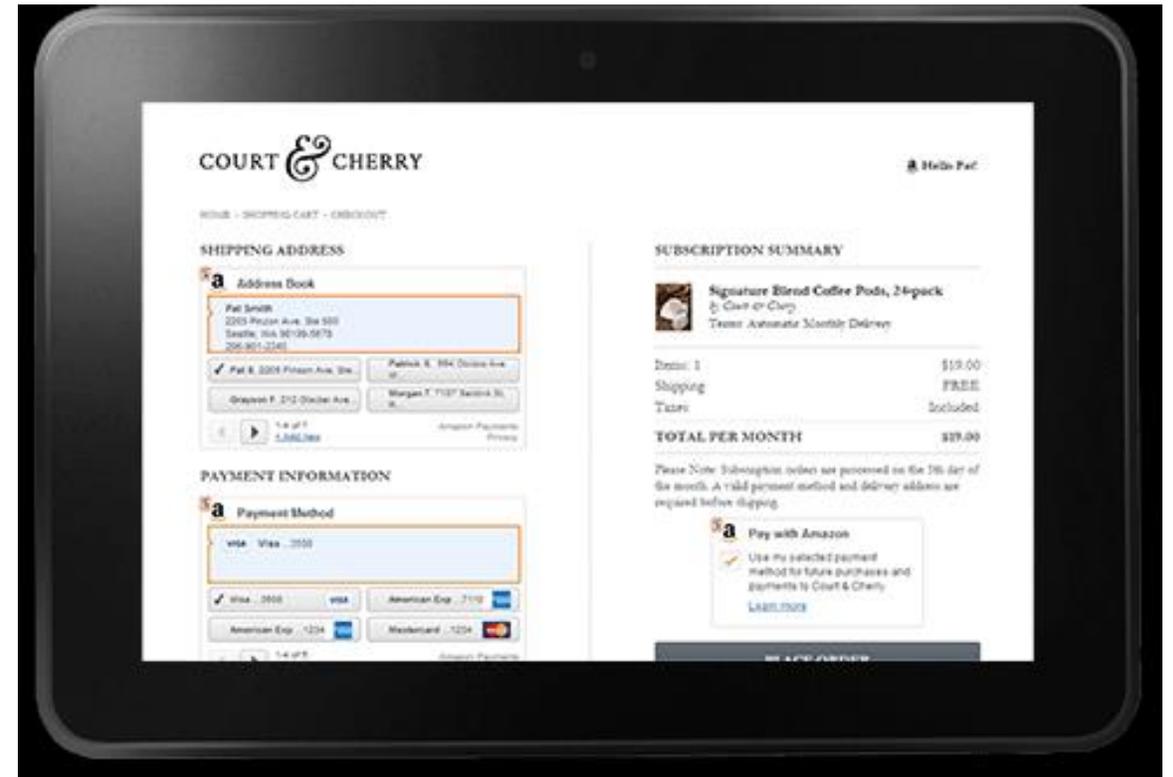
- Amazon Payments
- PayPal
- Google Wallet
- Square



- Login and Pay with Amazon is the fast, easy and secure way to pay on desktop, tablet and mobile.
- Buy what you want with the tap of a finger
- Login and Pay with Amazon makes it easy for customers to buy what they want, and get on with their lives. There's no need to create countless usernames and passwords - your Amazon account credentials are all you need.
- Payments on the go
- Mobile payments without compromises
- With no additional setup, merchants can ride the mobile commerce wave. Customers use the information already stored in their Amazon accounts, with no need to re-enter credit card or address information.



- Automatic Payments
- Build strong, long-term payment relationships
- With Automatic Payments, merchants can establish ongoing payment relationships with their most loyal customers. Go beyond the transaction and build deep customer relationships, all while leveraging the convenience and trust that Amazon provides.





Protected wherever you go

Amazon's proven security has you covered

Whether you're a customer or merchant, you're covered. Customers' purchases are covered by the A-to-z Guarantee, and merchants can use the same fraud detection technology used by Amazon.com at no additional cost.





PayPal

- Safer and protected
 - With our Seller Protection and advanced fraud screening, we've got your business covered.
- Easy and convenient
 - Customers need just an email address and password or mobile number and PIN to pay quickly and more securely.
- Preferred by customers
 - We're the smart choice: Great Britain's No.1 preferred online and mobile payment method⁴.
- Truly global
 - Access a whole world of customers. PayPal is available in 202 countries and markets, and in 25 currencies.
- Simple to integrate
 - Works with all major shopping carts and ecommerce platforms.
- 24/7 customer support
 - Whatever your query, we've got it covered. Online or on the phone, we're here to help.



PayPal

- Accept all major credit cards online or at the register. Send secure invoices to your customers.
- Select the option that's right for your business.
 - **Standard: A fast, easy way to get paid: \$0/month**
 - Accept credit cards, PayPal, and PayPal Credit on your site
 - Swipe cards in your store and on the go
 - Create and email invoices for fast payment
 - Easy setup
 - PayPal hosts your online checkout
 - Customers leave your site for checkout, then return after purchase
 - Setup is easy, no shopping cart required



PayPal

- **Professional : A fully customizable checkout - \$30/month**
 - Get everything in Standard **plus**:
 - Customize the checkout experience to match your brand
 - Keep customers on your website during checkout
 - Accept phone payments with a virtual terminal
 - **Full customization**
 - Host and customize your online checkout
 - Your customers never leave your site
 - Control layout, colors and more
 - Compatible with most shopping carts



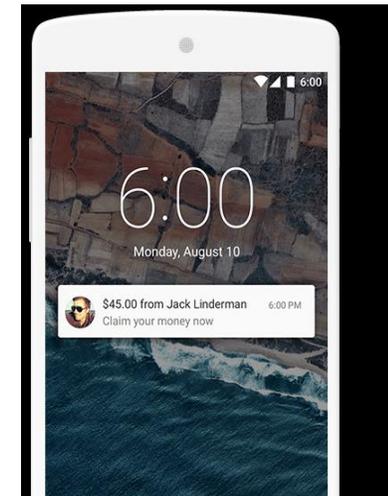
PayPal

- Send and transfer money at the speed of life.
 - Send money to just about anyone using their PayPal email address or mobile number and the money will go to their PayPal account. If they don't have a PayPal account, they can create one instantly for free. So go ahead and move your checkbook from the desk drawer to the junk drawer.
 - Transferring money should be as simple as snapping your fingers.
 - Your cash and cards can rest easy. PayPal lets you send money to anyone's email address or mobile number – whether it's a friend, school, or family member. They can set up a PayPal account for free, and the money goes right into it. Send money across the street or internationally as fast as you can enter your secure PIN.
 1. Enter your recipient's email address or mobile number, add an amount and send money from your computer or phone.
 2. Your friends can set up a PayPal account for free, and the money goes right into it.
 3. Track your transactions in your account activity.



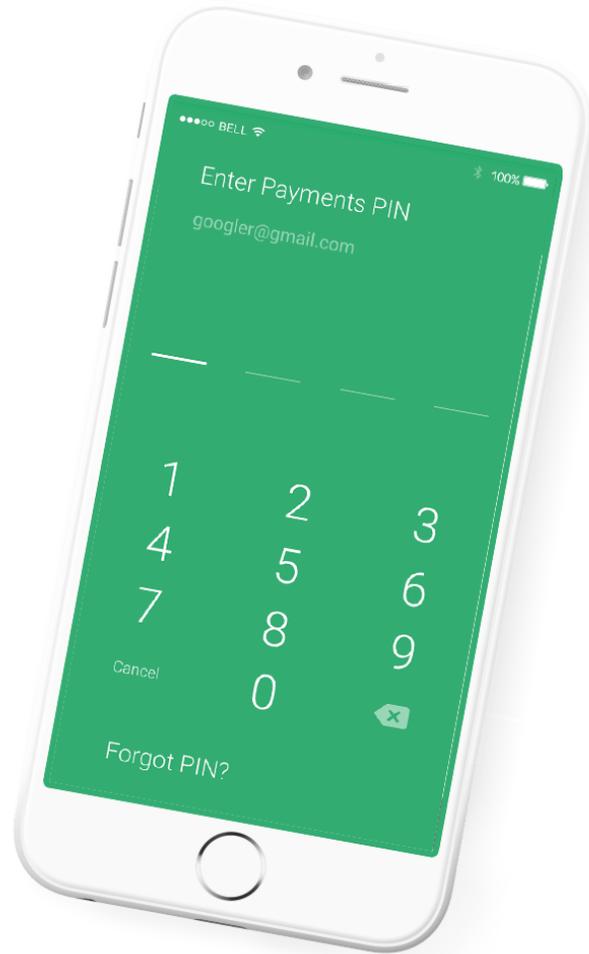
Google Wallet

- Send and receive money instantly
 - Send money to anyone in the US using an email address or phone number. It's fast, easy, and free to send directly from your debit card, bank account, or Wallet Balance. You can do all this in the Google Wallet app, or, if you're on desktop, you can also send and request money in Gmail.
 - When you receive money, you can quickly cash out to your bank account using your debit card, and get access to your money within minutes.
- Notifications help you stay in control
 - Get real-time notifications on your phone every time you receive money. If you get a request for money, you can quickly settle up straight from the notification.





Google Wallet



- Keep your money safe
 - Your Google Wallet app can only be accessed with your Google Payments PIN. If your phone is ever lost or stolen, you can instantly remove access to your account on that phone at myaccount.google.com.



- **Fraud Protection**

- Google Wallet comes with 24/7 fraud monitoring and covers 100% of all verified unauthorized transactions.



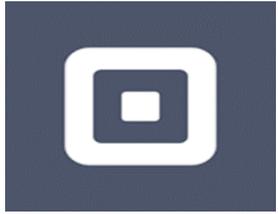
- **Data Encryption**

- All your financial information in Google Wallet is encrypted and stored on Google's secure servers in secure locations.



Square

- **Made for NFC and chip**
 - One reader, two ways to get paid: accept Apple Pay (and other contactless payments) and EMV chip cards, too.
- **Pocket-size and powerful**
 - Packed with a powerful battery, the reader connects wirelessly to iOS or Android devices.
- **Works with the Square app**
 - Our free point-of-sale app takes care of payments, tipping, inventory, reports, and more.
- **Magstripe reader in the box**
 - We'll send you a free Square magstripe reader—so you can swipe cards the old-fashioned way, too.



Square

- **Accept every way your customers want to pay.**
 - Take chip cards, NFC payments, and magstripe cards on the go or at your counter.
- **Tap and go.**
 - Move your line faster by accepting Apple Pay and other NFC payments. Customers simply hold their device near the NFC reader to trigger payment.
 - NFC (near field communication) is the technology that allows two devices—like your phone and a payments terminal—to talk to each other when they're close together. NFC is the technology that enables contactless payments.
 - The buzziest are Apple Pay, Android Pay, and Samsung Pay.
- **Dip the chip.**
 - Chip cards (or EMV) are the new standard in payment cards. Chip cards are inserted into the reader, then left in place for the duration of the sale.
 - What is EMV?
 - Soon we will have to change how we pay and get paid with credit and debit cards. The new standard of operation is called EMV—developed by Europay, MasterCard, and Visa to be a more secure way of paying. Every customer's card will soon have its own embedded microchip.
- **Small chip, big security**
 - EMV chip cards can be identified by their embedded chip—essentially a tiny computer. It's harder to replicate a chip card than a magnetic-stripe card, as the chip creates a unique impression every time it is used.
- **Dip the chip**
 - EMV means a new kind of experience for customer and merchant. Chip cards are inserted or dipped into the reader and left in place for the entire sale as the reader and card talk back and forth.



Square

- Be ready for the classics, too.
 - **Swipe the stripe.**
 - A Square magstripe reader is included in the box—because not everyone has a chip card yet. Both readers can be connected to your device simultaneously, so you can keep swiping cards as long as your customers are carrying them
- Set up in seconds.
 - The Square contactless and chip reader connects to your device wirelessly—all you need is a compatible iOS or Android device. It also works with Square Stand; plug it into the hardware hub for instant setup.

Amazon Payments Fee Summary

- Amazon Payments Fees

- **Transaction Fees**

- Pay with Amazon fees are transaction-based and have a processing and authorization component. The Transaction fee is composed of a domestic processing fee of 2.9% and an authorization fee of \$0.30, plus tax where applicable, charged when the purchase is successfully authorized and processed.

- For example, if a \$10 transaction is made on your website, your total transaction fee would be \$.59, according to our standard rate:

Transaction Amount	Domestic Processing Fee: 2.9%	Authorization Fee: \$.30	Total Transaction Fee
\$10	\$.29	\$.30	\$.59

- **Authorization Fee**

- The \$0.30 authorization fee, included in the total transaction fee described above, will be collected when the transaction is successfully processed or when a successful authorization that has not been captured is closed or expires.

Amazon Payments Fees Summary

- Amazon Payments (continued)

- **Cross-Border Processing Fee**

- If you receive payment from a payment method issued outside of the U.S., we will collect a 3.9% cross-border processing fee and the authorization fee described above, plus tax where applicable. The 3.9% cross-border processing fee is charged only when the transaction is captured. For example, if the customer's credit card was issued outside of the U.S., the cross-border fee will be applied to your transaction.

- For example, if a \$10 cross-border transaction is made on your website, your total transaction

Transaction Amount	Cross-Border Processing Fee: 3.9%	Authorization Fee: \$.30	Total Transaction Fee
\$10	\$.39	\$.30	\$.69

- **Disputed Chargeback Fee**

- If you request to dispute a chargeback claim that is not covered under our Payment Protection Policy (see section B6 of the [Amazon Payments User Agreement](#)), we will assess a fee of \$20.00 plus tax where applicable. For more information on chargebacks, see [Handling Chargebacks](#).

Amazon/PayPal Fee Summary

- Amazon Payments (continued)

- **Refunds of Transaction Fees**

- If a refund takes place, you will also be refunded the following transaction fees, as applicable:
 - The domestic processing fee (for example, the 2.9% fee)
 - The cross-border processing fee (for example, the 3.9% fee)
 - Please note that the Authorization Fee and Disputed Chargeback Fee are non-refundable.

- PayPal

- **PayPal fees are always fair.**

- Buying is free with us when you purchase in the U.S. When you sell with us, you get some of the most competitive rates in the business. It's 2.9% + \$0.30 per transaction. The proof is in the percentages below.

- **Buying is free.**

- Buying online or in-store purchases
 - We don't think it makes any sense to charge you fees for buying online or in-store in the US. Spend freely (but wisely).

PayPal Fee Summary

- PayPal (continued)

- **Selling is 2.9% + \$0.30 per sale**

- That's a small price to pay for accepting major forms of payment from any of the 188 million active customers worldwide. There are no hidden PayPal fees. You don't have to pay anything until you get paid for selling something. Our rates are some of the most competitive in the industry – keeping you in business and your customers happy.

- Sales within the US: 2.9% + \$0.30 per transaction
 - Discounted rate for eligible nonprofits: 2.2% + \$0.30 per transaction
 - International sales: 3.9% transaction fee plus a fixed fee based on currency received
 - PayPal Here™ card reader: 2.7% when you swipe a card or 3.5% plus \$0.15 for manually entered transactions

- [More about PayPal merchant fees](#)

- **Fees for sending money to friends and family.**

- **Sending to the U.S. and Canada.**

- If you are a U.S. PayPal account holder sending money to a friend or family member with a PayPal account in the United States or Canada:

PayPal Fee Summary

PayPal (continued)

- **Fees for sending money to friends and family.**
 - **Sending to the U.S. and Canada.**
 - If you are a U.S. PayPal account holder sending money to a friend or family member with a PayPal account in the United States or Canada:
 - **And your payment method for the transaction is:**
 - Exclusively a PayPal balance or bank account linked to your PayPal account.
 - Fee is waived.
 - Other, including a partially or fully funded payment by a credit card, debit card or PayPal Credit.
 - a fee of 2.9% of the transaction amount plus a fixed fee of \$.30 USD in the USA and \$.30 CAD for Canada. The fixed for sending money to other countries can be found in [PayPal Fixed Fees for Sending Money Table](#)) based on the currency of the transaction.

Google Wallet Fee Summary

- **Google Wallet**
 - **No transaction fees to use Google Wallet**
 - **Transfer limits**
 - **Withdraw money from your Wallet Balance**
 - **Transfer Wallet Balance to your bank account**
 - Limit of \$10,000 USD per single transaction
 - \$50,000 USD limit per 5-day period.
 - **Transfer Wallet Balance to a debit card**
 - Limit of \$2,500 USD per transaction
 - \$10,000 USD limit per 30-day period
 - **Note**
 - If you live in Florida:
 - You can withdraw up to \$3,000 USD every 24 hours.
 - Debit card limits still apply.
 - **Send and receive money**
 - There's a limit of \$9,999 USD per single transaction.
 - There's a total limit of \$50,000 USD per 5-day period.
 - If you live in Florida, there's a limit of \$3,000 USD every 24 hours.
 - If you're receiving money for the first time, you can transfer it directly to your bank account without verifying your identity if:
 - The amount is less than \$300.
 - You've sent less than \$1,000 in the last 30 days.
 - You've sent less than \$10,000 total.
 - When you reach any of these limits, you can only receive money into your Wallet account. You'll have to verify your identity.

Google Wallet/Square Fee Summary

- **Google Wallet (continued)**

- **Transfer times**

- Transfer money to your bank account or debit card
 - You can transfer money from your Wallet Balance to your linked bank account or debit card any time (limits apply).
 - Transfers to your debit card typically complete within minutes but may take up to 24 hours for some banks.
 - All transfers to a bank account are usually completed within 3 business days.

- **Send and receive money**

- Sending money to someone else with your Wallet account, debit, or linked bank account is typically within minutes.

- **Square**

- Clear pricing. Fast deposits. No surprise fees.
 - Know exactly what you pay and get paid fast with Square.

- **One price for every swipe, dip, or tap**

- Process Visa, MasterCard, Discover, and American Express at 2.75% per swipe. Swipe \$100, see \$97.25 deposited in your bank account.

- **One price for every manually entered transaction**

- Process all major credit cards at 3.5% + 15¢ when you key in a transaction. Key in \$100, see \$96.35 deposited in your bank account.

Square Summary

Square (continued)

- Every major credit card accepted (VISA, Mastercard, Discover, Amex)
- There are NO other or hidden fees
- Next day deposits – Square deposits funds from payments into your bank account within one to two business days.
- Instant deposit – Get your money faster than ever before.
 - Deposits on Demand cost just 1% of the total deposit amount.
- Chargeback protection – Square covers chargebacks that are \$250 or less up to a total of \$250 a month.
- Point of sale app – Take payments and run your business with Square Register.
- Analytics and sales reporting – See all your sales and use simple analytics to make more informed business decisions.