

EQUINOX

Payments Update

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Rethink &
Reimagine

“Payments” = Cringe-worthy Reaction

Oh Boy! Another **data breach** in the headlines.

Get this darn card data **out of my POS NOW!**

PCI validation is **sucking up our valuable time** and resources!



What's with all these **CHARGEBACKS?**

I have to wait **6 months** to just get in the EMV certification queue?

These chip transactions take **FOREVER!**

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The Migration to EMV



- EMV is causing retailers and POS software developers to take a fresh look at their checkout experience as they replace legacy mag-stripe readers
 - Interested in eliminating the need to develop payment functionality within their POS applications
- What's needed?
 - You are, your customers are interested in solutions that allow for a seamless upgrade to EMV, ideally one that can be performed remotely.

PCI is Constantly Changing



- Businesses are looking for future proof solutions that protect data and help mitigate the costs and complexities of annual PCI compliance
 - Merchants and VARs remain laser-focused on solutions like point-to-point encryption and tokenization to protect cardholder data and reduce the overhead costs.
- What's needed?
 - NCR provides it, a bundled solution that works together to reduce exposure to data breaches and simplify PCI compliance tasks.

Customer Engagement is Key



- Retailers are interested in building deeper, more personal relationships with customers by creating new points of engagement.
 - Retailers are interested in connecting with customers in ways that create brand value and drive revenue.
- What's needed?
 - You have it, Solutions that offer secure applications—Loyalty, advertising, donation programs, and surveys.

NCR & Equinox Payments

A Two-Way Partnership

- Together our approach is straight forward, personable and simple:
 - We listen and build partnerships where we assist our customers to excel in the direction of their choice
- We are experienced, nimble and responsive



Our mission is to forge long-term, mutually successful partnerships with our customers. We pride ourselves on our ability to work with our clients to provide solutions that meet their precise needs rather than force them to work within the limited scope of generic solutions.

A Closer Look at our Solution

NCR-certified EMV Solution: L5300



Contactless*

- Apple Pay
- Android Pay
- Samsung Pay
- Google Wallet



EMV Card Reader

- EMV Level I & II
- 3V & 5V cards



Magnetic Stripe

- Bi-directional
- Encrypting
- Tracks 1, 2 & 3



Multimedia Touchscreen

- 5.7" Multimedia LCD
- Full-color Video
- Signature Capture



Advanced Security

- PCI PTS 3.X SRED Certified
- Point-to-Point Encryption
- Remote Key Injection



Operating System

- Linux - Open & Secure
- FPE - Flexible POS Interface
- Remote Terminal Management



**Contactless is optional and field-upgradeable*

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Security You Can Count On

- L5000 features advanced Secure Reading and Exchange of Data (SRED) technology
- Point-to-Point Encryption means actual card data remains invisible to the POS
 - Protects sensitive card data



Remote EMV Enablement!

- Customers with existing L5xxx devices can enable EMV remotely via the NCR Connected Payments platform



Contactless Payments

- Extend consumers the speed and convenience of paying with “tap and go” digital wallets



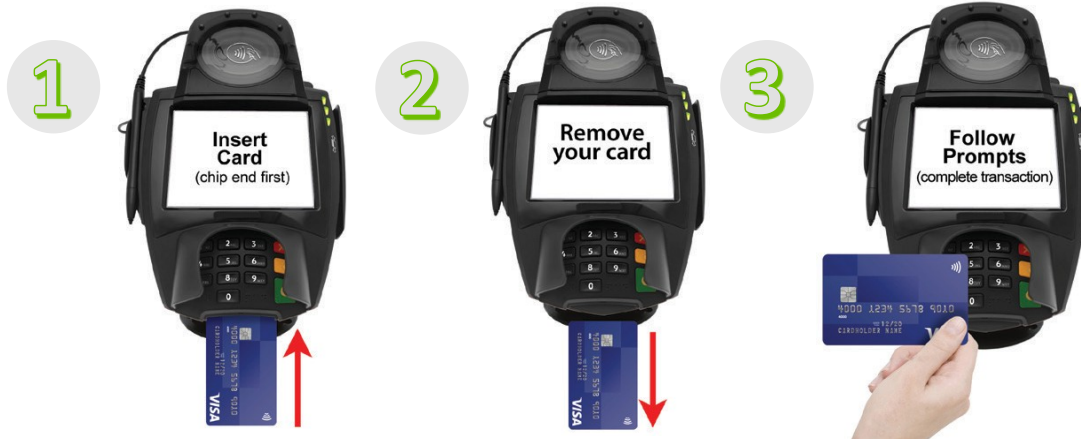
Quick Chip Processing

- L5xxx supports Quick Chip processing from Visa, MasterCard and American Express
 - Cards are inserted and removed immediately
 - Mimics contactless card data exchange



“Equinox is proud to be the **industry’s first terminal provider** to successfully implement Visa Quick Chip for EMV.”

Robert Hayhow, Equinox



2016 Wrap-up Incentive

- NCR/Equinox L5300 Promotion
 - Tony will speak to this in a later session



Our Next Generation



The idea behind
Luxe is simple.

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Look beyond product features to rethink and reimagine the customer payment experience.



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Luxe 8000i is not only ready for the demanding world of modern retail. It was designed for it.

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LUXE 8000i



Brilliant, High Definition Display

Extend your brand's visual impact to the point of payment in brilliant color and vibrant detail.

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Perfectly Proportioned

Luxe 8000i is perfectly proportioned to **minimize space requirements** and eliminate clutter at the point of purchase. Its **compact size**, horizontal layout, and face-mounted card readers **optimize overall footprint** while enhancing the payment experience.

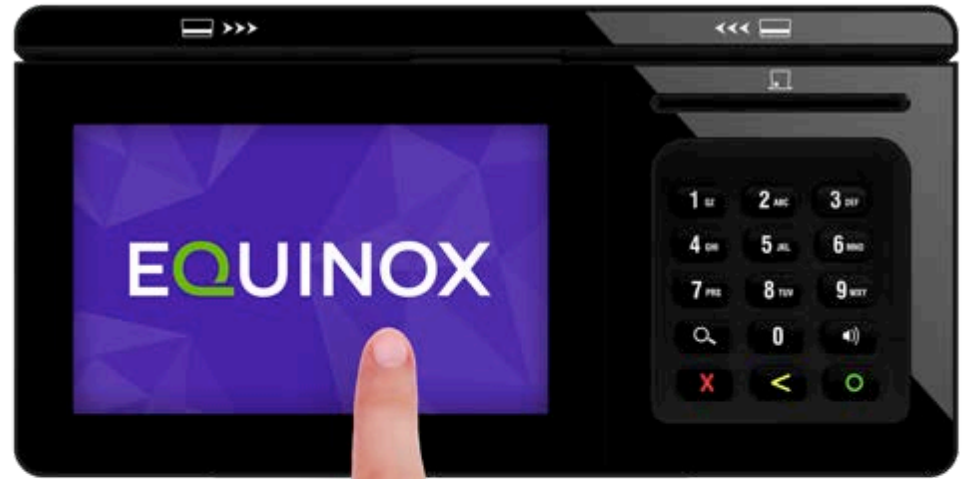


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Interactive Touch Screen

The all-glass touch display gives customers a solid, smooth feel across the entire screen.

- Passive pen and finger-based signature capture.
- Corning® Gorilla® Glass 3 for enhanced scratch and damage resistance.



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Smart & Flexible Operating System

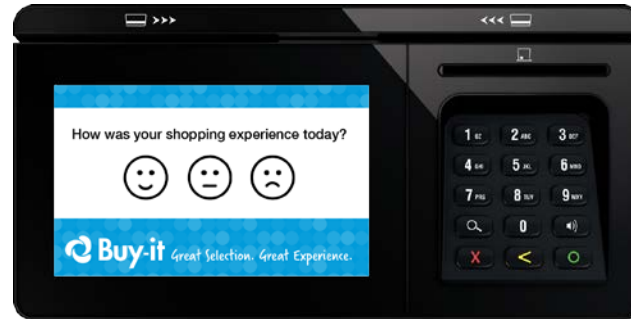
The Luxe operating system is engineered for maximum security, ease of use and seamless integration. It enables payment applications, third-party software, and POS systems to work flawlessly together. Strict security standards are maintained at every level.

- Linux, HTML5 & Java Script

A True Customer Engagement Platform



Engage customers through advertising, promotions, and surveys.



LUXE 6000m

Mobility to extend the customer payment experience.



Pay at Table



Line Busting



Drive-thru



In the Field



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