

TOSHIBA

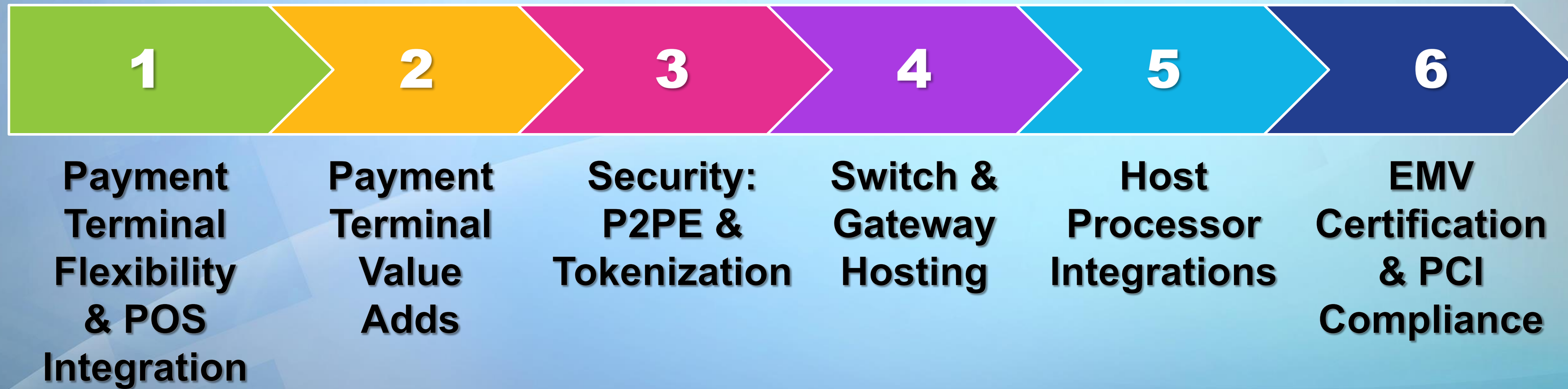
CONNECT



Payments: An End-to-End Solution

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Toshiba's view of the payments value chain encompasses six distinct areas of capability:



Payments: An End-to-End Solution

Please welcome our panelists, representing four key elements in the payments value chain:

Customer

Partner

Issuer

Provider

Jay Stanley

Chief Information Officer
Marsh Supermarkets

Bob Wesley

Chief Strategy Officer
Aurus, Inc.

Chris Engelhardt

Director, Integrated Payments
Discover Financial Services

Kirk Goldman

Executive Director, Strategy and Business Development
Toshiba

Panel Format

- Top Five Questions (30 mins)
- Q&A from the audience (10 mins)
- Closing

Question 1:

Security is a major concern for both retailers and shoppers in a growing electronic marketplace...

- *How does an end-to-end payments solution address the security concerns of both groups in a way individual point solutions or integrated solutions cannot?*

Question 2:

Retailers commonly face difficulty gaining and maintaining certification while struggling with the challenges of managing multiple vendors...

- *In what ways can an end-to-end or managed services payment solution reduce these EMV burdens on retailers?*

Question 3:

Some tech pundits continue to view NFC payments as a novelty, largely because widespread usage by consumers hasn't materialized

- *Why would the current EMV tender process encourage consumers to embrace contactless mobile payments, and how could rapid adoption of the newest payment technologies help retailers meet expected demand?*

Question 4:

The newest crop of payment terminals are powerful and feature capabilities like displaying video, enabling retailers to shape user experiences and shopper interactions

- *How does an end-to-end payments solution give retailers an advantage over traditional point solutions for the delivery of marketing and advertising content at the checkout?*

Question 5:

Nearly 60% of all Americans own a smart phone, but just 5% of respondents in a recent study use Retail Mobile Apps in-store to pay for goods and services

- *How could retailers encourage adoption by enabling new payment technologies in mobile – is this a separate work stream for retailers, how could an end-to-end payments solution be an advantage?*

Want to learn more?

Visit the Toshiba booth to experience our payment solution demos – highlighting both integrated and semi-integrated approaches:

SurePOS ACE EPS

TCx™ Pay

Reach out to your Account Executive to start the conversation and learn how Toshiba is investing in payments to help position retailers for the future

Thank You