



Transaction Network Services

Ray Low appointed to head up TNS' international growth

Transaction Network Services (TNS) has appointed Ray Low as President of its International Services Division (ISD) to grow the company's market share for point of sale retail solutions and financial markets connectivity solutions in Europe, Asia Pacific and Latin America.

Formerly managing director of TNS' UK operations, Low will work with TNS' existing country managers to broaden the company's offering as an end-to-end technology provider and partner of choice for retailers, banks and the financial markets. In addition, he will take a lead role in TNS' growth plans, opening new offices in new markets such as India, Poland, Malaysia and Latin America.

Commenting on Low's appointment, Jack McDonnell, Chairman and CEO of TNS, says, "Ray has proven himself to be an exceptional talent and has grown the UK operations to become the leading local provider of transaction technologies. We are now entering a new phase of TNS' development where we are becoming an end-to-end technology provider, which we believe has enormous potential internationally."

"I'm absolutely delighted to take on this new role at a very exciting time for TNS and the industry in general," adds Ray Low. "Retailers, banks and the financial markets are all looking for the same thing: a technology partner that simplifies IT, which is why our offering comes at exactly the right time. It particularly appeals to those organisations that work across multiple borders. Our expertise and relationships with card acquirers and retailers makes TNS a compelling proposition.

“As we look to emerging markets such as India, that are seeing a dramatic up-surge in economic activity and take-up of electronic payments, we’ll be able to deploy our expertise and drive value throughout the retail and transaction lifecycle,” continues Low.

Prior to TNS, Ray Low held a number of senior roles in the networking and banking industry, including Network Operations Manager at Midland Bank (now HSBC), with overall responsibility for the bank’s entire data and voice network.

Mark Collins, TNS’ Ireland managing director, takes the helm as managing director of the company’s joint UK and Ireland operations.

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About TNS

Transaction Network Services is one of the leading providers of business-critical, cost-effective data communications services for transaction-oriented applications. TNS provides rapid, reliable and secure transaction delivery platforms to enable transaction authorisation and processing across several vertical markets and trading communities.

Since its inception in 1990, TNS has designed and implemented multiple data networks, each designed specifically for the transport of transaction-oriented data. TNS networks support a variety of widely accepted communications protocols and are designed to be scalable and accessible by multiple methods. TNS network technologies have been deployed in the United States and internationally, and TNS networks have become preferred networks servicing the trading community, wireless and wireline carriers, and the card processing and dial-up automated teller machine markets. For further information about TNS transaction solutions, please refer to www.tns-international.com

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