

## WELCOME TO TRANSACT

Welcome to another edition of our Transact newsletter.

We're looking forward to having the opportunity to meet many of you at various industry events this quarter. Our team are also busy preparing to take to the stage as speakers on key discussion topics and if you are planning to attend Payvolution in Milan or the Pay Sec Summit in London we hope that you will join us.

If you have any questions on any of the topics raised in this edition of the newsletter please contact your account manager or email [solutions@tnsi.com](mailto:solutions@tnsi.com).

**Lisa Shipley**

Executive Vice President and Managing Director  
TNS Payment Network Solutions



## TNS Makes Strategic Appointment

Industry expert George Zirkel has joined TNS as Senior Vice President and Head of Global Payments Strategy.

George will work closely with the TNS leadership team as well as its in-country teams across the Americas, Europe and Asia Pacific regions. Prior to joining TNS, George held senior roles at mobile payments firm TabbedOut and First Data Corporation, and he has also worked with SurePay and FleetBoston Financial Corporation.

View George's [LinkedIn Profile](#)

## TNS Joins Emerging Payments Association



TNS is delighted to announce that it has joined the Emerging Payments Association (EPA). The EPA brings together a vibrant community of progressive payments companies with the goal of establishing the UK as a global hotspot for payments innovation.

Mark Collins, Vice President and General Manager of TNS UK and Ireland, said: "Membership of the EPA provides a unique opportunity to network with the industry and become part of a collective

voice which can reach regulators and key influencers. We are committed to helping develop and shape the industry, harnessing innovation to ensure we continue to meet the evolving needs of acquirers, merchants and consumers alike."

If you would like to know more please email [solutions@tnsi.com](mailto:solutions@tnsi.com).



## Focus on P2PE Validation

Point-to-point encryption validation is a key industry topic in payments at present. Only around 2% of payment gateways have achieved validation and no merchant with a dedicated environment has yet completed a validation.

TNS' Mark Collins was recently invited to host the Payments Knowledge Forum's latest educational webinar to discuss this topic. Mark discussed how P2PE validation can be achieved and why organisations should dedicate resources to this. If you missed the webinar a recording is now available on TNS' YouTube channel.

[View webinar](#)

## Roam+ Now Available on PAX Terminals

European merchants using TNS' Global Wireless Access roaming SIM solution on PAX terminals can now benefit from TNS' unique Roam+ application. The value added service provides intelligent data roaming and smart network selection to increase wireless network availability and improve the performance of mobile POS terminals.



Please contact your account manager or email [solutions@tnsi.com](mailto:solutions@tnsi.com) for more information.



## Payvolution Welcomes TNS

Join TNS in Milan next month at the inaugural Payvolution exhibition. The new event being held on 9th - 11th November brings together the best elements of several former conferences, including the annual Carte show.

TNS' Giovanni Miste, Fabrizio Autano, and Paolo Brianza will be located on stand S5, while Tiffany Trent-Abram will be participating in a panel discussion.

If you would like to set up a meeting with the team please email [ITA\\_SALES@tnsi.com](mailto:ITA_SALES@tnsi.com).

## Spotlight on TNS at PFK Conference and Pay Sec Summit

TNS' Account Director Katherine Brown recently took to the stage at the annual conference of the Payment Knowledge Conference in London. Presenting to a packed room, Katherine provided



insights into TNS' tokenisation solution.

If you missed the session, Katherine will also be presenting at the Pay Sec Summit in London on 6th - 8th December. Alternatively, please email [solutions@tnsi.com](mailto:solutions@tnsi.com) for more information.

## Biometric Payments Take Centre Stage

TNS has published a new video which gives a revealing insight into consumer attitudes to biometric payments.

The video charts some interesting findings from a survey commissioned by TNS among Australian, US and British adults, including whether people are already embracing this new technology and what forms of biometric payment they might be willing to make in the future.



[Watch Video](#)

## Product Focus: TNSConnect2All

TNS continues to expand the reach of its TNSConnect2All global message translation service. Check out our new infographic for an overview of how this solution works and what benefits it could deliver to your business.

[View Infographic](#)



[View Heat Connectivity Map](#)

## TNS Connects the Global Payments Marketplace

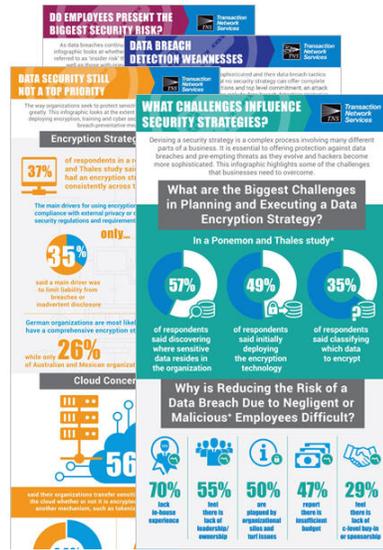
With over two decades of experience, TNS has established an extensive network that spans the globe. This new connectivity map showcases the robust infrastructure which enables TNS to securely manage the delivery of more than 20 billion payments transactions annually.

## Data Breaches Under the Microscope

With data breaches continuing to make headlines around the world, our latest set of infographics looks at their impact on the industry and whether organisations are doing enough to protect

themselves.

- [Data breaches still a major threat - fact sheet](#)
- [Do employees present the biggest risk?](#)
- [Security incidents highlight industries under attack](#)
- [Data security still not a priority](#)
- [What challenges influence security strategies?](#)
- [Data breach detection weaknesses](#)
- [What motivates cyber criminals?](#)



## TNS Featured in PaymentEye

TNS' profile on PaymentEye has been boosted over the last few months with four more interviews with key spokespeople.

Mark Collins, David Campoy, Giovanni Mistè and Gustavo Medina provided insights into a range of payments topics, including instant payments, cross border connectivity, market consolidation and encryption, among others.

Read PaymentEye Articles

[Mark Collins](#) - [David Campoy](#) - [Giovanni Mistè](#) - [Gustavo Medina](#)

## Network Freeze Dates

The 2016/2017 TNS network freeze dates have been set as 23 November to 4 January.

TNS Payments Sales  
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