

# ono//connect

How we can help terminal vendors reach new markets



## Does this sound familiar to you?



You are a manufacturer of next-generation payment terminals, and have a number of fit-for purpose units. It is not your core business to perform acquirer integrations to get terminals into the market.

Acquirers often have invested in competing terminal technologies that restrict their appetite to integrate new terminals.

Therefore, prospective customers often find it difficult to bring your products into their market.



## CAUSES: Rigid Landscape



Incumbent terminal and banking platform vendors may have a technology foothold in the banks.



Banks often do not target merchants that enable them to scale in the SMME sector.



Merchant facing payment service providers are often unable to get your devices on-boarded directly by acquirers.



High integration and compliance complexity create additional cost barriers that discourage innovative new entrants.



## We can help you to solve this!



We are your integration partner to enable rapid deployment of your fit-for-purpose terminals and digital payment solutions.



We develop and provide SDKs for mobile apps and POS integration.



We develop and provide mobile applications for Bluetooth mPOS terminals.



We develop and provide embedded payment applications for stand-alone terminals



We enable remote terminal key injection, BIN file and EMV parameter management.



We perform EMV Level-3 (schemes) testing and certification.



Cloud-native, elastic, resilient, open architecture



We have an established footprint of integrated acquirers.



Highly experienced engineering team

We are growing our rails to connect others.



We have the in-house capability to on-board and certify your devices with new acquirers rapidly.



## Who are our clients?



Merchant facing PSPs



E-Commerce merchants moving to card present



Merchant services in banks



We are not merchant facing. Our mission is to power your customers, and enable them to take your products to market.



## Collaboration with terminal manufacturers



We are your partner to create an ecosystem to grow your footprint in card and digital payment acceptance.



To achieve this, we rely on you to introduce opportunities to help bring your terminals into the market



Get in touch with us if someone new expresses interest in using your terminals and other payment solutions.