Seizing the mPOS opportunity

How to ace functional & security certification

Mobile point-of-sale

(noun). a device which can be connected to a smartphone or tablet and enables the user to accept a card or mobile contactless payment. Abbrev: mPOS

Two factors are shaping the mPOS industry

> MARKET EVOLUTION

Global increase in card and mobile payments: contactless payments market is set to be worth

by 2018.^①



The burden of cash on national economies is substantial, representing as much as 1.5% of GDP.²



accept card and mobile payments: of consumers of consumers

> would only shop at businesses that accept multiple forms of payment. 4

aged between

18-34

VERSATILITY

The flexibility afforded by mPOS means that it can be utilised by sole traders such as taxi drivers and hairdressers.





Also used by larger retailers to offer a more flexible consumer experience.



10 of the value of consumer spend is cashless.3



migration and the rise of contactless payments, mPOS is seen as an affordable way for companies to adopt a contactless POS infrastructure.

With EMV



The mPOS opportunity

aged between



400

mPOS to grow by



set to hit

million units by 2019 **⑥**





million to be shipped worldwide in 2019 ®



terminals in 2019®



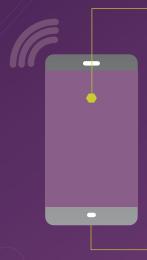
to be worth

mPOS challenges

> TECHNICAL

Security Smartphone

technology is constantly active and connected through 3G or 4G networks, making it vulnerable to malware threats and targeted attacks.



of an mPOS terminal can be disparate; this includes

Complexity All the components

the user interface, software kernel, PIN pad, card reader, as well as the mobile device itself.

There are many industry standards that need to be adhered to

Functionality

and key requirements from the payment systems that need to be implemented.









Volume

) MARKET

Bringing a payment terminal to market is expensive, and the

economic realities of the mPOS industry mean that the margin per unit can be small.



mPOS brings together two industries with completely contrasting product lifecycles. On the one hand, the

Industries colliding

development of traditional POS infrastructure is slow and protracted. On the other hand, mobile device development is rapid.



Overcoming mPOS challenges



manufacturers

fully understand the security requirements and apply this knowledge to every stage of the product development process.



many units they will sell during the six to ten year certification period in order to ensure their solution is commercially viable.



market quickly

enough to ensure they connect to the latest mobile technology, without compromising security and functionality. 5 steps to testing success



their solutions so that they can quickly react and adapt to technological developments within the mPOS ecosystem.



of the testing and certification process.



stage as mPOS terminals must align with EMV Level 1 and Level 2 contact specifications (and other contactless specifications if required).

the development

Before an mPOS terminal product can be launched, manufacturers must prove that it is fit-for-purpose, or risk the long delays and major costs commonly associated with re-engineering their product

Scoping Level I Security **Pre-assessment** testing



are applicable

to the device.



to review all of the documentation in order to evaluate

This phase is designed

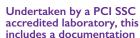
the device's security during the development phase.

https://www.abiresearch.com/press/mpos-to-make-up-46-of-all-pos-terminals-in-circula/
 http://vsr.edgl.com/reseller-news/mPOS-Terminals-Market-To-Reach-\$42-99-Billion-By-2022101257



card, including all the electrical and digital

components.



includes a documentation review, source code

evaluation

review, penetration testing and an estimation of the hardware and software's resistance to attacks.



exchanges the correct messages, such as transaction amount and PIN verification.

One Action. A billion transactions.

the software kernel to

ensure the terminal

This is undertaken





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