

CardConnect Case Study: Furniture Retailer

Background

CardConnect recently worked with a furniture retailer that has 50+ showrooms, completes 60,000 deliveries and processes \$40 million in credit card volume each month.

In order to better manage all facets of their business, the retailer selected SAP to implement an ERP system. The system SAP provided was designed for business-to-business organizations and lacked many of the capabilities a retail store would rely on to accommodate and secure an in-store transaction.

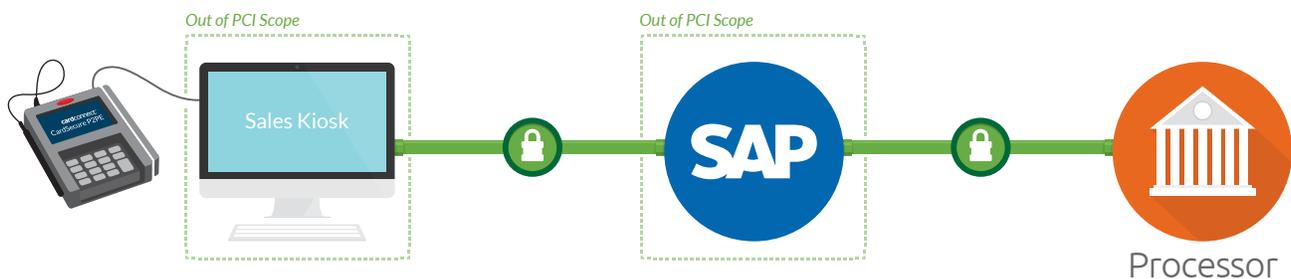


Summary

CardConnect provided the furniture retailer an all-in-one solution for integrated, secure payment processing consisting of:

1. **CardSecure[®] PCI-Validated P2PE Terminals:** encrypts and tokenizes transactions at the swipe
2. **CardConnect Gateway and Vault:** transmits tokenized information into SAP and securely hosts raw cardholder data
3. **CardConnect Merchant Services:** delivers low transaction rates, cost savings and automated reconciliation reporting

Encryption & Tokenization + Payment Gateway for SAP + Merchant Services



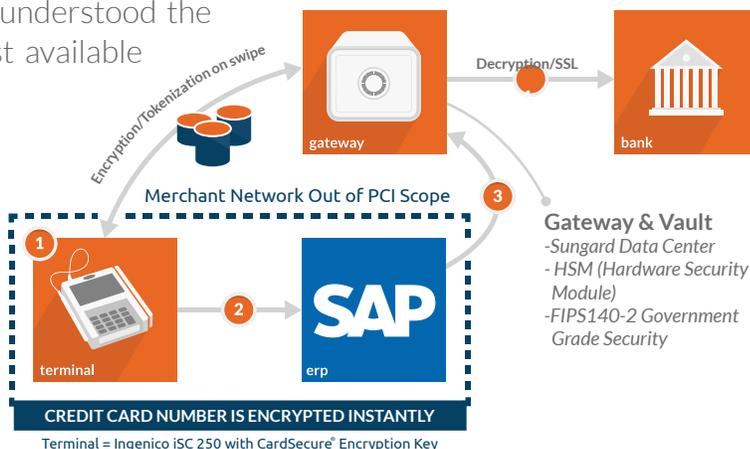
ERP integration

The furniture retailer first approached CardConnect in 2009 to provide an integrated solution for secure payment acceptance. Having created the first payment gateway for SAP in 1997, the retailer recognized CardConnect's expertise. From General Electric to AmeriGas, CardConnect's enterprise payment solutions are embraced by some of the world's most recognizable brands.

Through intense development and customization, CardConnect provided the furniture retailer with a specialized solution that would allow their SAP application to support retail transactions. Most importantly, this solution significantly lowered the retailer's interchange rates on debit cards, giving the retailer the ability to capture track 1 and track 2 data from swiped payment cards.

Unmatched security

According to SafeNet's Breach Level Index, there was a 224% increase in data breaches in 2014, affecting nearly half of all Americans. The furniture retailer understood the increased risks facing retailers and sought the best available solution for safeguarding customer payment data. The retailer was using a simple swipe device connected to a computer running its SAP application to process transactions. Swiping a payment card on the device would automatically populate SAP with the transaction information. While the card numbers would then be immediately tokenized, there was a small period of time where sensitive data could theoretically be stolen.



CardConnect solved the furniture retailer's security issues with CardSecure® P2PE, the only available point-to-point encryption hardware-based solution for SAP users. CardSecure® P2PE consists of Ingenico iSC 250 terminals integrated with CardSecure's malware-resistant, P2PE firmware. CardSecure® encrypts all card data at the point of entry, removing the retailer's PCI burden related to accepting and processing payment cards. CardSecure® also stores the associated signature image with each transaction record. The furniture retailer plans to implement more than 1,000 CardSecure P2PE terminals in 2015.

All-in-one provider

In early 2015, CardConnect will lower the retailer's processing costs further by providing merchant services. Currently, the furniture retailer processes \$480 million in annual credit and debit card volume. In CardConnect, the retailer will have a singular payment partner that handles all facets of the transaction: P2PE payment security terminals, SAP gateway integration, merchant services and reconciliation reporting.



About CardConnect

CardConnect allows its 50,000 clients to securely accept payments from any sales channel - without the risk and liability of storing or transmitting credit card data. Using CardSecure®, the preeminent tokenization solution for reducing PCI DSS compliance costs, all sensitive data is encrypted, tokenized and hosted in an ultra-secure vault. The CardConnect Gateway qualifies all transactions for the lowest interchange rate possible and provides a robust reporting portal for all reconciliation needs.