

PAYMENTS CARDS AND MOBILE'S

Buyers guide

2010-11

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payments partnerships

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PCM Buyers Guide 2010-11 – the Global card MAKE SURE YOUR COMPANY IS IN

Payments Cards and Mobile will publish its leading global directory of companies supplying payment related technology, products and services with the July/August issue: PCM BUYERS GUIDE 2010-11.

A year-round reference for senior industry executives worldwide, PCM Buyers Guide is an essential resource for industry decision-makers as they prepare to take purchasing decisions over the next 12 months. No company can afford to miss a listing in PCM Buyers Guide 2010-11.

The PCM Buyers Guide 2010-11 will be distributed at more exhibitions than ever before – including Cartes 2010, EFMA Cards & Payments 2010, WIMA 2011, Cards Middle East 2011, CEE Card Markets 2011, ETA Annual Meeting 2011, Cardist 2011. More than 13,000 copies of PCM's Buyers Guide will be distributed to payment industry decision-makers.

STEP BY STEP GUIDE to placing your entry

- 1 CHOOSE YOUR ENTRY FORMAT**
TEXT only, TEXT and LOGO or
BOXED entry with TEXT and LOGO.
- 2 CHOOSE A CATEGORY OR CATEGORIES**
We offer discounts for multiple entries.
- 3 COMPOSE YOUR ENTRY**
Examples opposite, specification shown below.
- 4 SEND TEXT, LOGO AND CATEGORIES TO US**
Confirm entry format and send to
wendy@paymentscm.com
- 5 CONFIRMATION AND APPROVAL**
We will send you confirmation of entry position and
quotation of cost, along with a PDF/Fax proof of
your entry for approval.

ENTRY DEADLINE 28 May 2010

Payment by 18 June

Published with July/August issue of PCM on 21 July

SPECIFICATIONS

One line = 38 characters including spaces and punctuation.
Logos supplied no lower than 300 dpi in TIF, EPS or JPG format.
Supply colour references for correct CMYK matching.

WHAT YOU GET

All paid entries will appear for 12 months in the printed version of the PCM Buyers Guide and on the Buyers Guide web site under their respective category/categories, each with a **FREE Hyper link**.

WHAT IT COSTS

Each line of TEXT costs £15/€20
Add your LOGO for £100/€145
BOXED entry £50/€75

Dollar prices on request

FREE LINES

Book a full page or a half page in the July/August PCM or the Buyers Guide and receive **15 free lines** in a category of your choice.

MAXIMISE YOUR PRESENCE

STAND-OUT Take a boxed entry for maximum impact

MULTIPLE CATEGORIES increase your presence in the printed version of the Buyers Guide and on the internet too

We offer substantial discounts for multiple entries.

Single entry: Full rate paid
Two entries: Text 50% of rates, Logo £100/€145
Three or more entries: All entries given 50% discount.

NEW – Search Engine Optimisation

Supply us with keywords and descriptions to be included in your PCM Buyers Guide web entries – Contact us for further details.

For a **FREE sample copy** contact Kaye Skinner on:
+44 1263 711800 or view last year's Buyers Guide at:
www.paymentscardsandmobile.com/buyersguide

PAYMENT TERMS All entries must be paid for prior to publication and are subject to our normal terms and conditions of business, which are available on request or can be viewed on the PCM website. Entrants will be invoiced as soon as their entries are approved and payment must be made no later than June 18, 2010. **Entries costing less than £100/€145 will only be accepted with credit card payment. PCM accepts all major credit cards and cheques.**

market's most comprehensive and widely-circulated* directory.

Sample formats from PCM Buyers Guide 2009-10 – actual size.



**SMART CARD
MANUFACTURERS**



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Trüb provides debit, credit, loyalty, and identity card solutions to a worldwide customer base and has production and personalisation facilities in several European locations. Trüb invests in R&D by developing high-security print methods, researching new card compositions, designing advanced smart card chip software and offering instant issuing services.

▲ 17-line TEXT and LOGO
entry £355 or €485

▼ 33-line 3 Column BOXED
entry with TEXT and LOGO
£645 or €880



CARD PROCESSORS



PAYMENT SOLUTIONS

BGS SMARTCARD SYSTEMS AG

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BGS Smartcard Systems is part of the Net 1 UEPS Group and is headquartered in Vienna, Austria. Since its founding in 1993, BGS has been providing its universal payment system as a multipurpose technology platform for tapping the cash dominated rural and urban mass markets.

BGS is the market leader in smart card-based payment systems in the CIS with the national interbank payment system in Uzbekistan and the nationwide smart card payment system in Russia.

Further reference projects are a comprehensive e-government solution in the Sultanate of Oman, retail and utilities payments in Vietnam, a social benefits distribution system in South Africa, the biometric-based national payment system in Ghana, as well as government grant payments in Iraq.

▲ 25-line TEXT only entry £375 or €500

▼ 22-line BOXED entry with TEXT and LOGO £480 or €660



CARD PROCESSORS

EQUENS

PAYMENT SERVICES FOR EUROPE

Equens is the first truly pan-European full-service payment processor. As one of the largest and most innovative payment processors in Europe, we lead the market for future-proof payments and card processing solutions.

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Prices shown apply to those particular entries. We will give a quote for your own entry once it has been received. Dollar prices on request.

BELOW IS A LISTING OF ALL THE COMPANIES IN THE PCM BUYERS GUIDE 2009-10.

For paid entries, if your company does not fall into one of the categories listed below, you may create a new category (up to 26 characters).

BILLING

Orga Systems

BUSINESS REPORTS

Nilson Report

Payment Cards Yearbooks

CARD CUSTOMISATION

Serverside Group

CARD MAILING SYSTEMS

acos/tesa

Böwe Cardtec

Datacard Group

Otto Künnecke

CARD MANUFACTURING SUPPLIERS

Leonhard Kurz

CARD PAYMENT SOLUTIONS

ACI Worldwide (EMEA)

the ai corporation

BPC Banking Technologies

Compass Plus

OpenWay Group

Postilion

Tieto

TSYS International

CARD PERSONALISATION SYSTEMS

Böwe Cardtec

Cryptomathic

Datacard Group

Mag-Tek Europe

Otto Künnecke

CARD PRINTER MANUFACTURERS

Datacard Group

Evolis

CARD PROCESSORS

easycash Holding

Elavon

Equens

First Data

Global Payments Europe

Planet Payment Europe

SiNSYS

TSYS International

Ukrainian Processing Center

CARD PRODUCTION SYSTEMS

Otto Künnecke

Rimec

CARD READERS

Mag-Tek Europe

CHARGEBACK SYSTEMS

Clear2Pay

CONSULTANTS

Bayberry Consulting

EPCA – European Payments

Consulting Association

First Annapolis Consulting

Mobile Payments Consulting

CONTACTLESS TECHNOLOGY

ASK

Castles Technology

Castles
Technology
Vega7000



EMV SOLUTIONS

Trüb

ENCRYPTING PINPADS/KEYPADS

Sagem Denmark

ePAYMENT SOLUTIONS

the ai corporation

EVENTS

Cartes & IDentification

EXECUTIVE SEARCH CONSULTANTS

Greenings International

FRAUD MANAGEMENT

ACI Worldwide (EMEA)

the ai corporation

IRIS Analytics

Tieto

INSTANT ISSUING

Trüb

INTERNET SERVICES

KLG Online

PAYMENT SECURITY

the ai corporation

PAYMENT SOFTWARE SOLUTIONS

the ai corporation

PAYMENT SOLUTIONS

the ai corporation

BGS Smartcard Systems

Ingenico

Sagem Denmark

Transaction Network Services (TNS)

PLASTIC CARD MANUFACTURERS

Versatile Card Technology

SMARTCARD MANAGEMENT

Bell id

SMARTCARD MANUFACTURERS

Trüb

SMARTCARD READERS

Castles Technology

SOFTWARE SOLUTIONS

ACI Worldwide (EMEA)

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Compass Plus

Datacard Group

OpenWay Group

Postilion

RS2 Software

SecondFloor

Tieto

TSYS International

TERMINAL MANUFACTURERS

Castles Technology

Hypercom Corporation

Ingenico

Sagem Denmark

SPECTRA Technologies

Thyron Systems

VeriFone

TEST TOOLS

Aspects

Barnes International

Collis

Comprion

ICC Solutions

Integri

TESTING AND

CERTIFICATION SERVICES

Cetecom ICT Services

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Visa Business School