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Channel News

< SPAN>Business development, mergers, acquisitions and appointments

Mint Wireless becomes part of Motorola value chain for payments

August 25, 2010

 EMAIL ARTICLE  PRINT ARTICLE

Mint Wireless Ltd. (Mint) has entered into a partnership arrangement with Motorola Inc.. The partnership allows Mint to provide Motorola PartnerSelect members a payments service that allows mobility customers to accept payments using their existing Motorola hardware.



Developed to be Software as a Service (SaaS), the Mint Managed Payment Service integrates with the Motorola ISV and Solution Partner's existing Windows Mobile software solution and enables payment acceptance through their application in conjunction with the Motorola DCR7X00-200R.

The Motorola DCR7X00-200R is a "snap on" payment device for any Motorola MC70 and MC75 mobile computer out in the field. Mint will provide the payment application for the ISV designed to support the new payment hardware. For one simple inclusive recurring monthly fee Mint will also provide access to a PCI-DSS compliant Authorisation and Settlement server that processes the transaction to the Acquiring Bank, management information for reporting and ongoing support. This allows the ISV to provide the complimentary functionality of payments to their existing solution suite without heavy capital investment required from their customer. This will turn their existing solution into a Mobile POS device.

The benefit of Mobile POS is significant across many industries especially Field Services and Transport as it allows enterprise users to take payments at the point of quotation and decision all within one business system. In addition, the implementation of global initiatives to tackle fraud, such as EMV chip & PIN means that the investment of the Motorola DCR7X00-200R hardware with the Mint Managed Payment Service will future-proof against any liability shift and cost implications brought in by the banks in relation to EMV.

Motorola is a world leader in Enterprise Mobility solutions, with thousands of DCR7X00-200R compatible Mobile Computers already deployed in Australia. The Mint Managed Payment Service will be ideally placed to convert a large percentage of these to Mobile POS devices in conjunction with the Motorola ISV and Solution partners.

Motorola Australia, Industry Development Group Manager - Enterprise Mobility Business, David Fenner, commented: "The acceptance of payments on our mobile devices is a significant focus for the Motorola business as a whole. As a leading global mobile computing manufacturer we believe that our solution is unique as it's a cost effective way of adding payment capabilities to our existing enterprise solutions. However, due to the distinctive way the payments industry works, we knew we would have to add a specialised partner to our value chain, to address the payment acceptance needs of our diverse customer base, which includes some of the largest companies in the world. We believe that Mint is an ideal partner to put in touch with our ISV community. They will be able to support the channel with any specialist payments support needed to ensure our customers remain satisfied."

Mint Wireless, CEO Payment Solutions, Cameron Olsen, added: "We are delighted to offer our services and expertise to the Motorola ISV and Solution Channel Partners and become part of the Motorola value chain. We believe that Mobile POS is a high growth area and are excited to launch the service in Australia with support for UK and Ireland following quickly. We will also look to expand the service to other European and Asian Pacific markets."

Other Channel News



Mint Wireless becomes part of Motorola value chain for payments
Mint Wireless Ltd. (Mint) has entered into a partnership arrangement with Motorola Inc.

Channel Talk



Don't let data backup, get your back up
Dave Beesley explains how implementing an easier, safer and more efficient data backup and disaster recovery solution will help businesses avoid

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Avnet awarded new contract to distribute full Avaya product portfolio

Avnet Technology Solutions, the solutions distributor and an operating group of Avnet, Inc., has been awarded a new contract

by Avaya International Sales Limited to distribute its full product portfolio in the UK.



Box Technologies' staff get on their bikes for charity

Box Technologies, a fast-growing technology services provider and distributor for Toshiba, has been putting the final touches to the planning of its 500-mile gruelling

charity bike ride.



Torex puts new product manager in the multi-channel driving seat

Torex Retail Holdings Limited (Torex), the global provider of integrated technology solutions to the extended retail marketplace,

has appointed Roy Patrick as Multi-Channel Product Manager.



Channel forecast good as cloud opens through Bell Micro partnership with SaaSplaza

Specialist value added distributor Bell Micro and global SaaS platform provider SaaSplaza have partnered to launch a multi

vendor Enterprise Application Store (EAS) to enable the provisioning of white labelled software services through the cloud.



Avnet Technology Solutions named ShoreTel EMEA Distributor of the Year for 2010

Avnet Technology Solutions UK, the IT solutions distributor and an operating group of Avnet,

Inc., was named as ShoreTel EMEA Distributor of the Year for 2010 at ShoreTel's recent Partner Conference in San Diego, California, USA.

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unnecessary data loss and the risk of litigation.



SMEs in the virtual market

It's certainly not news that the number of SMEs installing virtualised solutions is steadily increasing, but what is news, is that the rate of increase could and should be a lot faster.



DEF CON survey reveals vast scale of cloud hacking - and the need to bolster security to counter the problem

An in-depth survey carried out amongst 100 of the elite IT professionals attending this year's DEF CON 2010 Hacker conference in Las Vegas recently has suggested that hackers view the cloud as having a silver lining for them.



Financial management for the flexible workforce - the challenges facing IT contractors

Currently, the UK self-employed, freelance market comprises over 3.25m people and due to the project-by-project nature of the engineering industry, a sizeable proportion of this population is made up of engineers.

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