

TF Pay: A Private Label, Custom-Built Mobile POS Solution

Client

Large publicly traded payment processor in the US, specializing in e-commerce, retail, transportation, and utilities

Industry

Financial Services:
Payments & Loyalty



Increased merchant retention and competitive advantage



Penetration into the micro-merchant segment

CHALLENGE

- As part of the client's strategy, it wanted to break into the micro-merchant sector by providing a mobile POS solution and secure its competitiveness in the merchant processing business.
- To ensure the retention of SMB merchants, the company needed to offer them a simpler platform for processing payments.

SOLUTION

- Our team performed all the development work to deliver a new, private label, customized, and ready-to-use solution – based on our proven TF Pay framework – with ThoughtFocus acting as a complete solution management provider.
- TF Pay is a mobile payment solution that converts iOS and Android devices into mobile POS terminals that can accept credit card payments anytime, anywhere. It also supports EMV contact and contactless as well as legacy magnetic swipe readers.
- It gives merchants the flexibility to deploy mobile POS devices for handling customer payments with very little effort. And with easy access to historical data, they can perform voids and refunds directly on the devices.
- ThoughtFocus took care of the TF Pay mobile certification for different merchant categories including restaurants and retail.
- Our engineers customized the framework of the TF Pay mobile POS to allow the calculation of tips and taxes, and also to enable the capture of geo-location data.
- To protect card holder data and ensure compliance with data protection regulations, we built end-to-end encryption and security into the platform.
- ThoughtFocus provides the client with ongoing support and solution enhancements.

Benefits

- Faster development and delivery of the solution to the client.
- Shorter time to market.
- By adding mobile POS to its portfolio, the client is able to penetrate the micro-merchant segment and generate new revenue streams.
- Limited investment for the client with no overheads for solution management or deployment thanks to Platform-as-a-Service managed by ThoughtFocus.
- High-level security compliance with the solution hosted on ThoughtFocus' infrastructure.