

THE NILSON REPORT

VIVOTECH CONTACTLESS POS TERMINAL

After shipping more than 600,000 customer-facing contactless card readers over the last five years, Vivotech began shipping its first card payment acceptance terminals in the fourth quarter

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of 2009. The customer-facing Vivopay 8800 and Vivopay 8600 devices are equipped with built-in contactless NFC technology. When



used with servers running Vivotech loyalty and marketing software designed to support real-time rewards at the point of sale, the terminals can redeem coupons held on a customer's mobile phone. They can also fulfill promotions triggered by contactless or mag-

stripe cards, contactless stickers attached to phones, or NFC-enabled phones.

Both the color display with touch screen 8800 and the black-and-white display 8600 provide an ADA-compliant keypad and have optional signature-capture capability. They use an ARM9 processor and the Linux operating system, interface with

most POS and ECR systems, and meet high-security PCI 2.1 certification for PIN entry with debit cards. EMV-compliant versions of the 8800 and 8600 will be available in March.

Vivotech's Vivopay 8800 and 8600 terminals will be distributed in the same markets worldwide in which the company sells its card readers. Network certification is in progress.

**TERMINALS
CAN REDEEM
COUPONS
FROM MOBILE
PHONES.**

Servers using Vivotech loyalty, marketing, and prepaid applications were first deployed last year in Ireland by Zapa Technology to match coupon offers and rewards with mobile phones at the point of sale. Tetherball, a U.S.-based start-up, is doing the same. Direct Source, a systems integrator serving Tier 1 merchant

customers, will distribute Vivopay 8800 devices. The 8600 is aimed at Tier 2 merchants. A device for Tier 3 and Tier 4 merchants will be available in the second quarter. Mohammad Khan is President at Vivotech in Santa Clara, California, (408) 248-7001, khanm@vivotech.com. Prior issues: 939, 938, 934, 932, 924, 922, 920, 917