

Proxama and Stanchion join forces allowing card issuers to plug-and-play new mobile services

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Proxama PLC (AIM: PROX), the international mobile commerce company specialising in proximity marketing and provider of end-to-end payment solutions for card issuers, and [Stanchion Payment Solutions](#), the international payment solutions experts today announced a partnership and international reseller agreement. The agreement will offer card issuers and processors the opportunity to design and deliver new services to meet the growing needs of their customers for sophisticated payment solutions. As a result of the partnership, Stanchion will resell Proxama solutions for NFC Mobile Payments, Tokenisation, Advanced PIN Management, and EMV Enablement.

With operations in Europe, North America, Africa and the Middle East, Stanchion is known for its strong payments industry expertise; combining knowledge, experience and technology to provide solutions that consistently deliver high performance and total system integrity across complex payments environments. This partnership will allow banks, retailers and processors to quickly and easily extend current customer propositions with innovative and secure mobile payment and proximity engagement solutions, including marketing promotions and loyalty programmes. In the US, with the EMV liability shift fast approaching, card issuers can benefit from a secure and low cost route to EMV that can easily grow to integrate mobile NFC payment support into the same framework.

The effectiveness of the partnership was recently demonstrated in the successful conclusion of negotiations with Diners Club South Africa in which Proxama was assisted by Stanchion and will supply Diners Club South Africa with its Payment Application Manager (PAM), an advanced smart card issuing and lifecycle management system, EMV Transaction Manager (ETM), a fully-featured EMV authorisation and scripting engine and Proxama PIN Manager (PM), a PIN and digital credential management system that also supports electronic PIN distribution.

Mike Woods, CEO of Digital Payments Division, Proxama said: "This partnership provides Proxama with an additional and valuable route to market, enabling us to widen our global reach and to leverage Stanchion's solution integration expertise to ensure customers can easily implement new payment solutions to sustain their competitive edge. While the payments industry is fast moving and reacting to changes can be daunting for some, our joint customers will be in a position to readily respond to these changes, while reducing the complexity, timescales and risks attached to implementing new solutions."

Graham Williams, CEO of Stanchion Payments said: "Our working with Proxama will give our customers access to innovative technologies that complement and enhance their core systems to enable NFC mobile provisioning, or advanced customer-centric security management, such that end users remain confident in the payment ecosystem. Proxama's impressive solutions combined with our expertise in integrating these services will help accelerate customers' realisation of benefits."

- See more at:

<http://www.proxama.com/news/proxama-stanchion-new-mobile-services/#sthash.XPRBWs8w.dpuf>

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