

# Novate for Acquirers



The inflexibility inherent in switching systems is too often limiting acquirers' ability to innovate. Novate is designed to integrate with these legacy systems to provide greater flexibility while protecting the existing technology investment.

## **Challenges caused by inflexible systems**

The payments world is becoming increasingly competitive, and acquirers must look for ways to reduce the cost of providing payment services, while also responding to new market opportunities such as implementing new payment network interfaces, new services or new channels.

Today, many legacy payment systems are great at processing "business as usual" transactions reliably, but the inflexibility in the systems is inhibiting development.

### ***High costs of maintenance and change***

One of the main pressure points for CTO's with responsibility for switching is the cost of both change and maintenance of these old systems. The proprietary nature of the systems and unique skillset required to work with them makes it expensive and difficult to make even minor changes. This also translates into expensive software and hardware upgrades, high maintenance fees, and the need to maintain an expensive OLTP specialist team. Finally, many vendors are under-resourced, so not only are changes expensive, but you need to wait in line for the resources you need to develop your business.

### ***Pressure to maintain compliance***

At the same time, compliance is an increasing problem with PCI Audits, EMV migrations and other issues such as P2PE coming along. Just remaining compliant can easily absorb all your development budget.

## **Introduce flexibility without impacting on availability or performance**

Replacing the entire switching system would be a high risk and high cost proposition, so what acquirers need is to find ways of supplementing the existing infrastructure with

a flexible application which facilitates change. This isolates the impact of change, and eliminates the risk associated with changes to a large legacy code base.

## **Build the payments infrastructure that meets your needs**

Novate can provide an important component in upgrading your payments infrastructure, and building a system that meets your particular needs. The service oriented architecture of the application gives it a flexible 'front end' that aids connectivity with other applications and other services, enabling you to control the future of your payments environment.

This means that your existing, stable and successful business as usual processing streams continue unaffected while the newer transaction streams are managed by Novate and channeled through your existing switch.

If you plan to move to an entirely new switching platform, Novate will help to simplify and minimise the risk associated with such migration.

## **About Novate**

Novate is a flexible and powerful messaging application delivered as a modular suite of payment functions. It is designed to seamlessly integrate with other payment systems to aid connectivity - empowering Novate users to cost-effectively adapt their switching infrastructure to meet changing requirements.

We understand that acquirers are often limited in their capital investment, so we provide a variety of licensing options to suit your business requirements. This enables you to replace, upgrade or complement your existing infrastructure through selecting appropriate modules, or to transition towards a modern in-house solution.

## How Novate can be used by acquirers

The Novate modules can be integrated into your system to fulfill the following needs:

- **Provide support for value-added transactions**

With squeezed margins, many acquirers are increasingly relying on value-added services to maximise their transaction revenues. Services such as DCC and loyalty schemes can add significant revenue streams and provide a competitive edge in acquiring new customers. Novate eases the integration issues around the provision of such services which means that revenues flow faster, while the overall cost of providing the service is reduced.

- **Provide support for new channels**

Novate interfaces with your existing payments infrastructure, providing a flexible way of acquiring transactions across various channels.

It can be configured to support a range of POS or PED devices, e-commerce transactions, MPOS, and specialist devices such as self-service and fuel dispensing terminals. It also provides support for mixed terminal estates. This simplifies the process for PED and POS replacement and eliminates PED and POS "vendor lock-in".

- **Replace out-of-maintenance network interfaces**

Some users of legacy systems are facing the removal of support for their network interfaces such as Visa and MasterCard. Novate can replace these with its own supported interfaces without requiring the entire legacy switch to be replaced. This will enable you to reduce your ongoing support costs and cost-effectively extend the life of your technology investment.

- **Provide support for new interfaces**

Novate provides a very fast and efficient way of building new interfaces, allowing even the most unusual interfaces to be developed quickly.

This helps to simplify integration with:

- Third party providers offering services such as gift card and DCC
- New payment networks
- New geographies, paving the way for a cross-border payment system
- In-stream applications such as loyalty, fraud detection and real-time marketing

- **Back-office needs**

In addition to managing the core switching function, Novate/ Back Office can be used to meet both acquirer and issuer front and back-office needs including reporting, settlement file extract and other real time and batch file data updates.

- **Replace your legacy switch**

Many legacy systems are reaching the end of their economic life. Novate is being developed to offer a cost-effective replacement, allowing organisations to reduce hardware, software and personnel costs without impacting performance or availability.



- **Comply with EMV requirements**

EMV, for many systems, is not a simple "add-on" - it is a fundamental redesign. One quick and cost-effective step to EMV compliance is to surround these legacy systems with our EMV Wrapper. This will avoid having to make changes within the legacy applications, and reduce the cost and time required to become EMV compliant.

### Benefits

Aviso's Novate has a number of benefits including:

- 100% availability and cost effective expansion
- Low cost of maintenance and development
- Ease of integration with third party services e.g. DCC
- Rapid implementation
- Security and compliance
- SOA ready

### About Aviso

Building on 25 years of experience in payments, Aviso has taken a fresh approach to building a switching solution that transforms the way payments are managed.

Aviso is a joint venture between FEXCO and Annadale Technologies - a partnership that combines expertise in large-scale payments projects worldwide and the design and development of high-volume, high availability payment systems.

### Novate products include:

- Novate / EMV Wrapper
- Novate / Network Connector
- Novate / VAS
- Novate / POS
- Novate / DCC Adaptor
- Novate / Back Office

Find out more or contact us at:

Aviso, FEXCO Building, Langford Street,  
Killorglin, Co. Kerry, Ireland  
+353 66 9796523  
info@aviso.io

Peter Bove, Head of Sales  
+44 7775 812520  
peter.bove@aviso.io

[www.aviso.io](http://www.aviso.io)