

PRESS RELEASE

Delego and YESpay jointly provide SAP customers with a multi-channel EMV payment solution

9th November, 2011, Toronto, Canada: *Delego Software Inc.* has completed the integration of its system with *EMBOSS™*, YESpay's multi-channel EMV Chip and PIN accredited and PCI-DSS (Level 1) certified managed payment service. With a first joint customer implementation, *Nikon Canada Inc.*, planned for December 2011, this partnership will help SAP merchants implement an integrated retail and payment strategy in both Canada and Europe.

[Delego Software Inc.](#) is a Global Leader in providing SAP users with an interface that manages SAP Credit Card and SAP Electronic Payment Card requirements. Experts in Card-not-present scenarios, *Delego* decided to partner with [YESpay](#) as a result of its card acquirer pre-accredited (in Canada, USA and Europe) approved and PCI DSS (level 1) certified payment service. *Delego* was able to mitigate a significant amount of time and cost that would have been associated with a direct bank certification with its merchant processors. *Delego* is now able to offer its SAP merchants a fully managed EMV payment solution adapted for card-present payments ([EasyV-Retail](#)) and card-not-present environments ([EasyV-Internet](#)). **Harry Morge, National Sales Manager at YESpay** explains: *"Thanks to this strong partnership, Delego is now able to expand the services they offer to merchants. Delego is known to be an expert on the card-not-present side, but now also on the card-present side as merchants can use the full multi-channel integration with YESpay managed payment service."* In addition to taking payments through a single gateway, this multi-channel offering allows *Delego* to stay ahead in security features such as Tokenization and PCI-DSS compliance.

When asked why *Delego* chose YESpay, **Greg Ferris, VP Business Development at Delego Software Inc.** explained that *"Delego's increasing international presence throughout North and South America, Europe, and the Pacific Rim was a key factor in choosing to integrate with YESpay. This integration is easily implemented and valid in North America and mainland Europe! Delego can now deliver proven options for both card-not-present and card-present solutions and this will further assist in the continuing growth of our customer base. I am looking at the YESpay/Delego partnership as both dynamic and strategic."*

Through this strategic partnership, *Delego* merchants can now securely process transactions with their selected card processor such as *First Data Merchant Services (FDMS)* and *Chase Paymentech* through YESpay's EMV pre-accredited and PCI-DSS certified [EMBOSS](#) payment solution. The integration of YESpay payment software with *Delego Software* was

completed in a matter of weeks with the help of YESpay's free integration toolkit and support. The first promising common *Delego* and *YESpay* implementation is planned for *Nikon Canada Inc.* in December 2011, with numerous other clients for 2012 and the following years.

About Delego:

Delego Software Inc. was founded in 1997 as a SAP R/3® consulting firm and subsequently developed the Delego suite of solutions for electronic payment processing. Delego was the first payment card solution with SAP Certified Integration that was built on the same technology as now employed by SAP. As a SAP Software Partner, Delego continues to work with SAP customers around the globe, including the United States, Canada, Australia, United Kingdom, and Europe. The Delego solution is also offered by other major payment solution vendors for their SAP customers. <http://www.delego.ca>

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About YESpay International Limited:

YESpay International Ltd. provides highly secure and scalable EMV Chip & PIN and Interac credit/debit, contactless, e-commerce and gift card payment services to merchants in Europe and North America. Through EMBOSS, YESpay's payment gateway, merchants can accept integrated card payments within EPOS, MOTO and e-commerce systems with minimal capital investment and low services costs. EMBOSS has been generically pre-accredited by major Card Acquirers in Europe and North America (including First Data Merchant Service, Chase Paymentech) ensuring merchants can upgrade their retail systems within 2-4 weeks without further bank approvals. Besides, EMBOSS is end to end PCI DSS Level 1 certified and supports enhanced security features such as Point-to-Point encryption and tokenization, making sure that no card data is exposed to the merchant or transmitted over unsecure networks. www.yes-pay.com

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