

With its solution TANGO, the SME Lusion has become a key player in the field of electronic payment system. Philippe Preval, CEO of Lusion, tells us more on this success story.

*\*This is a translated article from "LA JAUNE ET LA ROUGE" The review of Polytechnique. Read the original article in French by visiting [lusionpayments.com/news/business-life-an-sme-in-the-big-leagues](http://lusionpayments.com/news/business-life-an-sme-in-the-big-leagues)*



## What is an electronic payment system and what are its characteristics?

Payment banking systems are designed to manage the electronic payment flows (transactions, credit cards, transfers ...) of financial institutions and terminals (ATM, POS, API's ...). They are mission-critical systems: they must operate without failure, 24 hours a day, 365 days a year. This defines a particular class of systems where error is forbidden, where everything must be thought of in terms of very high performance, infallibility, high availability such as the possibility of changing components without stopping the service. Moreover, they are in direct contact with the general public and handle considerable amounts of data. In the event of an issue, there would immediately be thousands affected and it would be widely known.

Finally, given their complexity and the difficulty of their implementation (certifications, migration, connection to equipment of various generations), these systems must last at least 15 years. If you had to replace them after 10 years it would be an economic failure (ROI not found) and technical failure (loss of industry credibility).

As payment hub providers, you must therefore provide a powerful, safe and innovative solution

that can evolve over time at a reasonable cost. You must always plan for the medium term.

## What is Lusion' DNA? What strategy and sectors does your solution cover?

Our DNA is based on involvement, independence, innovation and loyalty. Involvement means respecting time frames and aiming for zero defect. I've never considered failure a possibility no matter what the difficulty may be. Quality derives from a state of mind and value system that requires us to be top notch technically as well as to have the most efficient processes and methods. Innovation means constantly questioning our technology so that we are always faster, better performing, more flexible and more efficient.

## What are the main issues you face?

Like all technology companies, we face four challenges:

- Successfully complete the projects entrusted to us;
- Maintain our technology at the forefront and to this end reinvest each year a significant part of our income in R & D;
- Win new customers or new markets around the world;
- Recruit new talent and make those we want to stay with us want to stay with us.

We have a remarkable team of excellent engineers, physicists and mathematicians with a wide variety of backgrounds from around the world. We are proud of this diversity that is our strength.

### **What are your technological and more generally intellectual challenges?**

As I mentioned before, we do a very demanding IT: high performance, high availability, zero defect. A payment hub must both run like a clock and be able to address areas that are applied mathematics, cryptography, AI, and blockchain. In addition, it must be both open and very secure, stable and able to evolve very quickly. It is a chain of oxymorons. You have to like complicated problems, difficulties, abstraction, and at the same time, be very pragmatic, produce a high level of code quality in C ++ and Python. That's why we need diversity: no one can cover the whole spectrum and that's what makes this job exciting. I don't think we can do this job without passion. Without taking a real pleasure in doing what we do, it always ends up missing an axis of excellence.

### **What are the trends that mark the market today and how do you apprehend them?**

At the moment it moves a lot and, on several axis, it disrupts, it's turbulent, it quivers, it disassembles in all directions. First, there are the GAFA that disrupt the payments ecosystem, the MPAs, the new entrants who destabilize the established players. Then there is the rising API that Europe is trying to channel with PSD2: in short, traditional players are becoming providers of information or service in the form of APIs. At the same time, there are new standards such as ISO 20022, which carry much more data than in the past and open up new services. There are totally new technologies like the blockchain that you have to integrate, use, evolve. To top it off, there are several purely technological changes, such as the Cloud, which calls into question everything we thought we knew about infrastructure or the

growing demands on security. All of this happens as a series of relatively independent but concomitant upheavals.

The moment is exciting. With its TANGO micro-service architecture technology completely independent of the infrastructure, its method integrating SCRUM and CBSD, LUSIS is ideally placed to meet these challenges. This is understood by a number of North American institutions who see us as technology partners who can help them get out of the "legacy systems" and face this world full of dangers but opportunities.

### **How does a French SME in a world of big players and well-established competition become a real actor?**

With ambition in the noble sense of the term, that is the taste for innovation and the pursuit of excellence, an objective look at the realities of the market, of perseverance, of talent, of passion and a lot of luck, especially having met people who trusted us very early. We have never tried to make alternatives to existing solutions let alone copy them. We always tried to be "forward" as Rimbaud put it. We have remained technically passionate technicians, engineers passionate about engineering. We have always worked in light and efficient teams according to the principles that underpin the SCRUM method. We have strived for excellence in our projects, providing our customers with the most scalable, best performing and lightest solutions possible. That's why our customers are our best sales people.

At the same time, we have always invested in R & D. First, because we need our technology, that of an SME is at the top, but also because the challenges that provide R & D are the best cement between teams. We have continually reinvented our business and our TANGO product. Thus, today, and no doubt also thanks to the trust that we have from major contractors, a large US strategic firm sees us not as another software, but one of the companies able to meet the challenge of disruption.

"We have continually reinvented our business and our TANGO product." -Philippe Preval

## About Lusis Payments

Lusis Payments is an innovative global software and services provider to the payments industry. Our proven, cutting-edge technology operates in numerous hardware and operating environments. The TANGO platform, combined with the know-how to mitigate risk and deliver high levels of assured customer service, constitutes a unique proposition for organizations faced with the challenge of adapting to traditional and future needs in the payments ecosystem.

Central to the Lusis solution is TANGO, an online transaction processing engine for mission-critical 24x7 solutions including payments, retail, loyalty, finance, utilities, and transport. TANGO delivers performance, availability, and scalability, with a rich set of functionalities, all from a single application, a single code set and a single architecture. This flexibility and organizational dexterity makes TANGO ideal for the next generation of retail payment systems. TANGO is built on a highly performing micro-service architecture providing agility for your business needs.



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## OUR CLIENTS ARE OUR BEST ASSETS



"Our relationship with Lusis has been a tremendous asset to us. We've worked at all levels together...Philippe Preval the President has been a tremendous part of that success...he has a clear grasp of the business and shares our passion for customers."

- Randy Meyer  
VP Mission Critical Systems, HP



"TANGO helps us to provide better value, improved transactional performance and reliability. Our partnership with Lusis also benefits us with added financial efficiencies that allow us to continue enhancing our processing platforms and technologies."

- Philip Fayer  
CEO, Pivotal Payments



"...TANGO was the best match for our needs and requirements. Lusis Payments has ensured a successful migration, and the solution is now running excellent."

- Jan Erik Secker  
VP, NETS



"...not only did TANGO deliver the full capability to replace our existing solution but furthermore it delivered on the promises of flexibility, agility, capability and quality."

- Pieter Cilliers  
CEO, BankservAfrica