
Press Release

Pivotal Payments selects TANGO for processing in-house payments

Licensed solution will enhance Pivotal Payments' agility and scalability for its growing client base

(San Francisco & Paris) — Lusis Payments, a global innovator of mission-critical payments software, announced today that Pivotal Payments, a leading provider of technology-driven global payment processing solutions, has licensed its TANGO platform to process point-of-sale (POS) payments. Pivotal Payments has been providing innovative merchant services for over a decade, and delivers efficiency and profitability to over 90,000 clients across a wide range of business verticals.

Pivotal Payments is upgrading and enhancing its processing environment with TANGO, a highly advanced system for acquiring, routing, switching, authenticating, and authorizing transactions across multiple channels. Delivering unmatched scalability and transaction throughput performance, TANGO allows Pivotal to become more agile in offering new services for its expanding client base in the U.S. and Canada by providing an end-to-end authorization solution. This, along with several other transaction routing capabilities, ensures that Pivotal has the flexibility it needs to continue strengthening its business with new partnerships, portfolio acquisitions and organic merchant base growth.

"We're excited for the opportunities the TANGO environment will bring to our clients and overall business. It helps us to provide better value, improved transactional performance and reliability," said Philip Fayer, president and chief executive officer of Pivotal Payments. "Our partnership with Lusis also benefits us with added financial efficiencies that allow us to continue enhancing our processing platforms and technologies."

"TANGO is today's modern payments system," said Philippe Preval, president of Lusis Payments. "By using this state-of-the-art technology to address business needs both now and in the foreseeable future, Pivotal Payments will achieve the flexibility it needs to better succeed in today's evolving payments landscape."

About Lusis Payments

Lusis Payments is a global software and services provider to the retail payments industry. The company's proven, state-of-the-art 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, delivers a unique proposition for organizations faced with the challenge of changing, refreshing or updating their retail payments systems.

About Pivotal Payments

Pivotal Payments is a leading provider of technology-driven global payment processing solutions to the point of sale, B2B and ecommerce industries. Our proprietary solutions include card not present, integrated POS and mobile payments that deliver efficiency and profitability to businesses across all sales channels and platforms. With a focus on security and fueled by continuous investment in research, product development and innovation, we are shaping the future of payments. Our goal is to maximize our clients' revenues and performance by empowering them with safer and smarter transactions.