

## News Article from November 5, 2004 Daily News

### **Q Comm Helps Turn 'Point-of-Sale Terminal Into a Profit Center'**

OREM, UT -- Q Comm International, Inc., a provider of prepaid transaction-processing and electronic point-of-sale (POS) distribution solutions, announced that Business Payment Systems is currently marketing the Q Comm prepaid wireless application to merchant customers running the VeriFone Omni 3750 terminal.

Business Payment Systems Inc. (BPS), headquartered in New York City, is the largest independent sales organization for National Processing Inc. and delivers POS debit- or credit-card processing and e-commerce solutions. Presently, BPS said it is emphasizing merchant value-added products with focus on higher-growth areas, such as prepaid applications. "Q Comm's prepaid solutions are a great fit for BPS merchants who want to attract a broader customer base and recurring revenue," said Steve Feldshuh, BPS president. "It turns a point-of-sale terminal into a profit center." In addition, VeriFone has officially certified Q Comm's prepaid applications for the VeriFone Omni 3750 and Q Comm has been officially named as a value-added partner for VeriFone Inc. VeriFone said Q Comm is the first prepaid provider to receive the prestigious "Value Add Program-North America" stamp of approval because of Q Comm's market presence with prepaid products that serve both the U.S. and Canadian marketplaces. "Every region dictates its own unique flavor of value-add products and capabilities. Q Comm has made the investment in both the Canadian and U.S. marketplace in order to understand and create a competitive, in-country, prepaid service that serves the needs of these regions," noted Patty Colby, general manager of VeriFone's value-add program for North America. "In turn, this creates the platform on which our customers, like Business Payment Systems, may leverage in order to reduce attrition within their existing portfolio of merchants or in order to gain new merchant business."

---

© Copyright 2003 National Association of Convenience Stores