



NEWS HIGHLIGHTS

eMudhra will let you give permits for your recurring payments digitally

Paytm Payments Bank partners with NPCI for RuPay digital card

Cybersecurity Maturity of Indian Startups Paints Grim Picture

PayU partners with IRCTC, lends online payment services to users

Today's View

Payment Processors 2.0

Following the Government's push for digital payments and the GST regime in place, even the small and medium businesses and retailers are taking to digital channels with respect to their operations.

Due to a variety of convenient payment acceptance technologies, from wireless, NFC, to mobile devices and cloud computing and the introduction of innovative payment options from the likes of Apple pay to mobile wallets, QR code and UPI, retailers are now better able to interact with their customers. This has caused an upsurge in the amount of data flowing between customers and retailers or vendors. Alongside, the role of the payment processor has also evolved, and they are now able to deliver intelligent data and business solutions to the SMB community, supported by APIs and SDKs. These additional services include one-click and recurring payments, consolidated reporting and analysis, tokenization, loyalty and gift card programs to name a few.

In India, **ePaisa** offers an omni-channel payment acceptance system that enables small and medium businesses to accept credit and debit cards, digital wallets, cash, cheques and bitcoin payments via their mobile-enabled POS app. Additionally, the solution lets merchants offer mobile recharges, bill and utility payments, tickets, money transfers, mobile ATM transactions, and gift cards.

PayU, a payment processor in India has launched **LazyPay**, a deferred payment facility for consumers. The aim of the product is to drive faster purchase experiences and convenience by reducing friction on online checkouts and achieving a zero drop situation for online payments. LazyPay appears as a payment option at the time of checkout and is a convenience product for anyone to pay later!

Through the POS solutions, options such as **Merchant Foundry**, are offering integrated solutions that give SMBs access to a variety of data solutions, including real-time

OTHER INTERESTING NEWS

Volumes of most retail digital payments modes grow in July

Most modes of retail digital payments grew in volumes between June and July, with the National Electronic Fund Transfer (NEFT) and the Unstructured Supplementary Service Data (USSD) being the only laggards, according to data released by the Reserve Bank of India (RBI).

| July digital payment | | | | | | |
|----------------------|-------------------|--------|-----------|------------------------------|----------|-------|
| | Card usage at PoS | BEPS | NEFT | Pre-paid payment Instruments | UPI | USSD |
| Value (₹ crore) | | | | | | |
| July | 48,498 | 40,678 | 12,02,340 | 954 | 295 | 30,21 |
| June | 73,087 | 59,655 | 12,69,420 | 897 | 3,047.86 | 31.33 |
| Change (%) | -4.18 | 3.38 | -5.38 | 16.66 | 10.34 | -3.57 |
| Volume (in million) | | | | | | |
| July | 345.22 | 69.27 | 348.34 | 270.24 | 13.66 | 0.39 |
| June | 346.13 | 65.84 | 352.34 | 255.65 | 10.35 | 0.2 |
| Change (%) | 0.3 | 4.91 | -2.76 | 6.71 | 32.71 | 5 |

The Unified Payments Interface (UPI) grew the fastest on a month-on-month basis in July in terms of volume of transactions.

Source- Financial Express

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Date- 12th Sept 17

reports, payment information, inventory, employee management, social media and other useful marketing information.

There are companies that are providing specific sector wise solutions as well. One such company is **Agilysys** that provides solutions for the hospitality industry. The company specializes in point of sale, property management, inventory and procurement, workforce management, and mobile and wireless solutions and services.

Another Canada based payment Fintech called **Moneris Solutions** is offering additional solutions beyond mere payment solutions; from electronic loyalty and stored value gift card programs, to payment terminal solutions and eCommerce solutions, such as online payments, security/fraud/risk tools, eBusiness management tools, and shopping cart integrations.

We feel that, in today's customer-empowered ecosystem, businesses must leverage technological solutions such as these to remain a step ahead of their competition. Payment processors, on the other hand, would be happy to oblige.

Today's News

eMudhra will let you give permits for your recurring payments digitally

eMudhra which manages digital identity and transaction for customers has launched Aadhaar eSign based authentication for NACH (National Automated Clearing House) mandate with National Payments Corporation of India for large and small enterprises to collect recurring payments from their customers.

This will help organisations bypass the requirement of wet signature for customers which can allow entities to deduct recurrent payments from their accounts.

Source- *The Economic Times*

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Paytm Payments Bank partners with NPCI for RuPay digital card

Paytm Payments Bank (PPB) has partnered with the National Payments Corporation of India (NPCI) to launch a RuPay-powered digital debit card.

With the PPB Digital debit card, customers will now be able to transact at all merchants who accept credit and debit cards. The RuPay-powered digital debit card will be issued to all customers who have opened their bank accounts with PPB.

Source- *The Economic Times*

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EarlySalary Gets \$782K Debt Financing From IFMR Capital

Pune-based fintech startup EarlySalary has raised \$782K debt financing from IFMR Capital. Earlier this year in May 2017, EarlySalary had raised \$4 Mn Series A funding from IDG Ventures India (IDGVI) and Dewan Housing Finance Corp Ltd (DHFL).

The startup will use the recently raised funds to accelerate growth. The consumer lending fintech startup claims that it has disbursed about 7,000+ loans last month.

Source- *Inc42*

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EU weighs strategy to compete in fintech with global rivals

European Union finance ministers will discuss this week a plan to attract more financial-technology companies, in a bid to bridge the gap with global competitors and offset the loss of Europe's main fintech market after Britain leaves the bloc.

The EU fintech market is dwarfed by those in China and the United States. It is concentrated in Britain, which is set to quit the EU in 2019, leaving the bloc with a fraction of the small but flourishing industry.

Source- *Investing .com*

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This News Letter has been prepared with the assistance of Pankaj Tadas and Aparna Anand

Need for proactive and cybersecurity investments: Trend Micro's 2017 midyear report

Trend Micro detected more than 82 million ransomware threats in the first half of the year, along with more than 3,000 BEC attempts, reinforcing the need for security prioritization.

Despite the rising percentage of security spending in IT budgets, a recent analyst report by Forrester notes that funds are not properly being allocated to address the growing threats facing enterprises today.

Source- *The Economic Times*

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Cybersecurity breaches: Centre is looking to roll out this major innovative approach

The government is working on creating a single framework for reporting breach of cyber security at financial institutions and a working group is soon likely to be formed.

Industry players say the system of reporting to multiple entities and lack of standardisation of the nature and degree of cyber threats are two of the reasons behind poor reporting of security breaches in the country.

Source- *Financial Express*

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Cybersecurity Maturity of Indian Startups Paints Grim Picture

FireCompass, a cybersecurity product company that specializes in security maturity assessment, has released the industry's first vertical wise maturity report for India. Based on extensive research of over 200 organizations from across India, FireCompass unveils has compiled this report on cybersecurity maturity

To secure businesses, an organization needs to have in place a variety of security technologies along with skilled personnel and mature processes. In this report, FireCompass has researched the current cybersecurity maturity of Indian enterprises based on the kind of technical security controls they have in place against modern day attacks.

Source- *BW Disrupt*

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How fintech startups can help banks bridge the gap in SME Lending in India

The Government has mandated the digital transformation of businesses, facilitating the movement of offline businesses to online platforms, by encouraging the digital filing of taxes and relevant documentation.

This movement makes available data pertaining to these businesses which new-age Fintech lenders can use to accurately assess the SMEs. Fintech lenders use proprietary algorithms to evaluate the creditworthiness of SMEs basis these factors. All calculations are made using evolved decision sciences and predictive modelling, which contribute towards the assessment of the borrower.

Source- *Moneycontrol*

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PayU partners with IRCTC, lends online payment services to users

Payment gateway provider PayU on Monday announced its collaborations with the Indian Railway Catering and Tourism Corporation (IRCTC) to provide users a safe and secure option to pay for rail tickets booked via the IRCTC website.

PayU will now be available as a payment option under the Multiple Payment Services or MPS option on the IRCTC website at the payment stage of booking an e- ticket.

Source- *The Economic Times*

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Zilingo secures \$17M funding led by Sequoia India & Burda

Zilingo, an e-commerce platform catering to Southeast Asian markets for fashion and lifestyle products, has raised \$17 million (Rs 113 crore) as part of its series-B funding led by Sequoia Capital India and Burda Principal Investments.

Zilingo had raised \$8 million from Sequoia India, Venturra Capital and Susquehanna International Group last year. It had raised \$2 million in 2015 from Sequoia, Beenext and FreeCharge founders Kunal Shah and Sandeep Tandon.

Source- *ET Tech*

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