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# ISO & AGENT WEEKLY

**Tips, Tactics and Strategies for POS & ATM Sales Success**

## INDUSTRY NEWS

### Vivonet To Launch Integrated POS

Vivonet, a Vancouver, Canada, payment technology next month will launch an integrated point-of-sale machine called Halo that includes a cash drawer and PIN-pad.

Ryan Volberg, Vivonet's CEO, says the machine, which uses a touch screen display, will cost half the price of similar systems. Volberg says an integrated POS running on a Dell or Hewlett-Packard PC costs about \$3,000. Transactions made at merchants using the Halo system are routed through Vivonet's servers and on to Global Payments Inc. for processing. Halo uses an Internet connection to send transaction data, which reduces transaction times versus dial-up connections. Merchants can access information about their store's card transactions via a Web portal.

An integrated machine will also eliminate the clerk having to total a transaction on the register, where taxes are calculated, and transferring that total to a payment terminal. Volberg says details of a reseller program are being finalized, but he expects a commission to be paid upon installation of a Halo machine as well as residual payments based on transaction volume. A reseller could also offer services, such as training or programming, to the merchant and charge for that, Volberg says.

To promote its new machine, Vivonet has launched a \$10,000 grand prize contest for the merchant that makes the most creative, original and entertaining video of the destruction of a typical stand-alone payment terminal. 