



Increasing Revenue with Better Technology Solutions



Housekeeping Items

- Please make sure your line is muted
- For technical problems, please email Michelle Horowitz Jackson at michelle@njgca.org
- Enter questions in the question box in your dashboard
- If your question is not answered today, please email michelle@njgca.org



Who We Are...

Delivering Innovation, Driving Results

Sound Payments is a multi-channel, diversified technology company that provides cost-effective cloud-based SAAS solutions to the petroleum, payments and banking industries.

Delivering real value to customers and partners with innovation, cost-effective and intuitive products and solutions.

Headquartered in Jacksonville FL with Regional Sales Offices in U.S (St. Petersburg, FL, etc); R&D offices in U.S., China, Philippines.

We partner with leading Technology companies such as PAX, Boomtown, CDE and many more.

We are not an ISO, Gateway or Processor!

EMV Enable Your Dispensers Before the April 2021 Mandate



- 1/2 to 1/3 of the cost of other solutions
- Retrofit solution work with major pumps
- Supports EMV, mag-stripe and contactless at the pump
- Simplified implementation means no station down time or tearing up concrete
- Secure – semi-integration, PCI certified, store is out of scope
- Terminal is certified, eliminating recertification need



24/7 Tech Support

Simple Deployment and Installation

Lower Cost

EMV Certified

State-of-the-art Cloud Solutions

Connect to Wallet Apps and more

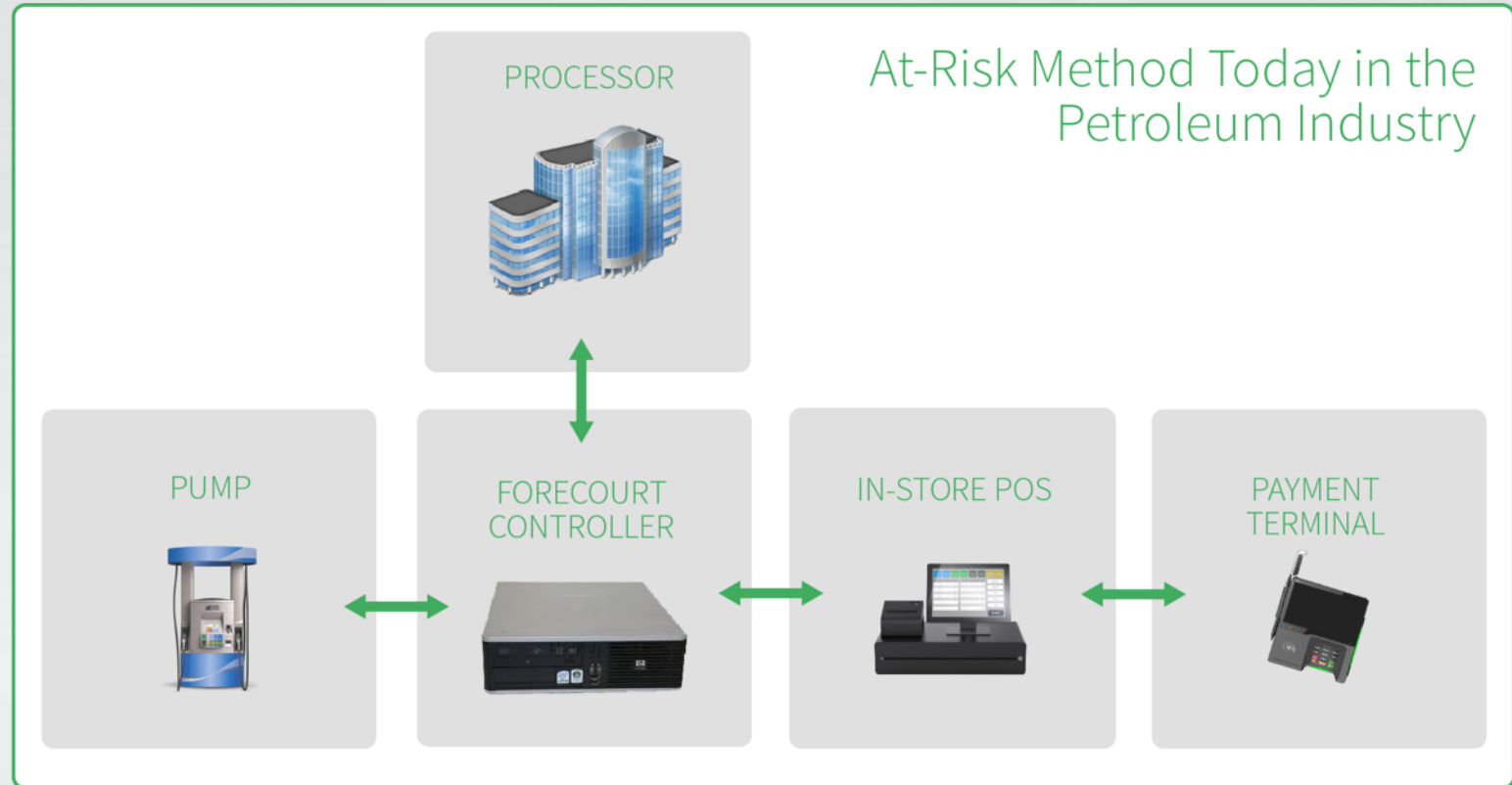
Processor Flexibility



AT RISK: Petroleum with Forecourt Today



- All payments go through Forecourt controller
- Single point of failure
- Card sensitive data flows through the system
- Puts station in scope
- Requires extensive PCI certification to be compliance
- With EMV Payment certification is required by pump & controller



SEMI-INTEGRATED EMV PAYMENTS SYSTEM

The diagram illustrates a semi-integrated EMV payments system architecture. It features four main components in grey boxes: **PAYMENT TERMINALS**, **IN-STORE BRIDGE**, **IN-STORE POS**, and **PROCESSOR**.
1. **PAYMENT TERMINALS**: Includes an image of a pump with a retrofit terminal (IM20) and a Wi-Fi icon. Text: "Retrofit payment terminal fits into existing pumps. Wifi enabled from forecourt".
2. **IN-STORE BRIDGE**: Contains an image of a handheld terminal (A80).
3. **IN-STORE POS**: Contains an image of a countertop terminal (E700).
4. **PROCESSOR**: Represented by a building icon.
Central components in green circles:
- **CLOUD-BASED**: A cloud icon with a stylized 'S' logo.
- **FORECOURT CONTROLLER**: A server rack icon.
Green arrows show the data flow:
- From **PAYMENT TERMINALS** to **IN-STORE BRIDGE** (via a Wi-Fi icon).
- From **IN-STORE BRIDGE** to **IN-STORE POS**.
- From **IN-STORE POS** to **PROCESSOR**.
- From **PROCESSOR** to **FORECOURT CONTROLLER**.
- From **FORECOURT CONTROLLER** to **IN-STORE BRIDGE**.
- From **FORECOURT CONTROLLER** to **CLOUD-BASED**.
- From **CLOUD-BASED** to **IN-STORE POS**.
- From **CLOUD-BASED** to **PAYMENT TERMINALS**.

PAYMENT TERMINALS

IM20

Retrofit payment terminal fits into existing pumps. Wifi enabled from forecourt

SOUND easyump

IN-STORE BRIDGE

A80

IN-STORE POS

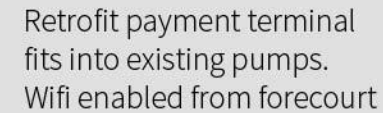
E700

PROCESSOR

CLOUD-BASED

FORECOURT CONTROLLER

PAYMENT TERMINALS



IN-STORE BRIDGE



IN-STORE POS



PROCESSOR



CLOUD-BASED



FORECOURT CONTROLLER



Our Solution: Forecourt and In-store



- PCI Data from the pump will no longer be part of the in-store systems
- EMV certification requirements encapsulated by our approach
- Internal reporting and archiving of data not impacted
- Direct-to-processor transaction path from terminal – allows payment processing options that are more difficult to achieve with integrated systems
- Platform can support other innovation and connect to in-store systems
- Bridge – one to many interface to forecourt controllers



Petroleum Solutions

Enabling AFD EMV



Pain Points

- Cost of new equipment and construction
- Possible replacement of existing in-store solution
- Bringing equipment and tanks up to the latest code
- Lost revenue during implementation of new equipment
- Inability to phase changes or rollback if implementation is ineffective

Our Semi-integrated Solution

- Retrofit your existing equipment
- Use your existing software
- Hours vs weeks (or months) of implementation
- Ability to phase upgrade to EMV by individual pump
- Reduce PCI Scope by removing sensitive data from instore systems



Petroleum Solutions

Sound Easy Pump Hardware Features



The hardware for Sound Easy Pump is modern, secure, and designed to withstand even the harshest weather conditions.

Along with Sound Payment's software for Sound Easy Pump, stations have a complete EMV solution.



Memory	256MB DDR + 128MB Flash
Processor	Cortex-A7
Card Reader Types	Magnetic Card Reader Smart Card Reader Contactless
Communications	WiFi Bluetooth 4.0
Peripheral Ports	1 x USB device 1 x RS232 1 x MDB
Physical	L x W x H (in): 5.5 x 4.8 x 2.9 Weight: 17.3 oz
Environmental	-20°C ~ 70°C (-4°F ~ 158°F) Operating Temperature -30°C ~ 70°C (-22°F ~ 158°F) Storage Temperature 5% ~ 95% Relative Humidity, Non-condensing
Certifications	MasterCard payPass American ExpressPay Master-Card TQM Discover D-PAS Interac_Flash L2 J/Speedy L2

Petroleum Solutions

The Bridge

The bridge for Sound Easy Pump connects hardware with major forecourt controllers, re-prints receipts and accepts payments.

The Cloud Portal can run from a browser on any PC, tablet, or phone.

It allows for pairing and configuring pumps with the hardware and bridge, pricing changes, real-time transaction reports, alerts when attention is needed, and integration of the in-store POS for reconciliation.



OS	PayDroid Powered by Android 6.0
Processor	Application CPU: Quad-core Cortex-A53, 1.2GHz Security CPU: Cortex M3
Memory	1GB DDR + 8GB eMMC 1 x Micro SD Card Slot, Supports up to 32GB
Card Readers	Magnetic Card Reader Smart Card Reader Contactless Card Reader
Camera	0.3 Megapixel Fixed Focus Front Camera (optional) Reads 1D & 2D Codes
Display	4-Inch Colour Display 800 x 480 Pixels Capacitive Touchscreen
Audio	1 x Speaker
Physical Keypad	10 x Numeric Keys 5 x Function Keys Back-Lighting
Communications	3G WiFi (2.4G) Dial (PSTN) LAN Bluetooth 4.0
Card Slots	3 x SAM 1 x SIM + 2 x SAM
Peripheral Ports	1 x HOST USB 2.0 1 x Micro USB 2.0, OTG 1 x PINpad 1 x RS232 1 x LAN 1 x Line 1 x Phone
Printer	High-Speed Thermal Printer Print Speed: 90mm/s Paper Width: 58mm Paper Diameter: 50mm
Battery	7.4V / 720mAh Rechargeable Li-ion Battery (optional)
Adapter	Input: 100 - 240V AC, 50Hz / 60Hz Output: 9.0V DC, 1.0A
Accessories	Cluster Cable (optional) Privacy PIN Shield (optional) Battery Backup (optional)
Physical	L x W x H (mm) : 181 x 84 x 81 Weight (g) : 405 (Excluding Battery)
Environmental	-10°C ~ 50°C (14°F ~ 122°F) Operating Temperature 10% ~ 93% Relative Humidity, Non-condensing -20°C ~ 70°C (-4°F ~ 158°F) Storage Temperature
Certifications	PCI PTS 5.x, SRED EMV L1 & L2 EMV Contactless L1 Visa payWave MasterCard Contactless American ExpressPay Discover D-PAS IC MasterCard TQM Interac_Flash L2 J/Speedy L2 UL CE FCC RoHS

Universal Fit



Gilbarco Encore 300



Gilbarco Encore 500



Gilbarco Advantage



Wayne Ovation



Wayne Vista



Installation

Gilbarco Encore



Before



After

Installation

Gilbarco Advantage



Before



After

Installation

Gilbarco Advantage



Before



After

Installation Finished Pumps



Wayne Helix



Tokheim



Wayne Ovation



Gilbarco Encore 300

Questions



Thank you for Joining Us!



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Let us help deliver Solutions

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