



Depth. Focus. Service.

About Us

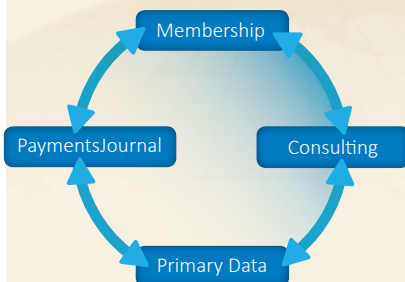
Mercator Advisory Group is the trusted advisor for the payments industry globally, charting the course for sustained growth and profitability and delivering fact-based insights and advice.

Our commitment and exclusive focus on the payments industry enable us to consistently provide highly relevant content and exceptional value for your research expenditure.

Mercator Differentiators

- Quality and quantity of our research
- Analysts focused 100% on payments
- Extensive client relationships
- Breadth and depth of coverage
- Strong industry relationships
- Analyst interaction throughout the membership term

Membership Life Cycle



Merchant Services

Merchant payment acceptance is the critical path through which all purchase transactions pass. **Merchant Services** focuses on consumer payments related issues within the retail sector. Key topics covered in this advisory service include the payment acceptance ecosystem, e-commerce and mobile payments, point-of-sale solutions, fraud management, and a variety of trending retail vertical markets.

The retail industry faces significant challenges driven by widespread competition and disruptive forces. Digital commerce has added another dimension as merchants must satisfy consumer expectations of a seamless shopping experience. Concierge commerce is the new normal as shoppers increasingly have the leverage to decide when, where, and how to shop and pay for products and services.

Merchant Services closely follows payment industry forewarnings and trends that merchants and their stakeholders must understand in their business initiatives such as go-to-market, market sizing, and competitive intelligence. We will further fortify our insight and analysis by leveraging Mercator's robust primary data surveys on topics covering consumer payments behavior and the customer merchant experience.

Merchant Services Coverage Areas



Market Dynamics: Analysis and Reporting

MERCHANT ACCEPTANCE ECOSYSTEM	E-COMMERCE & MOBILE PAYMENTS	POINT-OF-SALE SYSTEMS & TECHNOLOGY
Legacy Acquirers Gateways Aggregators Payment Facilitators Independent Software Vendors (ISVs) & Applications	Online Merchant Marketplaces Omnichannel Commerce Mobile Remote Payments Mobile Pay Apps Digital Wallets	POS Solutions M-POS Mobile Proximity Payments / QR Codes Alternative Payment Methods Gift Cards
TRENDING RETAIL VERTICAL MARKETS (WILL VARY)	FRAUD MANAGEMENT	
On-Demand Services QSRs C-Stores Dining Travel/Hospitality Healthcare	Small Business Grocery Petro CPG Brands Gig Economy	Fraud Detection Tools Machine Learning Chargeback Process Card-Not-Present Fraud Card Present/EMV

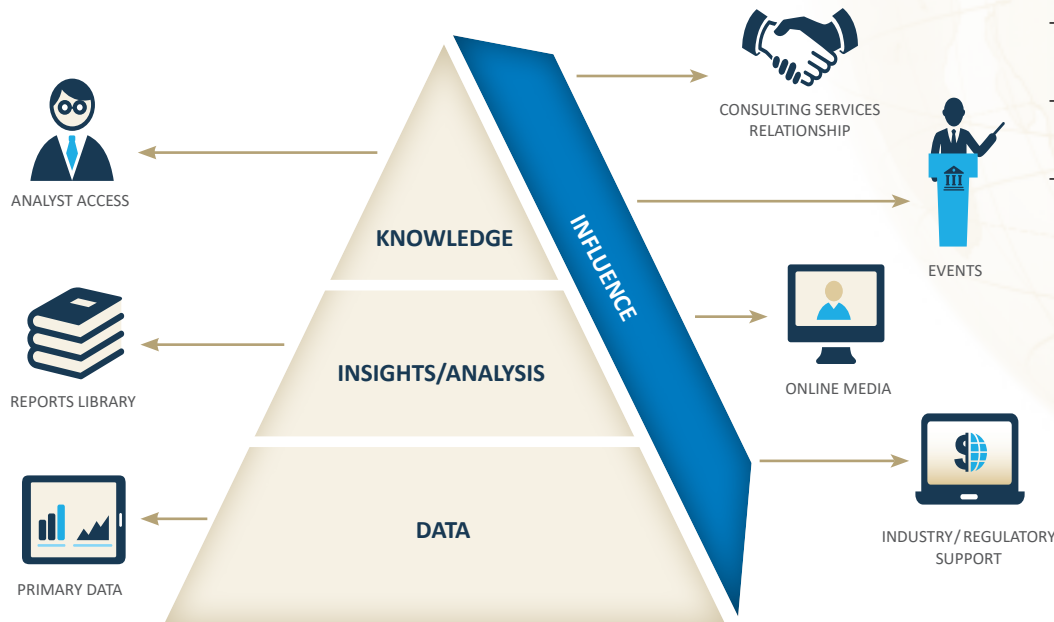
Mercator Advisory Group Deliverables:

- 20 research documents annually
- Related PowerPoint charts
- Direct, unlimited access to subscribed service area research team
- Access to all previous research
- 15 login IDs
- One dedicated day of analyst time
- Direct, limited access to all research teams

Mercator Advisory Group Benefits. We:

- Uncover new opportunities
- Deliver pragmatic insights
- Have a strong brand and independent market position that clients can leverage
- Function as an extension of staff
- Efficiently deliver industry consulting projects
- Offer unmatched depth, focus, and service

Engagement Deliverables



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