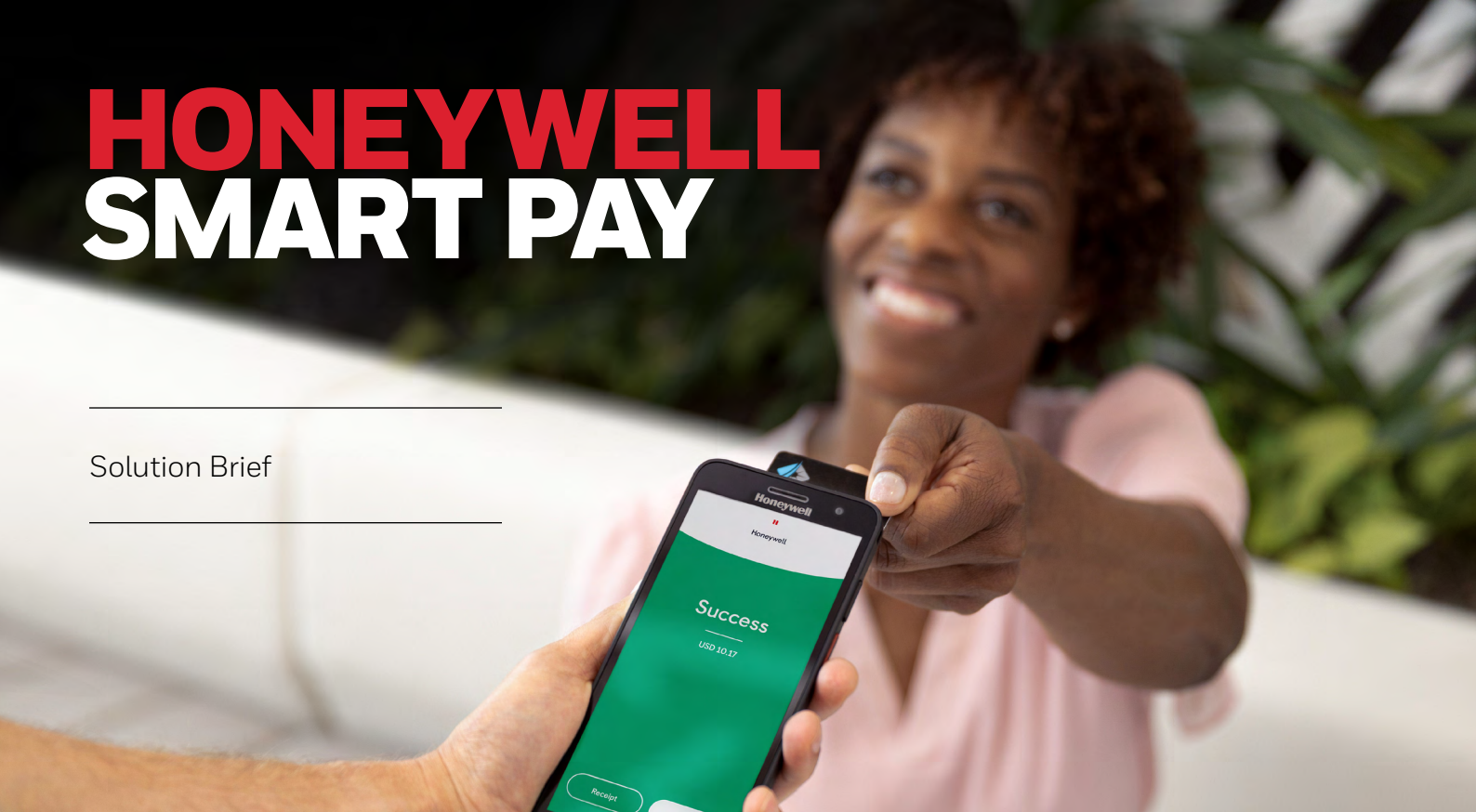


HONEYWELL SMART PAY

Solution Brief



SITUATION

All merchants want the same things: to engage customers, increase sales and cut costs. One proven way to advance these goals is to empower front-line workers with mobile computers that can streamline their work. These durable yet lightweight devices provide quick access to information and speed up tasks while eliminating multiple special-purpose devices that workers once had to learn, carry and manage.

As a result, many retailers and service providers now have workforces equipped with these powerful tools. Until now, however, one job that still required special equipment was accepting payment while on the go. Mobile payment required either a special, separate device, or a clunky accessory that the mobile computer was attached to. These bulky devices are heavy, expensive and easy to break.

Honeywell Smart Pay solves this problem by transforming any Android mobile computer into a secure mobile payment device. Customers receive better service, and the merchant sees increased revenue through higher conversion rates, larger basket sizes and the opportunity to grow the basket of goods and services they can get paid for.

This sounds good, but merchants also need a PCI-approved solution with fast

onboarding and seamless integration with their existing POS investments. Smart Pay delivers on these requirements as well.

With contactless payment growing at about 20% annually, and in use by about 90% of consumers in developed countries, Smart Pay is an easy way for merchants of all kinds—from retailers to the post office—to satisfy customers, raise sales and cut costs.

KEY CHALLENGES

- **Use of Multiple Devices:** Frontline employees often carry and use several dedicated purpose devices to perform different tasks, like processing payments, managing inventory, accessing product information, communications, and serving the customers. Some dedicated purpose devices may be fragile, heavy, and bulky, as well as present different connection and battery issues, which could cause inconvenience downtown, and safety concerns for employees. This ultimately impacts productivity and operational efficiency, as well as the consumer experience.
- **Challenges in the Consumers' Shopping Journey:** Consumers encounter challenges such as lengthy checkout lines, difficulties in locating items within the store, delayed transactions via complex traditional payment equipment, as well as an inconvenient checkout experience during pop-up sales outside the stores or in outdoor settings. These impediments introduce friction into the consumers' shopping experience, which could reduce consumer trust and lead to lost sales. By streamlining operational and payment workflows related to these challenges, merchants would be able to improve consumer satisfaction, increase conversion rates, optimize their cost of serving, as well as expand their revenue streams.
- **Need for Seamless Integration:** Merchants desire a solution to address the above challenges that can integrate easily into their existing infrastructure and process without requiring extensive IT investment, retraining staff, or significant downtime. The ideal solution should enhance merchants' operational efficiency and consumers' shopping experience while allowing for customization that aligns with the merchants' workflows, brand identity, and specific banking and financial requirements.

Honeywell

SOLUTION

Smart Pay is a SOFTPOS solution that turns any NFC-enabled Android device, such as mobile computers, smartphones and tablets, into a secure and PCI-compliant payment terminal, eliminating the need for additional hardware. With Smart Pay, merchants can increase sales, reduce costs, and enhance customer service through a secure, cost-efficient, and easy-to-implement solution.

Smart Pay enables seamless mobile transactions, quick checkout options, and self-service payments with no transaction fees for merchants —just a simple monthly subscription per device.

Key features of Smart Pay include the ability for staff to process transactions anywhere, significantly accelerating the process and increasing sales conversion rates. Customers can also use self-checkout, reducing wait times and enhancing the shopping experience. Merchants can potentially save substantial costs by using Smart Pay with Honeywell tablets as a self-checkout system. Additionally, Smart Pay offers emergency POS functionality during disruptions, such as power failures and network outages.

The implementation and integration for Smart Pay is developer-friendly and can be done through app-to-app, web-to-app, or certified SDK integrations. The solution adheres to stringent security standards, including PCI DSS, SSLC, PIN, and MPoC, and has received certification from leading acquirers in different countries, which reinforces the security assurance for merchants in various industries.



KEY FEATURES

- **Enable sales growth for merchants**

Smart Pay drives increased sales through higher conversion rates and larger basket sizes. This solution streamlines the checkout process by enabling transactions everywhere, indoors, and outdoors.

- **Acquirer agnostic**

Smart Pay has connected and certified with leading acquirers in different countries such as JPMorgan Chase, Fiserv, WorldPay, Moneris, US Bank, Elavon, Paycore/Clearhaus, Swedbank, Worldline /Bambora, Rapyd/ Valitor/Paynt, Shift4, Deutsche Bank, Silverflow/Paytrim, Redsys, BNP Paribas, PeP, SIA, Lavego, RS2 and Nexi/Nets.

- **Support various local card schemes**

Smart Pay has connected and certified with local card schemes

in different countries such as girocard, Interac, Dankort, BankAxept, and Bancontact.

- **Developer friendly**

Smart Pay offers a variety of implementation options. This flexibility allows for smooth integration with merchants' POS systems and backend architecture, enhancing operational flow, and ensuring a cohesive user experience.

- **Robust security and compliance**

Smart Pay adheres to stringent security standards, ensuring safe payment transactions. The solution certifies stringent security standards, including PCI DSS, SSLC, PIN, and MPoC.

- **Supports offline transactions**

- **Flexible commercial models**

Honeywell Smart Pay turns NFC-enabled Android devices into secure and compliant payment terminals without the need for additional hardware or special-purpose devices. With Smart Pay, merchants can increase customer satisfaction, raise sales and cut costs.

For more information

visit our [webpage](#) or contact your Honeywell representative.

Honeywell Industrial Automation

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