



August 2, 2010

End-of-Sale and End-of-Life Announcement for the Ingenico 3070 Series PIN Pad in North America

With Ingenico's launch and transition to its new generation Telium 2 technology-based Electronic Funds Transfer Point of Sale (EFT POS) devices, this product announcement serves as official notification that the following i3070 Series PIN pad devices will reach their end-of-sale (EOS) and end-of-life (EOL) milestones on the dates listed in the announcement below. The following Ingenico 3070 Series PIN pad devices are affected by this EOS and EOL announcement in North America:

- i3070 Version MP01
- i3070 Version MP02
- i3070 Version MP03
- i3070 Version MP04

Business Reasons

Payment devices (hardware) and POS technology (software) are two of the fastest evolving technologies in the world. They follow a natural product life cycle that is determined by market actions: market demand and the Payment Cards Industry Security Standards Council (PCI SSC) regulatory compliance requirements. In response to the growing market demand and increasingly stringent security standards, Ingenico took up the challenge of offering its customers the most advanced terminals on the market. The company invested heavily in its new Telium 2 technology platform to upgrade its existing line of products with the new generation high performance POS devices.

Key Milestones and Dates

The EOS and EOL transition period for the Ingenico 3070 Series PIN Pads is August 2, 2010 through December 31, 2013. The last day to buy the Ingenico 3070 Versions MP02, MP03, and MP04 PIN pad devices is September 30, 2010. Customers with active service contacts will continue to receive warranties and services support from



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Ingenico, North America as specified by terms and conditions in their contracts through December 31, 2013. Table 1 describes the EOS and EOL key milestones and dates.

Table 1. EOS and EOL Dates and Milestones for the Ingenico 3070 Series PIN Pads

Key Milestones	Description	Date
End-of-Sale/End-of-Life Announcement	The date the announcement of the EOS/EOL a product is sent out to customers.	August 2, 2010
The Last Buy	The last date to order the device through Ingenico	September 30, 2010
Last Ship Date	The last possible ship date that can be requested of Ingenico	December 31, 2010
Last Date of Support	The last date to receive support for the device. All customers should refer to the specific warranty and service agreement they purchased to determine the level of maintenance and support they are entitled to for the device during the EOL period.	December 31, 2013

Product Migration Options

Customers and business partners are encouraged to migrate to the latest Telium 2-based iPP320/350 Series PIN pad devices.

For More Information

For more information about the iPP320/350 Series PIN pad devices, visit www.ingenico.com , send us and email to info.US@ingenico.com or info.CA@ingenico.com (for Canadian customers), or contact your local Ingenico sales representative.

For more detailed information about the EOS and EOL announcement for the i3070 Series PIN pad devices, please see the Frequently Asked Questions (FAQs) list attached or contact your Ingenico sales representative in North America.

As the global leader in payment device manufacturing, we are excited to continue to innovate and push the traditional boundaries in terminal design in order to be able to offer the best in class EFT POS devices for multi-lane retail and single point-of-sale environments. We welcome the opportunity to meet with you as soon as





possible to review the impact this announcement has on your business and discuss alternative solutions we provide.

Ingenico 3070 Series End-of-Sale and End-of-Life Announcement in North America

Frequently Asked Questions

1) Q: Why is Ingenico announcing the i3070 Series End-of-Sale (EOS) and End-of-Life (EOL) now?

A: There is a natural product life cycle for payment terminals which is determined by market actions, market demand and regulatory requirements. In response to increasingly stringent security standards as mandated by the PCI SSC, Ingenico is now offering its customers a follow-on PIN pad device built on the next generation Telium 2 technology platform which provides the most advanced security features and performance on the market.

2) Q: Which versions of the i3070 Series PIN pad are impacted by this announcement?

A: The entire family of the i3070 Series PIN pad terminals is affected by this EOS and EOL announcement: i3070MP01 and EP01 (de-listed), i3070MP02, i3070MP03 (contactless), and the i3070MP04.

3) Q: I have a large network of the i3070 Series PIN pads installed and will need some more to complete my roll out and/or establish a spare pool of terminals. What should I do?

A: Ingenico will be accepting "last buy" orders for non de-listed i3070 Series PIN pad models through September 30, 2010. These "last buy" orders will be shipped by December 31, 2010.

4) Q: How long will Ingenico support existing i3070 Series PIN pad units in use?

A: Support for the i3070 Series will continue in line with contracted service agreements and applicable warranties. The last date to receive support for the i3070 Series PIN pads is December 31st 2013.



5) Q: What types of support will Ingenico provide?

A: Ingenico will provide break/fix support and changes mandated by government or industry regulators such as the PCI SSC and Interac (in Canada) through December 31, 2013, in synch with existing service agreements, applicable warranties, and the capabilities of the i3070 Series PIN pad device.

6) Q: I have a highly customized network and operation. Will Ingenico continue to support me as I make changes, improvements, and upgrades to my environment?

A: Hardware technology and software solutions face a natural evolution. Changes and support requested by users of the i3070 Series PIN pads beyond break/fix will be considered on a case-by-case basis.

7) Q: What is the expected useful life of a PIN pad terminal?

A: This is a very important question but the answer is influenced by many factors beyond a manufacturer's control. Key variables include: usage (transaction rate/store hours/and environmental); technological factors (end-user functional needs which may change over time as the overall infrastructure changes); and industry/government regulations and mandates. The payment industry does establish sunset dates for PCI SSC approved devices. Based on historical data, existing PCI 1.x industry timelines one could expect to receive between 4 and 7 years of useful life before industry mandates require a PIN pad terminal to be removed from the marketplace (often called a "sunset date").

8) Q: Are upgrades available for the i3070 Series PIN pad models?

A: No upgrade programs are planned. Users seeking PIN pad devices offering the latest features, functions, and complying with the newest PCI SSC security recommendations should consider next generation Ingenico follow-on PIN pads such as the iPP320/350 Series.

9) Q: I will need to dispose of many i3070 Series PIN pads. Does Ingenico offer a "green" device disposal program?

A: Yes, Ingenico is offering a green, recycling ("Separate First") disposal program for clients. The process is very straightforward. For a fee of \$5.00 per PIN pad unit, Ingenico will recycle/dispose of units in an environmentally friendly way consistent with industry best practices. Ingenico will advise clients where to send the units for centralized handling and disposal. Clients will be responsible for return freight costs.



10) Q: Tell me more about your “Separate First” Program.

A: “Separate First” is the technique of removing material contaminants, hazardous materials, or other materials deemed to require separate handling at time of disposal. After “separation,” the remaining materials will be disposed of in an environmentally friendly manner. As part of Ingenico’s green initiative we will also provide clients with a *Certificate of Disposal* for documentation and tracking purposes.

11) Q: What PIN pad is the recommended follow-on to the i3070 Series?

A: The iPP3xx Series PIN pads are the new generation Telium 2 technology-based devices designed to replace the i3070 Series. The iPP350 (with color display) and the iPP320 (with black and white display) PIN pads offer the most secure PCI 2.x transactions. The new PIN pad is an “all-in-one” device, conveniently sized and designed for durability, features a superior customer Human Interface Machine (HIM), and is targeted for banking, retail, and payment industry requirements. The iPP3xx Series PIN pads will connect to an electronic cash register (ECR), a POS or a PC, or to other Ingenico Telium 2-based devices. (See product images below.)

iPP3xx Series PIN Pads



iPP350



iPP320

12) Q: What features of the iPP3xx Series PIN pads provide enhanced security?

A: The iPP3xx Series received a PCI PSS Letter of Approval for the PCI PIN Transaction Security Testing Program (Approval Class: PED). The PIN pads conform to the PCI SSC PCI PIN Transaction Security Device Requirements PED v2. The Letter of Approval was issued May 5, 2010, with a renewal date of April 30, 2017.



The iPP3xx Series PIN pad terminal is based on the industry-first, highly secure dual-chip Telium 2 technology architecture. The PIN pad has an internal firewall and uses a dedicated ARM 7 crypto processor to handle the security component of a payment transaction.

13) Q: Tell me more about what you call the “All-In-One” PIN pad.

A: The iPP3xx Series PIN pad contains multiple readers: magnetic stripe card, smart card, and contactless. Connectivity options include USB, RS232, and Ethernet cable options. A unique cable adaptor is available to provide easy adaptation to existing wiring infrastructures and quick unit swaps in the field.

14) Q: I don’t have the need for contactless today but I might in the future. Can contactless be added?

A: The iPP3xx Series Contactless PIN pad option is a field installable upgrade or it can be included at time of original installation. Ingenico’s embedded contactless module is installed inside the device (via an access door on the bottom of the unit) to provide a truly integrated contactless option. Additional security is provided by a single screw to secure the access door. The contactless sensor area comprises the entire display face, providing an easy-to-use sense effect complemented by four contactless LED indicators at the top of the PIN pad terminal.

15) Q: What contactless card schemes are supported by the iPP3xx Series PIN pad?

A: Ingenico has secured Letters of Approval from Visa and MasterCard. The Discover Zip and American Express contactless certifications are expected in September/October, 2010.

16) Q: What about Interac certification for Canadian customers?

A: The iPP3xx will be submitted for Interac Flash certification in early August, 2010.

17) Q: Are there other modifications anticipated for the North American market?

A: The iPP3xx Series key mat is ADA-friendly and the key mat has been modified for Interac compliance. This design will enable a common device to be sold in both U.S. and Canadian markets.



18) Q: What tools does Ingenico provide to assist developers in integrating the iPP3xx Series PIN pad to their existing POS environment?

A: All documentation and tools available for the i3070 Series PIN pads are being updated in support of the iPP3xx Series PIN pad launch.

19) Q: Why is this PIN Pad faster than any other on the market?

A: The iPP3xx Series PIN pad uses an ARM9 processor that is responsible for transaction processing plus an ARM7 processor that is responsible for all tasks associated with keeping the PIN pad device secure. Ingenico refers to this technology as dual core processing. This dual-chip technology platform is the first and exclusive to Ingenico's Telium 2-based products. Having the ARM7 processor focused on security tasks frees up processing power and dedicates the ARM9 processor to user application tasks – thus dedicating more power to deliver a faster transaction and an enhanced end-user experience.

20) Q: Does the iPP3xx Series come with a PIN shield?

A: A field installable PIN shield can be added to the PIN pad terminal in environments where additional PIN security is desired.

21) Q: Is there anything on the iPP3xx Series that we haven't seen before on Ingenico's PIN pad products?

A: Yes. The iPP3xx Series PIN pad contains a Kensington lock mechanism enabling users to secure the device using commonly available Kensington security cables or similar locks. This enhancement provides additional security against physical device theft, unauthorized removal from the network, and fraud.

22) Q: When will volume shipments of the iPP3xx Series be available?

A: Volume shipments in North America will begin in early Q4, 2010. Global production ramp up is underway. Global production units are available now to assist in evaluation planning and early certification activities.

23) Q: Where can I obtain more information about the iPP3xx Series or Ingenico, North America?

A: For more information about the iPP3xx Series PIN pads or Ingenico, North America visit www.ingenico-us.com or call your local Ingenico sales representative.