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POWERED BY  
BLACKSTONE

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The missing  
piece in  
today's  
merchant services...

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Brings it all together

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- Processor Benefits
- Merchant Benefits
- Patented Solutions

*Looking for ways to reduce attrition?  
Want to increase your revenues?*

*The only piece missing is...*



**The Powered by Blackstone® software was developed to provide solutions for a variety of industries, including transaction processing, computer telephony integration (CTI) and e-commerce. We can offer you a complete turnkey solution or develop custom programs designed for your specific needs.**

**Take advantage of our patented solution to bring Blackstone's success to your organization.**



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# *Blackstone's Value Added Solution Reduces Merchant Attrition and Generates Profits*

Blackstone is an authorized master distributor for nationally recognized carriers such as AT&T, IDT, Cingular and VoiceStream providing electronic PIN products to terminals across the country.

We empower you to develop and maintain long-term relationships with your merchants by giving them the opportunity to sell prepaid products such as prepaid wireless and long distance cards.

We developed these solutions to fill the need for terminal based distribution of electronic PINs in the prepaid industry, and we found that these solutions became a valuable advantage for merchants and processors alike.



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# What's in it for you?



## The Bottom Line

Merchants are demanding more from their vendors and suppliers. By offering this unique value-added service, you are enabling your merchants to make money! You profit from:

- ➔ Reducing attrition and expanding your customer base
- ➔ Earning new revenues from prepaid transactions and other associated fees
- ➔ Increasing merchant loyalty due to e-PIN profits
- ➔ Receiving additional revenues from upgraded terminal and smart printer sales

**MERCHANT STATEMENT**  
Month Ending: 3/31/2002

**SAMPLE**  
Payment Processing, Inc.

JOHN DOE  
ABC COMPANY  
123 WASHINGTON WAY  
ANYWHERE, ANYWHERE USA 99999

| Merchant Number | DDA Number   |
|-----------------|--------------|
| XXXXXXXXXXXX    | XXXXXXXXXXXX |

SPONSORING BANK  
SAMPLE PAYMENT PROCESSING, INC.  
123 WASHINGTON WAY  
ANYWHERE, ANYWHERE USA 99999

**Total Charge To Your Account is:** **CREDIT \$1096.30**

| Card Type    | Sales     |                    | Summary of Card Deposits |               | Net Sales          |
|--------------|-----------|--------------------|--------------------------|---------------|--------------------|
|              | Count     | Amount             | Count                    | Amount        |                    |
| MasterCard   | 5         | \$542.30           | 0                        | \$0.00        | \$542.30           |
| Discover     | 2         | \$452.30           | 0                        | \$0.00        | \$452.30           |
| AMEX         | 1         | \$275.00           | 0                        | \$0.00        | \$275.00           |
| Visa         | 11        | \$1773.80          | 0                        | \$0.00        | \$1773.80          |
| <b>TOTAL</b> | <b>19</b> | <b>\$12,783.40</b> | <b>0</b>                 | <b>\$0.00</b> | <b>\$12,783.40</b> |

**Summary of Card Fees**

| Card Type                               | Transaction Volume | Discount Paid | Monthly Processing Fees | Total Card Fees |
|---|--------------------|---------------|-------------------------|-----------------|
|   |                    |               |                         |                 |
| Credit Cards                            |                    |               |                         | \$7.64          |
| MasterCard                              | \$452.30           | \$7.65        | \$0.50                  | \$8.15          |
| Discover                                | 2                  |               | \$0.00                  | \$4.10          |
| Qualified Transaction Fee               |                    | \$21.50       | \$1.75                  | \$23.25         |
| PCIS Waiv                               | \$1614.80          | \$2.55        | \$1.75                  | \$4.30          |
| AMEX                                    | \$1773.80          |               | \$0.20                  | \$0.20          |
| Discount                                | 11                 |               | \$2.20                  | \$2.20          |
| Qualified Mid-Qualified Transaction Fee | 206                |               | \$2.20                  | \$2.20          |
| <b>Blackstone Deposit</b>               |                    |               |                         | \$0.20          |
| Transaction Fees                        | 11                 |               | \$0.20                  | \$0.20          |
| American Express                        |                    |               | \$2.17                  | \$2.17          |
| Transaction Fee                         | 1                  |               | \$1.25                  | \$1.25          |
| PCIS Waiv                               | \$842.45           |               |                         |                 |
| Debit Cards                             | 5                  |               |                         |                 |
| Home                                    |                    |               |                         |                 |
| Discount                                |                    |               |                         |                 |
| Home Transaction Fee                    |                    |               |                         |                 |
| PCIS Waiv                               |                    |               |                         |                 |



# What's in it for the merchant?

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## Profits!

Merchants will earn new revenues from the sale of this popular consumable! And by offering prepaid wireless and long distance products electronically, merchants no longer need to worry about inventory control or shoplifting. Additional merchant benefits include:

- ➔ Product availability in all denominations
- ➔ Increased counter space
- ➔ Access to real-time sales web reporting
- ➔ 24/7 Bilingual help desk
- ➔ New customers



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# Patented Solutions

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In recognition of the Powered by Blackstone software's novelty, the United States Patent Office has granted Blackstone broad rights to protect its exclusive technology. This foundation of intellectual property extends to Blackstone proprietary hardware, software and methodology, all of which allows Blackstone to offer you access to the most innovative value added services available today.

## BLACKSTONE<sup>®</sup>

Established and headquartered in Miami, Florida since 1995, Blackstone is privately owned, and managed by a team of executives experienced in payment processing, networking, information services, oil & gas and prepaid telecommunications. Under their direction, Blackstone has established ongoing distribution relationships with internationally recognized companies such as Americatel, AT&T Wireless, Cingular, IDT and VoiceStream.

As the prepaid telecommunications industry exploded in the early 90's, Blackstone became a leading distributor of prepaid products with over 7,500 agents and distributors servicing over 300,000 retail accounts nationwide. Over the years, our agents, distributors, merchants and consumers have relied on us to provide dependable products at competitive prices.

In locations where credit card processing is not integrated into the POS register, the Blackstone solution is truly unique. In these situations, we have successfully integrated the processing of all major credit cards and ATM/debit/EBT cards with the sale of prepaid products, including prepaid cellular and prepaid calling cards, into one, easy-to-use POS terminal.



## HYPERCOM<sup>®</sup>

Hypercom Corporation  
(NYSE:HYC – [www.hypercom.com](http://www.hypercom.com))

The world's #1 provider of electronic payment solutions that add value at the point-of-sale for consumers, merchants, and acquirers. Hypercom's products include secure card payment terminals and web appliances, networking equipment, and software applications for e-commerce, m-commerce, smart cards, and traditional payment applications. Headquartered in Phoenix, Arizona, Hypercom maintains an installed base of more than 4 million card payment terminals, which operate seamlessly with the products of its Network Systems Division. These solutions are installed in over 100 countries and conduct more than 2.85 billion transactions annually.



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