

May 2023



Lights, Camera, Action!

Welcome to The MPC Show Times, where the fintech, digital commerce show goes on and stays on, 24/7, 365, in real time and across millennia!

With peak trade show season upon us, MPC salutes our colleagues for their stellar productions. Trade shows of all kinds are igniting our space and we're proud to play our part in the digital commerce ecosystem, bringing together thought leaders, subject matter experts and leading technology innovators who are the force behind The Movement of Money.

Be part of this giant, growing digital commerce movement this summer at MPC23. We invite you to participate in substantive discussions with industry leaders who are shaping the future of commerce. Be part of our networking, panel discussions, live demos and engaging keynote speeches and see what's next in alternative payments.

I can't wait to personally greet you in August at the Atlanta Westin Perimeter North. Based on the positive feedback we received from our attendees, sponsors, speakers and guests, this was a perfect venue, right in the heart of Atlanta's TRANSACTION ALLEY.

Check out our agenda at <https://mpcevent.com/conference-agenda/> and stay tuned for updates!

See you soon,



Marla Ellerman
Executive Director
MPC Digital Commerce Event



The logo for MPC The Digital Commerce Event is displayed on a dark blue background. The logo consists of the letters 'MPC' in a stylized white font, with 'The Digital Commerce Event' written in a smaller white font below it. Below the logo, the text 'THE MOVEMENT OF MONEY' is written in a light blue font, followed by 'WESTIN ATLANTA PERIMETER NORTH' and 'AUGUST 23 - 25, 2023' in white. To the right of the logo is a photograph of a modern glass skyscraper, likely the Westin Atlanta Perimeter North. A red rectangular button with the text 'REGISTER NOW' in white is overlaid on the bottom right of the photograph.



Backstage with PayMaple's Allen Caviles

Please state your name, title, company, and email address to provide to prospective partners and customers interested in receiving more information.

Allen Caviles, CEO, PayMaple LLC,
Sales@paymaple.com/.

How are you different than other brands in your space?

PayMaple is unique in the payment or fintech space. We are a SAAS, PAAS platform that provides Cloud based Omni-Channel POS (point of sale), DWO (Digital Work Order), EBPP (Electronic Invoice Presentment and Payment), ExpressPay (a text to pay platform) as well as API's for ISV's and Payfac as a service. We're a full service

Payments Hub with the same license as PayPal, Stripe, Square and Toast. Our Infrastructure is based on hierarchical, digital roles-based permission architecture that can scale or easily be replicated in minutes to support other verticals besides Automotive, Powersports, RV and Marine Dealerships.

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FEATURED VIDEO



PayMaple software and payments company works with automotive dealerships (and more). [Watch the video.](#)

(re)view(s)

PayMaple LLC Announces Data Integration with Dealertrack DMS, Benefiting Dealer Customers

MILWAUKEE, Jan. 24, 2023 /PRNewswire/ -- PayMaple LLC, a web based point of sale and reconciliation solution, today announces a data integration with Cox Automotive's Dealertrack DMS an integrated dealer system that opens up opportunities via their Opentrack flexible platform for bi-directional, 3rd party and OEM software collaboration. This new data integration will provide benefits for mutual dealer customers of both PayMaple LLC and Dealertrack DMS.

"Having a direct integration with Dealertrack is another advancement for the PayMaple Team. Partnering with an industry leading organization under the Cox Automotive umbrella is yet another enhancement that separates our solution from anyone else," says Mirza Baig, President of PayMaple LLC. "Creating this integration is another step in giving dealers full control over their system and workflows."

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PayMaple Welcomes Payment Industry Hall of Fame Executive O.B. RAWLS IV to their Board of Directors

CHICAGO, Dec. 1, 2022 /PRNewswire/ -- Today, PayMaple, an innovative and disruptive Payment Facilitator, announced the appointment of O.B. Rawls IV to its Board of Directors. O.B. Rawls, one of the most influential figures in payments, most recently served as CEO of Global Payment Processing at Paysafe. Prior to Paysafe he held executive leadership roles with First Data, Hypercom, Bank of America and other successful fintech organizations.

Mirza K Baig, Founder of PayMaple "We are ecstatic to have O.B. join our team. Having an industry stalwart join PayMaple during our exponential growth phase is a once in a lifetime opportunity"

Allen Caviles, CEO of PayMaple added - "O.B. and I have crossed paths many times over my 30+ year career in payments. I've been lucky enough to see his expertise in this industry transform the technologies we leverage today. I am very excited to have the opportunity once again to work with O.B. and to utilize his vast experience and knowledge to bring PayMaple to the next level."

O.B. - "I'm pleased to be associated with PayMaple as they bring their innovative and highly unique software and solutions to the market. I believe PayMaple will be a positive disruptor in the Payment Facilitator space."





By Dale Laszig, DSL Direct

As payments, fintech and financial services professionals, we're doing a great job of updating and enhancing legacy infrastructure. It only makes sense, while we're looking under the hood, to update legacy attitudes that shaped commerce in previous decades. Chances are, some attitudes embedded in traditional software applications are still with us, hiding in plain sight.

Confirmation bias and learned helplessness look out of place in our open source, interoperable digital commerce ecosystem. Spring is here. Let's clean house.

Check out my latest view column in [The Green Sheet](#).

Dale S. Laszig, founder and CEO at DSL Direct LLC, covers emerging technology trends for payments industry clients and trade publications. Laszig, a payments industry veteran and member of the Electronic Transactions Association's Cybersecurity Committee, previously led sales teams for leading POS manufacturers and served on committees for ETA, U.S. Payments Forum, and the Northeast chapter of PayTech Women. She holds graduate and post-graduate degrees from The State University of New York and Argosy University.

SOUND CHECK WITH B2B VAULT THE PAYMENT TECHNOLOGY PODCAST



How Visa's new rules impact business in 2023

By Allen Kopelman, CEO, Nationwide Payment Systems

As we all know, consumers like to have choice in how they pay and merchants have no choice but to pay heavily for those options. In recent years, we've seen complaints and even lawsuits that seek injunctive relief from Visa and other payment card brands for ever-higher interchange rates and processing fees.

Enter cash discount programs designed to help offset related costs of credit card processing. These programs have been challenged in courts by card brands, lobbyists and regulators, but are gaining traction across all 50 states. Simply put, the Supreme Court has ruled that rewarding cash-paying customers with lower pricing is a form of free speech and is therefore protected by the Constitution.

READ MORE

Allen Kopelman co-founded Nationwide Payment Systems Inc. in 2001, providing concierge-style credit card processing and equipment to merchants. The company quickly grew nationally, adding products and banking partnerships and becoming laser-focused on technology. As a serial entrepreneur from a family of business owners, Allen first learned about business by working behind the cash registers at his father's Miami clothing stores. In 2021, he launched the B2B Vault: The Payment Technology Podcast, where he educates merchants, drawing from his experiences as a payments industry consultant, master chef at hotels and country clubs, and former owner of a restaurant and catering company.

For more details, email me at allen@npsbank.com or visit <https://nationwidepaymentsystems.com/>.



Best Practices to Ensure Payment Processing Compliance

By Jessica Velasco, Content Manager for Marketing, Kount

Processing payments involves a lot of very detailed, very complex rules. And everyone — from your acquiring bank and payment processor to card brands and government officials — expects full compliance with those rules. So how do you know what you should and shouldn't be doing? We've outlined our suggested best practices — four things you should be aware of when it comes to payment processing compliance.

READ MORE

For nearly a decade, Jessica Velasco has been a thought leader in the payment dispute industry. She aims to provide readers with valuable, easy-to-understand resources.

UPCOMING ATTRACTIONS

MAY 23-25

[FinovateSpring | Informa](#)

Marriott Marquis San Francisco, 780 Mission Street
San Francisco, CA

JUN 12 - 14

[2023 SEAA Annual Conference](#) | Southeast Acquirers Association

The Diplomat Beach Resort
Hollywood, FL

JUN 13 - 15

[RICE \(The Retail Innovation Conference & Expo\)](#)

McCormick Place
Chicago, IL

JUN 13 - 14

[Transform Payments USA 2023 | Reuters Events](#)

Austin Marriott South
Austin, TX

JUN 20 - 22

[ShopTalk MeetUp for Women | Retail Meetup, LLC](#)

Online

BLOG



Best Practices to Ensure Payment Processing Compliance

TRANSACT 23 disrupts traditional trade show model, raising the bar for event planners

BLOG ARCHIVE

PRESS



Digital Food Ordering is Essential for the Long-Term Success of Restaurants and C-Stores; Vital Part of the Guest Engagement Ecosystem, says Paytronix Report



MPC Unveils Agenda for Digital Commerce Event, to be Held August 23-25, 2023 in Atlanta



New Consumer Trends survey finds significant

**enthusiasm for using
Mobile Wallet on their
smartphones**

ingenico

**Ingenico Unveils APEX –
The Ultimate Solution for
Secure and
Customizable Android
Payments Apps**

PRESS ARCHIVE



MPC23 The Digital Commerce Event
Westin Atlanta Perimeter North | August 23-25, 2023

Bringing together leading experts in the
Fintech, Mobile Payments, & Digital
Technology Industries



Three days of immersive learning and networking in "Transaction Alley" | Atlanta GA

To receive \$50 off use coupon code MPC23EBF when you check out.
This discount is on top of our limited-time Early Bird Registration pricing!
Be sure to grab your front-row seat for MPC23 before June 1, 2023!
See you in Atlanta!

REGISTER NOW!

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FEATURED MEDIA



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