

Payment Networks

The Competition for Market Share

Two decades ago, consumers primarily paid cash for goods and services at establishments they visited in person. Today, they use an increasing number of payment instruments in a global online marketplace that never sleeps. Payment networks have played a central role in the transformation of this landscape, providing the infrastructure necessary to support a growing number of transactions around the world.

Disruptive technologies and alternative payment methods are creating competitive pressures for payment network providers. Their members and cardholders expect continuously available, highly secure networks that will accommodate new product offerings. To grow market share for their brand, payment networks must quickly deliver innovation and convenience while improving the cost per transaction. The pressure to find partners with the level of payments experience required to help achieve these goals is only increasing.

Our 20 Years of Payment Experience

RS Software has focused exclusively on the payments industry since 1991. No other custom software provider delivers more industry-specific knowledge and experience to clients competing for market share in the payments space. We have successfully completed thousands of projects in dozens of countries delivering significant operational efficiencies and attractive price performance. Our customer list comprises leading brands in the industry and includes the world's largest electronic payments network.

Our RS Global Execution Methodology™ (RS GEM™) is the replicable, scalable framework we use to consistently deliver the domain expertise we have gained from our customer engagements and association with industry thought leaders for more than two decades. RS GEM™ is a proprietary methodology based specifically on the unique dynamics of the payments industry and designed to mitigate risk while decreasing time to market for our clients.

RS Software Service Portfolio

Our work for payment networks and the software companies that work with them has helped us develop a broad set of core competencies that include the development, maintenance and support of authorization and settlement systems, disputes and billing systems, debit payment platforms, risk and fraud management applications, payment gateways, application testing and data analytics.

Our depth of experience in and commitment to the industry help payment networks address a variety of challenges. The services we provide allow our clients to incorporate new standards and regulatory requirements more efficiently. Our expertise in business analytics and reporting capabilities deliver the information our customers require to address the needs of their network members and cardholders more effectively. Our work in the RS Payments Lab has yielded innovative solutions that incorporate emerging payment technologies allowing payment networks to reduce their time to market for these offerings.

RS Software offers a full range of services built on domain experience, capabilities and expertise tailored specifically to the business needs of payment networks.

Domains	Capabilities	Expertise
Authorization	End-point devices, switching systems, and authorization engines	Developing for and management of high speed transaction systems (e.g., BASE24, Connex, TPF)
Clearing & Settlement	Clearing & settlement engines, Interchange management, and DCC & foreign exchange	Developing and maintaining high volume C&S systems
Risk & Fraud	Fraud management, In flight fraud scoring, and compliance management	Integration of risk scoring engines, fraud detection and fraud reporting
Dispute & Chargeback	End-to-end dispute management	Workflow management, case management, and inquiry generation
Reporting & Analytics	Service quality, activity reporting, and loyalty & reward programs	Standard and ad hoc reporting, compliance reporting, and large scale analytics

RS Software maintains the highest standards for compliance, security and quality including the ISO 9001:2008, SEI-PCMM Level 3 and ISO 27001:2005 Information Security certifications.

A Case Study: How RS Software Helped A Large Payments Network

The Client:	One of the world's largest payments networks.
The Situation:	The network's high-volume switching and authorization system needed enhancements to achieve improved performance and mitigate the risk of partial outages impacting service to merchants as well as cardholders.
The Challenges:	Manage the existing systems while at the same time add new functionalities, products and services without compromising the reliability and security of the network.
The Solution:	<p>RS Software was selected to develop a set of solutions for the client's challenges based on its decades of experience in and commitment to the payments industry. RS Software delivered the following benefits to the client, finishing ahead of schedule and on budget:</p> <ul style="list-style-type: none"> ▪ Engineered solutions for all issues impacting the production system. ▪ Addressed several persistent application issues preventing their recurrence. ▪ Introduced improved problem tracking and debugging processes. ▪ Eliminated throughput issues affecting switching and authorization processes.
The Benefits:	<p>The work done by RS Software enabled the client to realize several key business benefits. Those benefits included:</p> <ul style="list-style-type: none"> ▪ Higher transaction processing speeds. ▪ Continuous system availability. ▪ Improved member and cardholder satisfaction. ▪ Greater brand value.

Why RS Software

RS Software is the leading custom software development house for the payments industry. With more than 20 years in the payments industry, we have participated in and helped create the products and services that have transformed this marketplace.

Our proven methodologies, comprehensive set of services and continuing innovation are focused specifically on the needs of the space we have served exclusively since we opened our doors in 1991. No other provider in our space can deliver more industry knowledge and experience.