

***Payten***

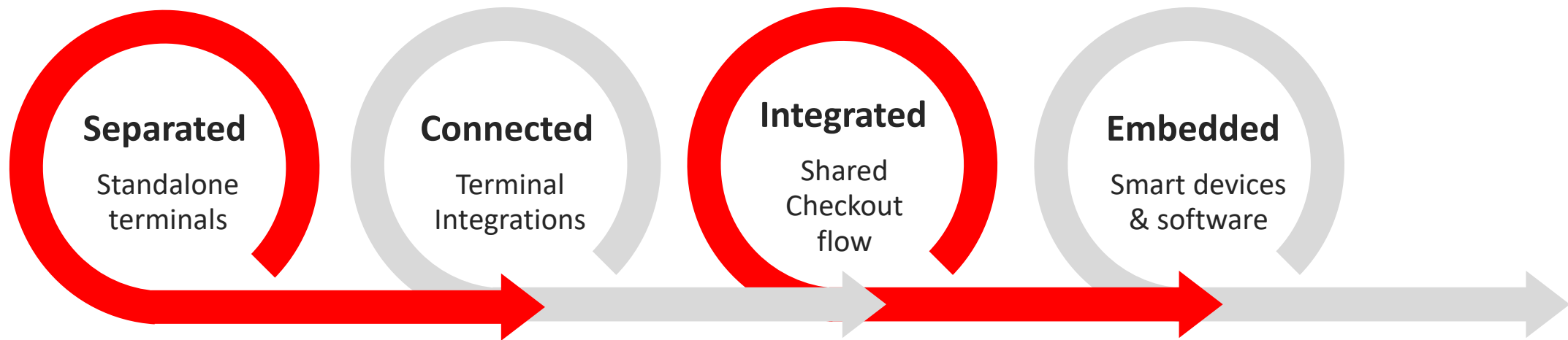
# How Close Can Payments Get to Merchants?

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## From Separation to embedding

The relationship between merchant processes and cashless payment processes changed from separation to embedding.



## Cash Was Integrated. Cashless Payments Were Not.

Cash was integrated into merchant processes as early as the late 19th century.



### Cash

- Register
- Cash Drawer
- Checkout Flow



### Cashless

- Standalone Terminal
- Manual Amount Entry
- Separate Receipt



## Separated Processes

Let us look at how the relationship between these two processes evolved over time

### Merchant process

- Item registration
- Amount calculation
- Cashier workflow
- Receipt handling



### Cashless payment process

- Separate device
- Amount re-entry
- Card/PIN interaction
- Separate printout

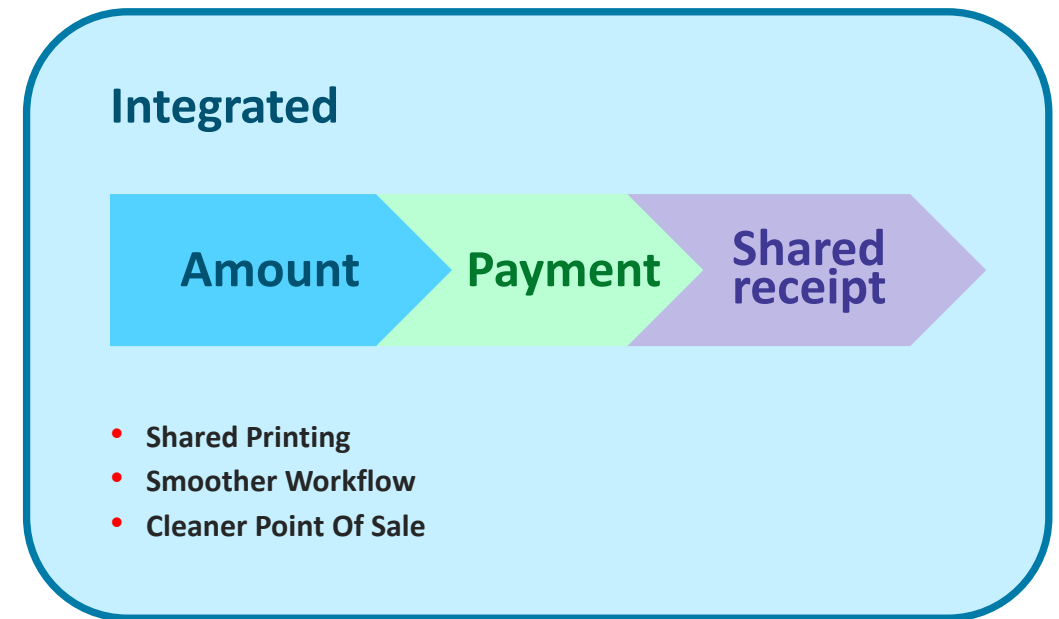
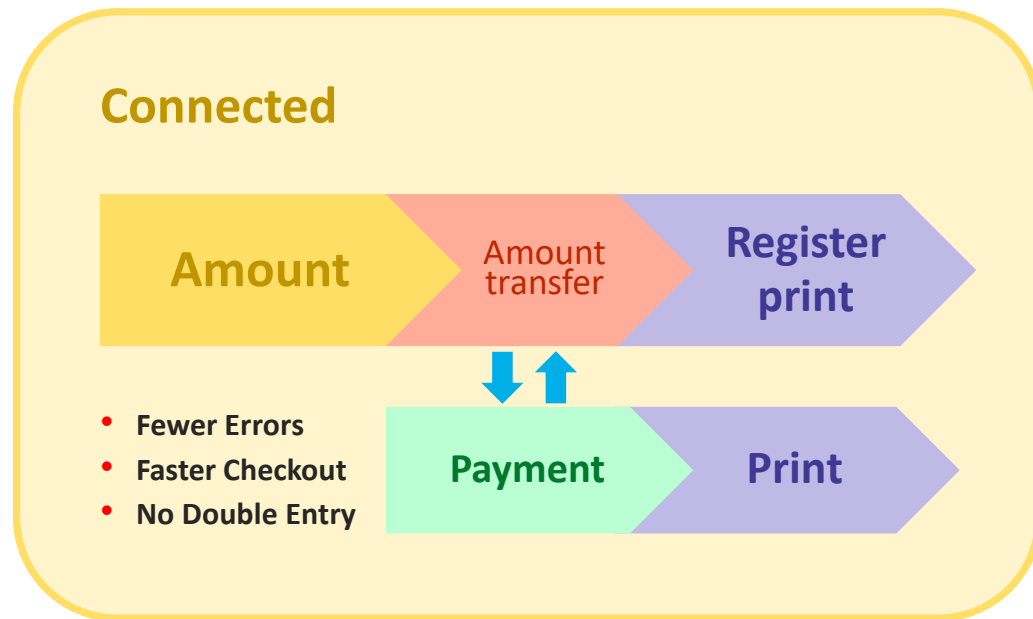


**Two devices. Two workflows.  
Two separate processes.**

## From Connection To Integration

Why did cashless payment become so important?

First, customers adopted and expected it. Then merchants recognized its operational value



## When Merchant and Payment Functions Started to Meet

A first visible step toward convergence.

One device

Two Functions



One direction

Ingenico IPA 280  
POS terminal



# Payten

## Unattended Environments Made Integration Necessary

In unattended environments, cashless payment had to be part of the process from day one.

### Cash

- Standalone terminals

**Less cash handling for merchants**

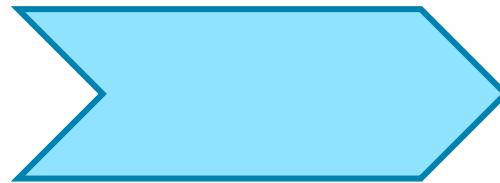
### Cashless

- Had to be part of the process from day one

**More cashless choice for customers**

## mPOS: The Merchant Device Enters the Payment Flow

A transition model.

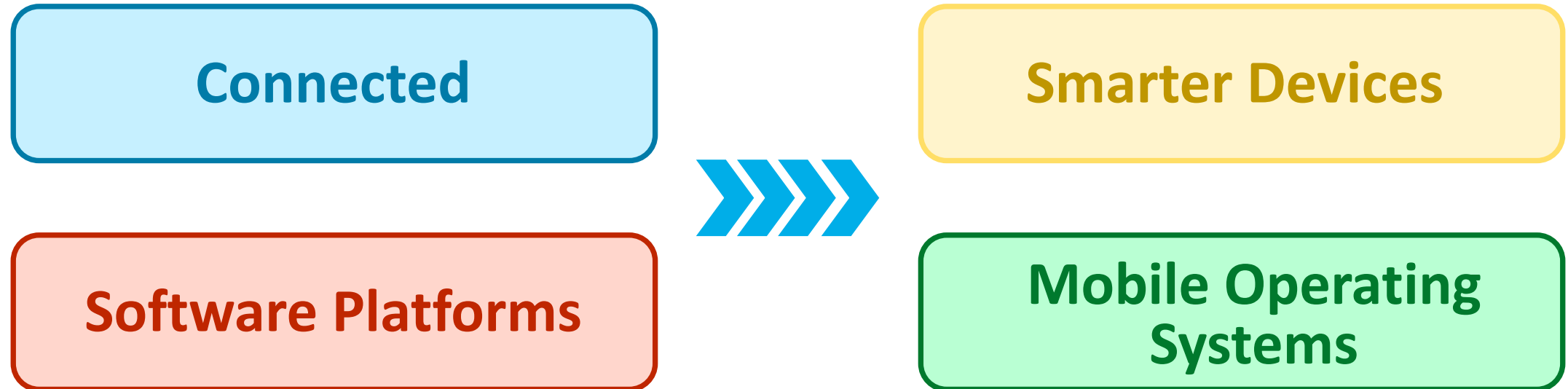


Card reader  
or PIN entry

- Mobile checkout
- Merchant-led flow
- Payment still partly separate

## Every New Technology Reduced the Distance

Closer to merchant processes

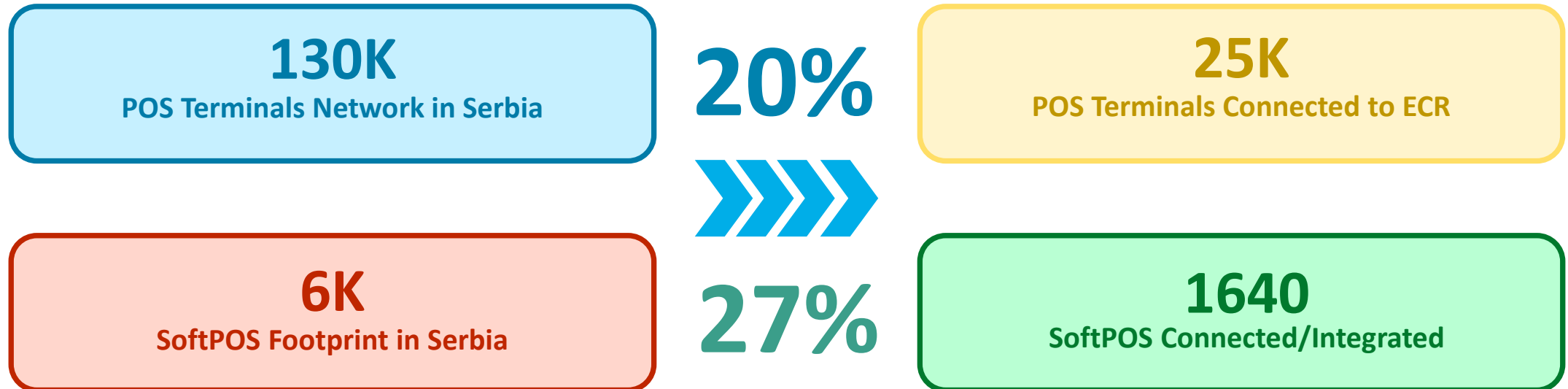


*Technology created new opportunities for deeper integration.*



## The Transition Is Real — But Far From Complete

The biggest opportunity is deeper integration.



# The Next Phase Will Bring Faster and Deeper Integration

Cashless payments earned their place in merchant processes.  
As integration accelerates, they are beginning to reshape those processes from within.