



## PCI COMPLIANCE UPDATE

**The number of data breached accounts is at an all time high! Four out of five consumers would increase their shopping at merchants who are leaders in protecting their customers' personal information. Are your stores PCI Compliant? TDES Compliant? Retailers are scrambling to meet the July 2010 deadlines. How are you progressing and who will help with these critical, timely and secure upgrades/deployments? Manufacturers like VeriFone, recommend that the retailer use a PCI Compliant service provider to avoid the possible fines and security risks of using a non-PCI compliant provider.**

Trimble has teamed up with many Tier 1, 2 and 3 retailers in providing an integrated; start to finish solution for retailers. We have deployed over 20,000 new PCI compliant devices. We have also provided thousands of upgrades to TDES on retailer's existing installed bases. We can help from the sale of the device, to the install in the lane.

From our experience, we have learned that retailer's key decision criteria are as follows:

- **Secure, PCI Compliant Facility and Processes for Key Injection, Staging and Deployment** – Trimble operates a World Class PCI Compliant Facility in Plano, TX that can support large scale upgrades and deployments. Trimble goes way beyond just TG-3 Audits. We are registered as a Visa Interlink ESO (Encryption Service Organization) along with our PCI PIN Security Reviews. Trimble has the latest key loading devices that are FIPS 140-2, Level 3 Compliant. Our major customers have also made suggestions to add even more security to our facility with installed video surveillance.
- **VeriFone Premier Partner** – Allows retailers the ability to work with one provider to provide a seamless solution. If issues were to arise, Trimble can get the support needed to fix it.
- **Warranty** – Trimble can handle all the warranty flow through to VeriFone and manage a spare pool for advanced replacement. We will track hardware by serial number, load key/applications and provide custom reports as needed.
- **Getting it Right the First Time** – Who has time to deal with issues that should have been documented and performed during the rollout? Trimble has the people, processes and equipment to make a deployment a success.
- **Flexible to Meet Changing Demands** – Changes happen during a rollout, and Trimble is able to change as needed to support your requirements.
- **One Company to Manage the Entire Process** – No finger pointing! Trimble can take complete ownership of the project, allowing retailers to spend less time installing and more time taking advantage of the new capabilities.

- **Stable, Large Service Provider** – Trimble has the pockets of a billion dollar company, with the flexibility of a small, nimble provider.
- **Attention to Detail/Organization** – We understand all the steps required for PCI compliance, key injection and deployment processes.
- **Partner for the Long Term Offering Services Down the Road** – Trimble can provide more than just payment terminal support. We can also provide on-site maintenance and depot services for hand held computers, mobile printers, time clocks, scanner/scales and more! We want to earn more of your business in the future.
- **Key Eradication and Disposal of Old Terminals** – Trimble can offer complete risk aversion by removing the key on your current devices and providing complete, documented destruction.
- **Project Managers** - Trimble can offer project managers to support the deployment and installation process. Thus, saving time and money, while helping to get the job done right.
- **More than just Payment Terminals** – Trimble can offer on-site and depot level service for handheld computers, mobile printers, scanner/scales, time clocks and many other devices.

Trimble can be your one source for equipment, provisioning/deployment, key injection, application load, de-installation, key eradication, product disposition, installation, spare pool management and on-going services. With Trimble managing everything from start to finish, you will have one point of contact for all of your project needs, saving you time and money.