

An illustration for the EDGE Program. A large purple shield in the center contains the text "EDGE PROGRAM". Surrounding the shield are various icons: a mountain, a dollar sign with a percentage sign, a magnifying glass over a document with a dollar sign, a truck, a person with a clipboard, a person shaking hands, a person with a magnifying glass, and a person with a pallet jack. The background is light blue with abstract shapes.

KORE  
Payments

# Edge-compatible solutions that add value and are available right now.



SALID<sup>o</sup>



# What Edge is not.

- ✓ A surcharge.
- ✓ Cash discount — competitor definition.
- ✓ Cash discount — true definition.
- ✓ Kore offers something better...

This is what we are NOT.



**Moving away from “cash discount.”  
Edge is “cash discount” and more.**



**We will not let our  
competitors determine  
our direction.**

# Edge program.

Edge enables the merchant to set the retail price at an item level for each item (paying by card or paying by cash).

This is similar to how gas stations have two prices for gas depending on the payment method.

**All items have two prices.**







# Edge program.

Edge is built to support merchants in all 50 states and encourages them to follow the commerce and pricing laws in their specific state.

Edge also is designed to support true cash discount. The programming allows for the merchant to decide how they price their items in accordance with their state laws.

**Example:** New York State has established that if a business is going to charge two prices based on the form of payment, they must display both prices on that item (or on the shelf).

# Edge program. (Continued)



**4%**







**Merchant sets standard retail price to reflect a 4% increase to its prices for all items.**



**Sales/revenue are increased and sales tax is collected on that increase (depending on the abilities of supporting software).**

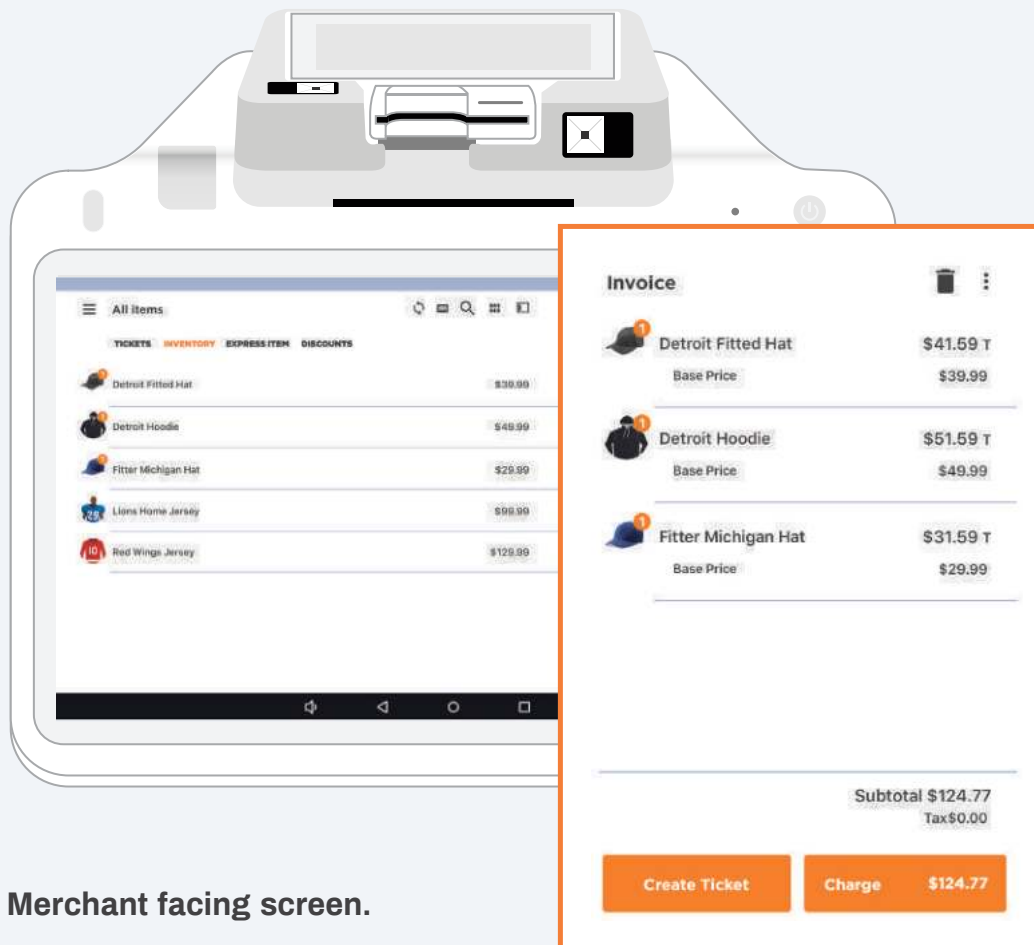
# Edge program. (Continued)

## Software programming requirements:

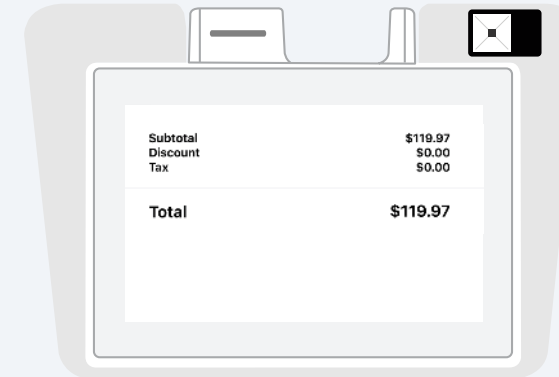
 <p>Whenever possible, both prices are displayed when the item is scanned or selected.</p>	 <p>When the payment tender is selected, the proper line item price and total appear. Sales tax would be calculated on that total.</p>
 <p>As you add items, it is adding those items to the transaction.</p>	 <p>The line-item price changes on the receipt based on the payment tender selected as well as the total.</p>
 <p>Ideally, there should be a “cash total” and an “other total.”</p>	 <p>Software that offers barcode generation will print the labels with both prices on them.</p>



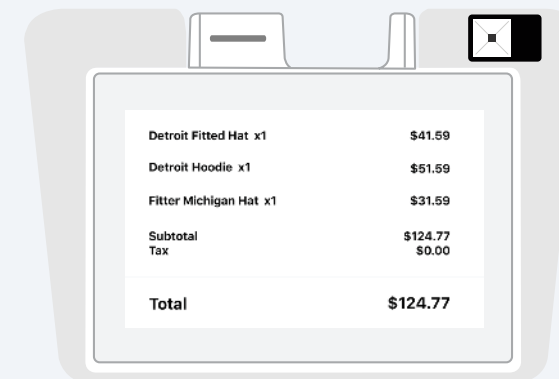
# Running Edge on Payanywhere.



Merchant facing screen.



Customer cash screen.



Customer credit screen.

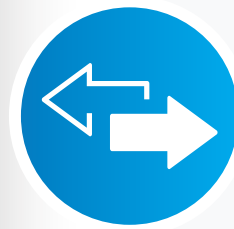
# Running Edge on Payanywhere.



Detroit Fitted Hat x1	\$39.99
Detroit Hoodie x1	\$49.99
Fitter Michigan Hat x1	\$29.99
<hr/>	
Subtotal	\$119.97
Tax	\$0.00
<hr/>	
<b>Total</b>	<b>\$119.97</b>

Cash Tendered	\$120.00
Change Due	\$0.03

**Cash receipt.**



Detroit Fitted Hat – Base Price x1	\$41.59
Detroit Hoodie – Base Price x1	\$51.59
Fitter Michigan Hat – Base Price x1	\$31.59
<hr/>	
Subtotal	\$124.77
Tax	\$0.00
<hr/>	
<b>Total</b>	<b>\$124.77</b>

**Credit receipt.**

# Simplified statements.

Simplified, 3-section statements for Edge merchants.

✓ No interchange or other percentages.

✓ Only three sections.

1 Deposit Detail Summary.

2 Details.

3 Billing Charges.

KOREPayments

Center Town Market

Merchant# 000003340144

Invoice# 0000-000003340144-00044441

Currency US Dollars (USD)

Merchant Statement

May 2020

Deposit Detail Summary

DESCRIPTION	# OF ITEMS	SALES	# OF ITEMS	OFFSET TO SALES	# OF ITEMS	NET SALES	RELEASE TO ACCOUNT
Merchant Deposit VISA	976	22,149.36	0	0.00	976	22,149.36	22,149.36
Merchant Deposit MC	647	14,733.53	0	0.00	647	14,733.53	14,733.53
Merchant Deposit Dis	32	922.16	0	0.00	32	922.16	922.16
Merchant Deposit AX	8	868.68	0	0.00	8	868.68	868.68
Fees Paid	0	0.00	0	(1,485.81)	0	(1,485.81)	(1,485.81)
Billing	0	0.00	0	(14.95)	0	(14.95)	(14.95)
Period Total:	1,663	38,673.73	0	(1,500.76)	1,663	37,172.97	37,172.97

Details

DATE	DESCRIPTION	# OF ITEMS	SALES	# OF ITEMS	OFFSET TO SALES	# OF ITEMS	NET SALES	RELEASE TO ACCOUNT
Accounting Period		1,663	38,673.73	0	(1,500.76)	1,663	37,172.97	37,172.97
Period Total:		1,663	38,673.73	0	(1,500.76)	1,663	37,172.97	37,172.97

Billing Detail (Charges)

Description	Count	Rate	Adjustments
Processor Fee - Premium Merchant Portal Access	1	14.9500	(14.95)
Total Charges			(14.95)

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# Retail merchant best practices.

## Using Payanywhere in Terminal mode.

When the daily report (manual batch only) has a total displayed on it that shows the amount that was collected that day on the price increases:



The merchant should take that amount and ring it into their cash register as misc. sales before closing out the day on the register.



The collected increases will then show as sales on the register “z tape” and can be accounted for properly.



# Equipment and partner software that can run Edge.

## Currently running Edge:



SALIDŌ



## In development to run Edge:



This is what we don't do.

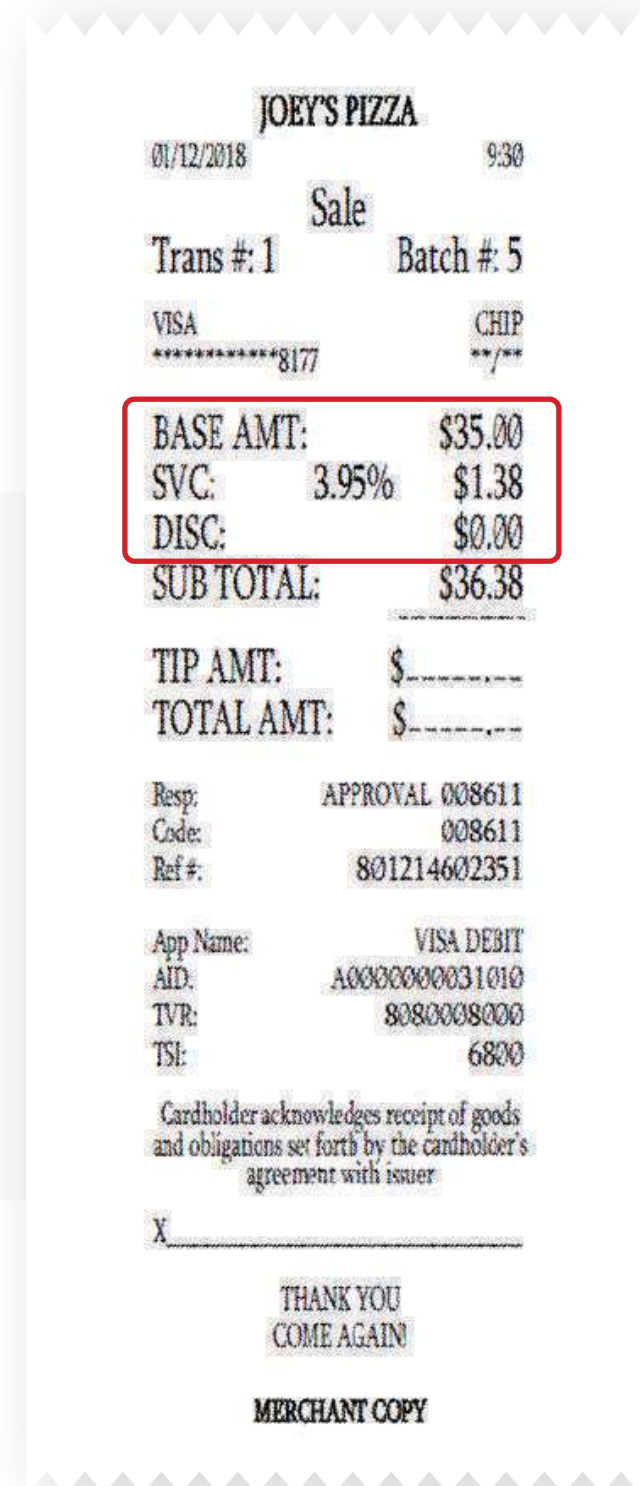




# Are you running a “cash discount” Program?

- ✓ Do you have a line item on your receipt that indicates a fee to the cardholder?
- ✓ Did your processor register you with the card brands to run a surcharge program?
- ✓ Do you offer a discount from the listed price when someone pays with cash?

Does your receipt look like this?



# Card brands are very clear on the rules.



## Mastercard's Statement – June 2019

## Visa's Statement — October 2018

“Models that encourage merchants to add a fee on top of the normal price of the items being purchased, then give an immediate discount of that fee at the register if the customer pays with cash or debit card, are NOT compliant with the Visa Rules and may subject the acquirer to non-compliance action.”

### 5.11 Prohibited Practices

An Acquirer must ensure that none of its Merchants engage in any of the prohibited practices set forth in this Rule.

#### 5.11.1 Discrimination

A Merchant must not engage in any acceptance practice that discriminates against or discourages the use of a Card in favor of any other acceptance brand.

NOTE: Modifications to this Rule appear in the "Asia/Pacific Region," "Europe Region," "United States Region," and "Additional U.S. Region and U.S. Territory Rules" chapters.

#### 5.11.2 Charges to Cardholders

A Merchant must not directly or indirectly require any Cardholder to pay a surcharge or any part of any Merchant discount or any contemporaneous finance charge in connection with a Transaction. A Merchant may provide a discount to its customers for cash payments. A Merchant is permitted to charge a fee (such as a bona fide commission, postage, expedited service or convenience fees, and the like) if the fee is imposed on all like transactions regardless of the form of payment used, or as the Corporation has expressly permitted in writing.

A Merchant must not directly or indirectly require any Cardholder to pay a surcharge or any part of any Merchant discount or any contemporaneous finance charge in connection with a Transaction. A Merchant may provide a discount to its customers for cash payments.

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Mastercard Rules • 25 June 2019

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Acquiring:  
5.11 Prohibited Practices

#### For purposes of this Rule:

1. A surcharge is any fee charged in connection with a Transaction that is not charged if another payment method is used.
2. The Merchant discount fee is any fee a Merchant pays to an Acquirer so that the Acquirer will acquire the Transactions of the Merchant.

#### For purposes of this Rule:

1. A surcharge is any fee charged in connection with a Transaction that is not charged if another payment method is used.

## Mastercard rules page 107 – December 2019

<https://www.mastercard.us/content/dam/mccom/global/documents/mastercard-rules.pdf>