

- Custom messages can be created to send with your online applications and online application links
- Equipment can be ordered online, and you can track its shipping status
- You can select the bank for your online application
- The latest interchange breakdowns are available from the Programs / Registration Documents page of the Library
- Our latest Merrick Bank/Westamerica Bank application is available with the new pin-based debit network fee modifications, so please download it today.
- New easier-to-read tabbed interface for accounts and applications pages.

Have you taken advantage of our **\$99 Hypercom T7Plus** program yet? Buy a brand-new T7Plus for only \$99! Order by phone or online.

And, of course, you can still provide your merchant with a **free** T7Plus through our free terminal program.

### Coming Up!

Signature Card Services is about to mark its **10th** year in business next year, and to celebrate, we'll be announcing some great new compensation programs! Stay tuned for more information!

# SIG ALERT

Signature Card Services' Sales Agent Newsletter

December, 2006

## Urgent Wireless News and Hypercom Hotel!

At the close of business on December 31, 2006 Motient Communications, Inc. will discontinue DataTac service in all coverage areas. This will affect all merchants using Motient wireless terminals including Lipman 2090, 3010, and 8000 series terminals, as well as LinkPoint 9000 and 9100 series terminals.

Consequently, we highly recommend that you urge your wireless merchants to migrate their current DataTac devices to an alternate network as soon as possible.

Signature Card Services is pleased to announce the addition of the Hypercom Hotel application to our supported solutions for the Hypercom T7Plus point-of-sale (POS) terminal. Previously, this app was available only on the T7 family of terminals; now the T7Plus has become our featured solution for this specific application. The T7Plus offers high performance and speed in a compact design. The major features and functionalities of the application have not changed much from the standard retail application,

allowing for a quick transition and little additional learning. One minor change is that some Hot Keys used on the T7P Retail, Restaurant, and Direct Marketing applications will be accessed as Functions on the T7Plus terminal. The enhanced Hypercom Hotel application will be available for download on January 8, 2006. If you have any questions, please call us or email [downloads@signaturecard.com](mailto:downloads@signaturecard.com).



## Great News! Insurance Elimination for Merrick Merchants!

Signature Card Services heard all your concerns and took them straight to the bank's doorstep. As a result, Merrick Bank has eliminated insurance costs for all low and moderate risk merchants. Exactly what does this mean? More money in your pocket! The elimination of this expense will add to your bottom line with our Revenue Share compensation program.

And even better: we're going to make it retroactive. In coming months your portfolios will be reviewed and any merchants who don't need to be insured under the new policy won't be! Some merchants may need to be re-downloaded, but you can feel confident that our recently expanded Deployment Department will make the process seamless for your merchants.

As always at Signature, if there's anything that we can do to make your life easier, let us know. Just like in this instance, we can make it happen!



## New Application Version 3.2 Ready For Use

In our last SigAlert we told you about the exciting new change FDR made regarding pin-based debit and the new ability to pass-through debit network fees directly to the merchant. Because of this new feature, we

have reduced the pin-based debit fee from a .36¢ minimum to a .10¢ minimum, for our FDR banks. The debit network fees will be charged directly through to the merchant. In order to support this new fee structure,

you must use version 3.2 of our application, which includes a check-box to indicate to the merchant that debit network fees will be charged directly to them. The app is available at [sigagents.com](http://sigagents.com).