



Worldpay allies with Unique Secure and Lenovo for new payment tech

Worldpay says it is helping bridge the gap between small and large retailers with the launch of a new digital till, developed in partnership with a number of retail tech industry players.

Payment processor Worldpay has teamed up with point of sale (PoS) tech and security company, Unique Secure, and hardware provider, Lenovo, to develop a new digital payment solution for small retailers and other SMEs.

The My Business Hub tool is being marketed as an all-in-one tablet based till that can speed up and simplify in-store payments. Operated by a detachable Android tablet, the equipment allows business owners to take payments anywhere on their shop-floor and to use the device for ordering stock online, checking emails and responding to customer enquiries.

Hub users will be able to view their cash and card transactions via a dashboard account, providing an opportunity to track performance, view sales trends and gain other insights. Once the hardware is set up, businesses must download the Business Hub mobile app to start processing transactions.



Worldpay says that My Business Hub is available on limited basis, but full roll-out is due this summer.

Dave Hobday, managing director of Worldpay UK, commented: "Great technology should not be the preserve of large companies." He also argued that the new offering from Worldpay will enable smaller firms to provide a more personalised service to customers, in order to help their businesses grow.

Independent payments consultant, Mark McMurtrie, told *Essential Retail* that the launch of the Worldpay product satisfies a growing demand that is seeing small retail merchants shift away from using ECRs "to more sophisticated EPoS systems that additionally have payments acceptance fully integrated".

The director of Payments Consultancy Ltd, added: "These new all-in-one tablet-based PoS solutions look sleek, offer great flexibility and improved customer service as well as critically delivering more powerful management information to the store owner.

"UK consumers now expect to be able to pay for goods and services by card everywhere (increasingly contactless) and so having separate unconnected devices is no longer acceptable. Tablet PoS systems are redefining the point of sale by improving usability, bringing new capabilities and lowering the price point. Soon they are expected to become the norm for merchants of all sizes."