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First Data.

## **First Data, Bank of America Merchant Services Unveil BlueSnap's Innovative Payments Platform for Businesses**



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NEW YORK--(BUSINESS WIRE)--First Data (NYSE:FDC), a global leader in commerce enabling technology, and Bank of America Merchant Services, a leader in payments, ecommerce and security solutions, announced today that Bank of America Merchant Services has integrated BlueSnap's All-in-one Payment Platform. Bank of America Merchant Services is the first live integration since First Data and BlueSnap announced a partnership to introduce BlueSnap's ecommerce solutions to First Data's ecosystem of distribution partners.

"Merchant acquirers today rely on ecommerce technology to help remove the roadblocks between their clients, the global marketplace, and consumers," said Guy Chiarello, President, First Data. "We are proud that our partnership with BlueSnap will give our joint venture and bank partners the payments solutions their clients need to connect with consumers around the world, expand their sales channels, and grow in today's digital, global economy."

BlueSnap's platform enables small and medium-sized businesses and Independent Software Vendors (ISV) alike to quickly facilitate ecommerce, without the complex integration of disparate applications such as shopping carts, e-wallets, payment types and fraud prevention. BlueSnap's single platform and services are uniquely suited for growing businesses, and with access to First Data's wide array of payment services, and Bank of America Merchant Services' distribution capabilities, First Data will be able to deliver BlueSnap's market-leading ecommerce technology solution to more clients that are eager to expand their businesses.

“Partnering with First Data and expanding to Bank of America Merchant Services’ significant distribution channel represents a tremendous step forward for BlueSnap and our All-in-one Payment Platform,” said Ralph Dangelmaier, CEO, BlueSnap. “With First Data’s scale and suite of payments solutions, and Bank of America’s global client base, we can now connect with and enable payments for millions of merchants and ISVs around the world with the most easy-to-use, adept, and scalable ecommerce solution available in the industry.”

Earlier this month, First Data and BlueSnap announced a partnership to combine the power of BlueSnap’s All-in-one Payment Platform with the vast ecosystem of global and local payments offered by First Data. As part of the agreement, First Data and BlueSnap are working together to introduce BlueSnap’s ecommerce services to First Data’s bank and distribution partners. First Data has already capitalized on the partnership with the integration of BlueSnap’s ecommerce solutions with Bank of America Merchant Services, its largest joint venture. First Data also serves as BlueSnap’s primary provider for acquiring, processing, and settlement of payment card transaction and related services.

“We are excited to integrate BlueSnap’s All-in-one Payment Platform with our robust set of payment solutions,” said Bank of America Merchant Services Chief Executive Officer Tim Tynan. “With our scale and strength, powered by First Data’s global processing infrastructure, and BlueSnap’s ecommerce capabilities, we’re delivering an exceptional experience for clients and helping them grow their businesses.”

The businesses that Bank of America Merchant Services works with can now benefit from BlueSnap’s All-in-one Payment Platform, which features:

- **One integration for a simplified payment stack that accelerates card-not-present commerce, including online and mobile checkout, subscriptions, invoices and virtual terminals**
- **One account providing acceptance of more than 110 payment types, 100 different currencies and 12 payout currencies**
- **Built-in fraud prevention and chargeback management**
- **One agreement with a robust suite of consolidated reporting**

Combined with First Data’s global scale and processing capability, BlueSnap’s innovative ecommerce payment platform provides Bank of America’s expansive client base with the ecommerce solutions necessary to get a competitive edge in the global marketplace.

### **About First Data**

First Data (NYSE: FDC) is a global leader in commerce-enabling technology, serving approximately 6 million business locations and 4,000 financial institutions in more than 100 countries around the world. The company’s 22,000 owner-associates are dedicated to helping companies, from start-ups to the world’s largest corporations, conduct commerce every day by securing and processing more than 3,000 transactions per second and \$2.4 trillion per year. For more information, visit [www.firstdata.com](http://www.firstdata.com) and follow us on Twitter at [@FirstData](https://twitter.com/FirstData).

### **About BlueSnap**

BlueSnap provides an All-in-one Payment Platform designed to increase sales and reduce costs for B2B and B2C businesses. Our Platform supports online and mobile sales, marketplaces, subscriptions, invoice payments and manual orders through a virtual terminal. With a single-integration to our Platform, businesses can accept any

payment with ease. The Platform includes access to 100 payment types, including popular e-wallets, built-in world-class fraud prevention to protect sales and detailed analytics to help businesses grow. Based in Waltham, MA, BlueSnap is backed by world-class private equity investors including Great Hill Partners and Parthenon Capital Partners. Learn more at <https://home.bluesnap.com/>.

## **About Bank of America Merchant Services**

Bank of America Merchant Services brings together market-leading payment, eCommerce and security solutions to help businesses optimize global digital commerce and improve their customer's purchase journey.

The company processes 16.6 billion transactions at more than 705,000 merchant locations throughout the U.S., Canada and Europe. Bank of America Merchant Services guides businesses from the Fortune 50 to neighborhood establishments through the evolving world of payments.<sup>1</sup>

To learn more, please visit <https://merch.bankofamerica.com/>

<sup>1</sup> Per the Nilson report, March 2018, Issue #1127 and Bank of America Merchant Services data, June 2018

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