NEXT Biometrics enters into supply agreement with POS terminal manufacturer Newland

May 16, 2019 | Stephen Mayhew

NEXT Biometrics has entered into a supply agreement with Fujian Newland Payment Technology. China-based Newland is a POS terminal manufacturer which, according to The Nilson Report, ranks second in the global point of sale sector.

According to the announcement,
the agreement will see a variety of NEXT Biometrics’ large-area fingerprint sensors integrated into a range of Newland’s POS terminals for worldwide sales. Volume and revenue details were not disclosed.

“Teaming up with the global number two POS vendor is the perfect basis to further grow our Government ID business on a global level within the next few years,” said Alain Faburel, NEXT Biometrics Chief Sales and Marketing Officer. “As announced at the beginning of 2019, we aim to grow our position in access control and Government ID as near-term revenue targets while taking all necessary steps for the mid-term smart card payment market hypergrowth to set in.”

“With millions of terminals deployed globally, highest quality, reliability and mass production capability are decisive factors,” added Mr. Shen, CTO of Newland. “We have evaluated several options and NEXT Biometrics’ excellent sensor technology and performance have won us over.”

Volume shipments of NEXT Biometrics’ fingerprint sensors to Newland is scheduled to start in Q3 this year and will take full effect in 2020.

NEXT fingerprint technology has recently been integrated into POS solutions from Basewin and MobiOcean.

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