

# EMV Point of Sale Upgrade

*Are You EMV-Ready?*



EMV-COMPLIANT MERCHANTS REPORTED A 54% ANNUAL DECREASE IN COUNTERFEIT CARD FRAUD.

You face a unique set of circumstances in the upgrade to EMV-enabled technology. **Our established infrastructure and nationwide Managed WorkForce®** allow us to develop a solution to fit your specific needs.

## Why move to EMV?

In October 2015, in-store counterfeit fraud liability shifted to whichever party has not yet adopted chip technology — either the card issuing financial institution, or the merchant. If you're not yet accepting EMV cards, you now have to absorb the cost of fraudulent charges, which can substantially impact your bottom line.

## EMV Upgrade Made Easy

Essential's unique combination of a seasoned project management division and an established, vetted team of technicians nationwide allows us to work directly with you to understand and accommodate your unique set of cost, quality and implementation requirements, formulate a strategy and develop an implementation plan that works for you.

### Complex Project Solution (CPS)

Based on the principles and standards of the Project Management Institute, the CPS team is a group of dedicated subject matter experts using specialized processes, procedures and tools to effectively manage EMV deployment projects, large or small.

### Managed WorkForce®

By leveraging our North American network of vetted Managed WorkForce field service technicians and forward stocking locations, Essential makes sure the parts and expertise are where they need to be, when they need to be there.

From planning and scheduling to installation, device exchange and destruction, Essential<sup>SM</sup> is uniquely qualified to handle every step of your EMV upgrade. We take the security of your equipment and data seriously, following PCI Compliance guidelines for secure handling and disposal.

## Capabilities

- » Managed WorkForce® — network of vetted technicians
- » Complete coverage in every zip code in the U.S., and parts of Canada
- » Network of 150+ forward stocking locations for logistics coordination
- » 24x7x365 Pennsylvania-based Technical Assistance Center (TAC)
- » PCI Compliant
- » Average 25,000+ service events per month with 95%+ SLA attainment

## Hear from Our Customer

*"Essential didn't just go through the motions... They took ownership, and that's really what we were looking for." — Total Wine & More*

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