

Spire Payments Global Expansion

Among POS terminal manufacturers, Spire Payments ranks 14th largest worldwide. However, it has one of the largest footprints among manufacturers, with



devices in 48 countries. Top markets are Spain, Portugal, France, Romania, and the U.K. The company, which distributes its hardware and software through system integrators and mobile payment gateway

providers as well as acquirers, plans to expand into Latin America, Southeast Asia, and the U.S.

in 2018. It is looking for local partners interested in its handheld, countertop, and/or unattended devices.

Spire Payments is owned by private equity firm Klein Partners, which is committed to supporting the expansion. Mexico, Argentina, Chile, and Colombia are the first markets identified for expansion into Latin America. Spire has already attained the certifications it needs. It believes Android-based

devices that provide point-of-sale services from the cloud are desired in these markets.

The company plans a joint venture for expansion into the U.S.

Spire has brought its first Android-based (5.1) tablet devices to market. The SPx3, shown here, is the premium tablet device. The merchant and consumer interface is a 11.6-inch capacitive touchscreen display, which is mounted on a rotating stand.

The SPx3 offers 2G, 3G, 4G, Wi-Fi, Bluetooth, USB OTG, and GPS (optional) connectivity. There is a built-in speaker and microphone and headset jack. There are 5-megapixel front and rear cameras with auto focus, as well as rear flash, barcode, and QR code readers.

Certifications include PCI, PTS, 5.x SRED, EMV Level 1 and 2, EMV L1 contactless PayPass, PayWave, ExpressPay, CE, TQM, and UKCC.

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