Leading fuel retailer rolls out 8,000 Android-based terminals in just nine months

Discover how one of APAC's biggest fuel retailers transformed their payment reliability, manageability and extensibility.

Business challenges

1. Changing consumer behavior: New payment methods required (APMs, QR and loyalty) as the fuel retailer could only process a limited number of payment methods, putting them at risk of falling behind changing consumer habits and limiting the scope for innovation.

2. Modernizing payments infrastructure: Payment assets had reached end of life, concurrent with technology cloud migration and 3G network shutdowns.

Modern technology – IPT and OPTs

Latest, Android-based terminals: TNS rolled out 2,000+ indoor payment terminals (IPTs) and 6,000+ outdoor payment terminals (OPTs) across the fuel network.

Best-in-class hardware: TNS designed and produced OPT retrofit kits for the retailer's various pump models, each featuring a full-color touchscreen driving customer engagement with targeted promotions and advertising.

Increased revenue from multimedia advertising: OPTs were integrated with a multimedia advertising digital platform, so the retailer could push their own adverts or sell the space to others. Making the most of their forecourt real estate.

Increased resilience, redundancy and security

Higher uptime and improved security: Using TNS' full suite of payments products and services, the retailer now benefits from higher uptime due to fewer points of failure. The retailer increased network uptime through TNS' PCI DSS certified network and is the first in the market to benefit from an improved security posture via P2PE (point-to-point encryption).

Lower costs: The end-to-end payment transformation from TNS is built on a seamless, integrated solution featuring an open-source Android terminal platform provided at competitive pricing.

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Faster installation and updates: TNS refined the physical terminal replacement process down to 20 minutes and further increased efficiencies with zero-touch remote software updates. Additionally, the retailer saves time and cost on IPT d0tdaeuk0tdaeuk0tdaeC00032.1T1.7antTj7TT0 1 Tfund **frcerpr 3s oi0A0006no11 fA0003**

Complete Commerce: A full-stack payment and network capability delivered as a managed service.

Accept payments: Allow customers to choose their preferred way to pay, online or in-person with TNS' range of POS terminals – unattended, at the pump or in-store

Connect anytime: Securely connect payment devices, sites or cloud environments via its range of managed connectivity services to any destination with a secure PCI DSS certified and carrier-agnostic global network

Orchestrate transactions: Process and route any transaction, to any payment provider, globally, via its cloud-native payment platform

Talk to us about your custom solution