



# AS WE EMERGE TO A CHANGING WORLD....

**Hemisphere West Europe**  
PAYMENT SPECIALISTS

## WE NEED YOUR HELP!

Many manufacturers have increased production lead times due to Covid impacting manufacturing and component shortages. In some cases citing as long as 6 months from the point of placing our order.

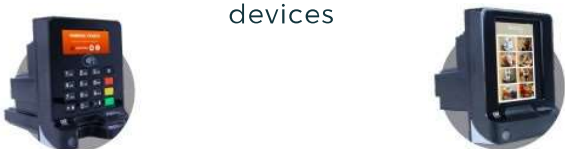
Early planning and forecasting have never been so key to ensure smooth and uninterrupted supply of our products - Our advice is to order your known pipeline as soon as you can.

## A GLIMSE AT THE FUTURE

Pin Transaction Security (PTS) Version 6 devices



Pin Transaction Security (PTS) Version 5 devices



## OUR TEAM EXPANDS AND MOVES WITH THE DEMANDS

Some great changes have come to our UK team since the easing of lockdown and we have 2 new members of staff and a promotion.

- Welcome to Martin Crompton our new Head of Business Development. Martin joins us from his previous role as Global Head of Projects at NMI. Martin has extensive industry experience and had been with NMI for over 7 years, a true asset to join our company.
- Welcome to James Blake our new Operations Support. James joins HWE from college where he achieved A Levels in business, finance and sports science. James will be rotating around the business as our future payment expert in the making.
- Congratulations to John Blake our new Head of Sales. John joined HWE circa 5 years ago and has been key in achieving our objectives. John's new role will help shape and expand our business for the future.

We are very much back to business and have continued to invest in our products stocking positions, to support your projects and requirements. Tradeshows are back and we will be exhibiting again. Our current plans are to start the new year with the Retail Technology Show at the Olympia in London, we hope to see you there.



## NEW PARTNERS AND PRODUCT DISTRIBUTION IN PLACE



**THALES**  
Building a future we can all trust



**MIURA**  
SYSTEMS



**PAX**



**worldpay**  
from FIS

- HWE are pleased to announce our distribution partnership with Thales for their identity and passport readers.
- With the requirement of capturing identity becoming more normal we can see a shift in knowing your customers and for travel. Devices are available from our UK warehouse.
- We are also pleased to announce our partnership with Miura for their PED devices. Products include Miura M010, M020, M021 and soon M022 and M023.
- Products are certified for deployment with a number of payment gateways, some offering PCI P2PE as an option.
- Lastly but by no means least HWE are a distributor for the full PAX range. This includes the A920 device and unattended IM30 devices. Again supported through multiple payment gateways.
- Solutions also include direct connection to the payment acquirer removing the payment gateway requirement.
- We are now a referral partner for Worldpay acquiring Merchant Services.
- If you would like to start and set up a Worldpay MID we can help.

## LET'S MEET AND TALK!

At Hemisphere West Europe Limited, we provide more than just payment solutions. We offer unbiased advice on attended and unattended payment products. With over 15 years' experience in the payment industry our knowledge in the multiple verticals is key to our success.

Our integrity is fundamental to our business and the team at HWE are committed to doing the right thing for the right reasons. We pride ourselves on constantly improving our service and understanding within the ever-evolving world of payment, so knowing what is needed and wanted by our customers and partners is paramount.



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