



The world's leading prepaid & foreign exchange point of sales systems provider

Stanton Consultancy Limited News Bulletin

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Issue 3: June 2010

Welcome to our third newsletter. Read on to find out about new business deals, press coverage and our visit to Brussels for Prepaid Expo Europe 2010 (page 2).

UltraPoS Crosses the Channel

Kanoo Travel, a franchise partner of American Express Travel Services, has selected UltraPoS to manage their foreign exchange service.

In addition to foreign currency, Kanoo Travel will also manage other products through UltraPoS such as phone cards, Western Union and the London congestion charge.

UltraPoS will be launched in all of their UK outlets at the beginning of June and will be rolled out across their French branches shortly after.

100+ LinkedIn Members



Our LinkedIn group has been up and running for 12 months and on our one year anniversary we are pleased to note our members list has exceeded the 100 mark. If you would like to be the first to get all the latest news, learn about new developments and join discussions, please [click here](#).



New Travel Money Card Launch

Channel Islands Co-operative Society Limited, based in Jersey, made history this month by launching the first open loop travel money card on the Channel Islands.

The addition of prepaid functionality to their version of UltraPoS means they can sell both foreign currency and their new, own branded, travel money cards through the same system. The new Travelmaker cards are available in Euros, US Dollars and Sterling.

For further information about this functionality please contact enquiries@scluk.com.

Barrhead Travel Latest USBE Recruit

Leading Scottish travel agency, Barrhead Travel, are the latest company to choose UltraPoS Small Business Edition to manage their foreign exchange service. [Click here](#) for further information about this new relationship.

Mobile UltraPoS Launched in Europe



The mobile version of UltraPoS made its debut at this year's Prepaid Expo Europe 2010. The Demonstration of the sale of a prepaid card via a mobile phone and portable printer proved to be the key attraction in the exhibiting area. For more information [click here](#) or contact enquiries@scluk.com

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Prepaid Expo Europe 2010 was IIR's first European Prepaid Expo event. It took place between 10-12 May in the Hilton Conrad Hotel, Brussels. We were involved in planning the agenda and were looking forward to seeing who we would meet and what we would learn.



Day 1: Pre-conference Workshops

We were delighted to have Jeff Adams, National Director for Customer Service Training and Quality, Westfield LLC and Nikki Evans, Founder and Managing Director of PerfectCard co-hosting our workshop with our Sales Director, Pat Roe.

Entitled 'Educating and Training Your Sales Force To Sell Prepaid Products', the workshop looked at the key education and training issues faced when rolling out prepaid programmes.



Day 2: Case Study

We presented 'The Anatomy of a Successful Prepaid Programme' with TUI Travel PLC's Financial Services Director, Jeremy Osborne. The presentation examined TUI's First Choice and Thomson branded travel money cards programme from its inception last May to the anniversary of its successful first 12 months.



Day 3: Final Day

We attended an interesting session hosted by the Prepaid International Forum Chairman, Chris Reddish. The discussion focussed on the currency card sector and its current growth. Ray was called upon to share some of SCL's experience in this sector with the audience.

