

April is upon us, which means it is once again time to address pricing adjustments as mandated by the credit and debit card brands. These mandated adjustments are the ideal time for us to re-evaluate our own pricing structures to ensure that we remain competitive within our industry while helping you to remain as profitable as possible.

Discover has introduced new prepaid rates for the four interchange programs:

- Supermarkets/warehouse clubs
- Retail
- Restaurants
- Card-not-present/ecommerce key entry

MasterCard initiatives include:

- Launching a card-not-present virtual product, the MasterCard Commercial Payments Account Product
- Combining the rate structure for Corporate, Purchasing and Fleet into one Large Market rate structure.

North American Bancard (excluding Phone Swipe Tablet, Option B/Pay-As-You-Go)

Our ultimate objective is to meet mutual margin goals that align our portfolio with the end numbers listed below. Although there may be exceptions, most merchants who fall within the below date ranges will see the following updates:

ASSESSMENTS			
Board Date	Current	Change	New Rate
10/1/13 - 03/01/14	11bps	8bps	19bps
7/01/13 - 10/01/13	11bps	8bps	19bps
< 07/01/13	16bps	3bps	19bps

Board Date	Current	Change	New Rate
10/1/13 - 03/01/14	0.028	0.026	0.0468
7/01/13 - 10/01/13	0.028	0.026	0.0468
< 07/01/13	0.0368	0.01	0.0468

VISA - NABU			
Board Date	Current	Change	New Rate
10/1/13 - 03/01/14	0.0218	0.026	0.0478
7/01/13 - 10/01/13	0.0218	0.026	0.0478
< 07/01/13	0.0378	0.01	0.0478

DISCOVER/PAYPAL - NABU			
Board Date	Current	Change	New Rate
10/1/13 - 03/01/14	0.0185	0.026	0.0445
7/01/13 - 10/01/13	0.0185	0.026	0.0445
< 07/01/13	0.0345	0.01	0.0445

Merchants boarded after October 2013 will also see the following increases:

- Merchants on tiered pricing will be moved to the pre-Durbin surcharge table. Pre-Durbin tiered pricing merchants will see no change in their surcharge rates.
- Merchants priced on interchange plus who are currently set-up to accept debit cards will be assessed the same basis points above interchange on their PIN debit volume as they currently are on their credit volume.
- Merchants on the Omaha or Stratus platforms who are currently set-up to accept debit cards will see a transaction fee increase of twenty basis points in profitability.
- First Data North merchants on tiered pricing will be assessed thirty eight basis points on their PIN debit volume.