

► The Five Stages of PA-DSS Compliance Grief FOR SOFTWARE PROVIDERS

Stage 1: Shock and Denial

“PA-DSS compliance
doesn’t apply to me.”

Stage 2: Anger

“Why is this
my problem?”

Stage 3: Detachment

“Compliance is
overwhelming. I
don’t even know
where to begin.”

Stage 4: Bargaining

“How can I
keep compliance
expenses as low
as possible?”

Stage 5: Acceptance

“Now that I
understand what’s
required, I need to
get started.”

PA-DSS Compliance is Confusing, Especially for Independent Software Vendors (ISVs).

The fact is, all software providers must meet PA-DSS requirements for their customers to comply with the mandated Payment Card Industry Data Security Standard (PCI DSS). As of October 1, 2008, acquiring financial institutions cannot approve merchants for processing that are using non-compliant software. ISVs with software that doesn’t meet PA-DSS (PABP) compliance requirements are beginning to lose customers as a result.

Element Payment Services is focused exclusively on helping ISVs navigate through the requirements of PA-DSS compliance. Our expert solutions greatly simplify PA-DSS validation, or remove the cost and burden of compliance entirely. Through our Compliance Relief Program, Element will cover part, if not all, of PA-DSS assessment expenses for qualified software providers. Alternatively, for those who prefer to eliminate the need for compliance, Element’s Hosted Payments Solution removes ISVs from the scope of PA-DSS, while still enabling a fully integrated payment solution.

Get Answers to All of Your PA-DSS Compliance Questions from a **Secure Payment Provider**

Visit our new *PA-DSS Compliance Guide for ISVs* at: www.elementps.com/padsscomplianceisv for the facts on PA-DSS compliance and how it impacts your business.

Element can help you achieve compliance, keep up with the changing mandates and offset the expense while offering your customers the most secure processing solutions available.

Contact us today at **1.866.435.3636 x764**



Interface to Security