

People You Need to Know to GET CONNECTED

RSPA grows its Canadian community

On Wednesday, May 3, 2017, RSPA returned to Toronto, Ontario, for its first Canadian Community networking event of 2017. The event was held to coincide with the dates of SIAL Canada, the country's largest food service tradeshow and conference. With the support of 11 Canadian Community Sponsors, RSPA was able to secure the prominent Hockey Hall of Fame to host the event.

Save the Date!

The next community event will take place at RetailNOW 2017, on Wednesday, August 9. Any registered attendee of RetailNOW is invited to join us at the Paris Hotel in Las Vegas, Nevada. A special thank you to our Canadian Community Sponsors — these supporters continue to be one of the driving forces behind the success of this community. If you have any questions about the event, RSPA Canadian Community or sponsorship opportunities, please contact Membership@GoRSPA.org or visit www.GoRSPA.org/Canada.

CONNECTING CANADIAN MEMBERS ACROSS THE POS ECOSYSTEM

There were over 100 attendees, including members of the Canadian Committee, the committee chair, Justine Terlon Bohonis, and Paul Leduc, who serves on the RSPA Board of Directors.

The gathering included a healthy mix of resellers, distributors, software developers, hardware manufacturers and payment companies — another great representation of the POS ecosystem and RSPA membership.

They were able to take in the history of hockey along with some casual networking. They also had an opportunity to stop by and visit the event sponsor table and check out some of the industry's newest solutions and services.

PROVIDING IMPORTANT INSIGHTS INTO CHANGES AFFECTING THE INDUSTRY

Rick Allen provided the community with insight and recommendations on card brand security programs and Qualified Integrator Reseller (QIR). The presentation highlighted key areas that VARs and solution providers need to know about QIR certification and benefits. The key takeaway from Rick's presentation is that "not all solutions apply to QIR installation, however, with more advanced Omni channel

solutions, QIR provides security safeguards that clients and prospects need to make better payment product decisions and mitigate liability risk in the event of a security breach. QIR installation services can help VARs and solution providers gain additional revenue and expand professional services."

Rick emphasized that knowing how to secure remote access and use secure implementation guides from payment products are QIR tools of the trade.

As the POS and retail technology industry grows, the need for an association like RSPA grows too. With education, industry access, advocacy and business support, RSPA offers all companies in the POS ecosystem a trusted resource and connection point in a fast-moving and advancing industry.

If your company is located or does business in Canada, consider joining the Canadian Community. The live events continue to help keep members of the Canadian Community engaged with RSPA and continue to help grow the association's presence in Canada. Through these events, new companies have been added to RSPA, but doors have been opened for individuals within current member companies who work primarily in Canada. **C**



By Stephen Gift,
RSPA Member Services

