

## *Exercise 3*

# M-Payment Solutions

**Mobile Business II (SS 2023)**

**Dr. Ahad Niknia,**

Chair of Mobile Business & Multilateral Security  
Goethe University Frankfurt a. M.

- Exercise 1:

The Secure Element can be found either embedded into the mobile phone's hardware, or in a SIM/UICC card or in an mSD card.

In Lecture 6, we mentioned the advantages and disadvantages of the SIM-based Secure Element. Briefly discuss the advantages and disadvantages of embedded Secure Element and mSD-based Secure Element. (L6-p.47)

	<b>Advantages</b>	<b>Disadvantages</b>
<b>Embedded Secure Element (eSE)</b>	+ Security higher than for the other types of SE	- Not transferable to other devices - Communication protocols between the NFC controller and the eSE are proprietary, not standardized.
<b>mSD-based Secure Element (or NanoSD)</b>	+ Transferable: can be inserted in any device that supports NFC and has a memory capacity + Compatible with most standards and interfaces for smartcards	- Not widespread, as the communication protocols are not standardized. - No single deal: Separate SIM- space rental rates need to be negotiated with each mobile operator.

- Exercise 2:

In Lecture 7, Slide no. 15, we list several mobile payment consortia. Choose five examples from the list and explain why did they fail or why did they become and/or remain successful, depending on your choices.

Any mobile payment scheme involving an **exclusive link to the operator would face serious challenges** in attracting merchants, since the absence of a national (or multinational) standard could lead to a situation where each operator is pursuing an own solution.

Most commonly, such alliances will be **between operators and the financial services industry.**

- **EMPS**, Finland (Nokia, Nordea, Visa International)
- **M-Pesa**, Kenia (Safaricom, Vodafone)
- **MobilMat**, Italy (Wind TLC, Banca Sella)
- **Mobipay**, Spain\_(Telefonica, Vodafone, Amena, BBVA, BSCH, Sermepa, Sistema 4B, Euro 6000) - till 2009
- **Moxmo**, Netherlands (since beginning of 2002), Germany (since end of 2003), both till 2004
- **mpass**, Germany (Vodafone, O<sub>2</sub>) [closed down 2016-10-01]
- **NFC Forum**, U.S. (NXP, Semiconductors, Sony, Nokia), Since 2004
- **Obopay**, U.S. and India (Nokia and other investors)
- **Omnipay**, Italy (Omnitel, Visa International, BankAmericard)
- **Orange Mobile Payment**, Denmark (Orange Denmark, PBS, Gemplus)
- **Paiement CB Sur Mobile**, France (Orange France, CB, SFR)
- **Paybox**, Europe (Deutsche Bank, Debitel – till 2002)
- **Simpay** (T-Mobile, Telefónica, Vodafone, Orange, O<sub>2</sub>, TIM, Debitel), till 2005

# Different Drivers for M-Payment

	Banks/ card networks	Mobile operators	Online payment providers	Retailers
Cash replacement	✓		✓	✓
Speedier transactions				✓
Customer retention	✓	✓		✓
Promoting own payment service	✓	✓	✓	✓
Extending reach to physical world		✓	✓	
Reducing capex/opex	✓			✓
Seeking extra revenue stream(s)	✓	✓	✓	
P2P payments	✓	✓	✓	

- Consortia like Mobipay, EMPS, Omnipay, or Moxmo, which are not on the market anymore, might have failed because of the developing new technologies or because the solutions they proposed were 'ahead of their times'.
- The emergence of the smartphone market might have also influenced the decline in user acceptance or usage of the services provided by the above mentioned consortia
- Consortia like Obopay or M-Pesa are very popular in societies largely based on cash, in countries such as Kenya, Tanzania, or Senegal.
- The services provided by these consortia offer people access to formal financial systems and allow them to perform financial transactions in locations where there are no bank branches.



- Exercise 3:

We saw in Lecture 7 that there are several types of mobile payment infrastructures, depending on the party that processes the transaction.

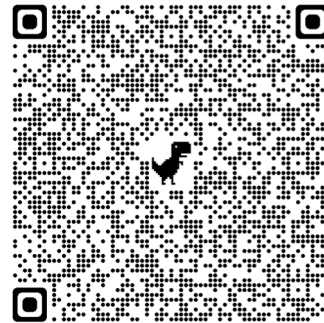
- a) In your opinion, in which infrastructure does the party, which processes the transaction, collect more data and in which infrastructure does it make more profit?
- b) Mention some advantages and disadvantages of each of the infrastructures. (for the individual)

- In general, the banks and the payment providers are the parties considered to collect more data about a user. However, in some cases, the merchants are also responsible for building exhaustive dossiers detailing the users buying behavior.
- The banks and the payment providers could also be considered as the parties that make more profit, as their customer base is in general larger than that of the other parties. However, both the merchants and the payment providers (can) sell their user data to other third parties, called data aggregators, increasing this way their profits.

- Different infrastructures exist:
  - Network operator
  - Payment provider
  - Bank-Server Wallet
  - Bank-Handset Wallet
  - Payment Intermediary

	<b>Advantages</b>	<b>Disadvantages</b>
<b>Network operator</b>		
<b>Payment provider</b>		
<b>Bank-Server Wallet</b>		
<b>Bank-Handset Wallet</b>		

	<b>Advantages</b>	<b>Disadvantages</b>
<b>Network operator</b>	+ The merchant does not learn the user identity.	- The network operator learns the user location.
<b>Payment provider</b>	+ Convenience and ease of payment process, from the user perspective.	- The payment provider learns as much data as the bank. - High bandwidth communication
<b>Bank-Server Wallet</b>	+ Convenience and ease of payment process, from the user's perspective	- The merchant learns almost the same amount of information about the user as the bank.
<b>Bank-Handset Wallet</b>	+ Convenience and ease of payment process, from the user's perspective + Low bandwidth communication	- The merchant learns almost the same amount of information about the user as the bank.



- Exercise 4:

Studentenwerk Frankfurt allows to pay with a mobile payment system called Blue Code (see <https://www.swffm.de/en/studentenwerk/press/detail/schnell-und-sicher-per-smartphone-in-der-mensa-zahlen-studentenwerk-frankfurt-am-main-frankfurter-sparkasse-und-nassauische-sparkasse-naspa-starten-mit-blue-code>).

- a) Did you use it?
- If yes to (a), explain your experiences with this system and whether you would use it in future and for what?
- If no to (a), explain why you did not use the system and whether and why or under which circumstances you would consider using it?

There is no unique correct answer to this exercise. The responses are purely subjective and for this reason we do not give a sample solution. However, a ‘good’ answer should at least mention some factors that affect the acceptance of mobile payment services, such as perceived usefulness, ease of use, credibility, or additional financial costs.

- Volunteer...?
  - Yes
  - No