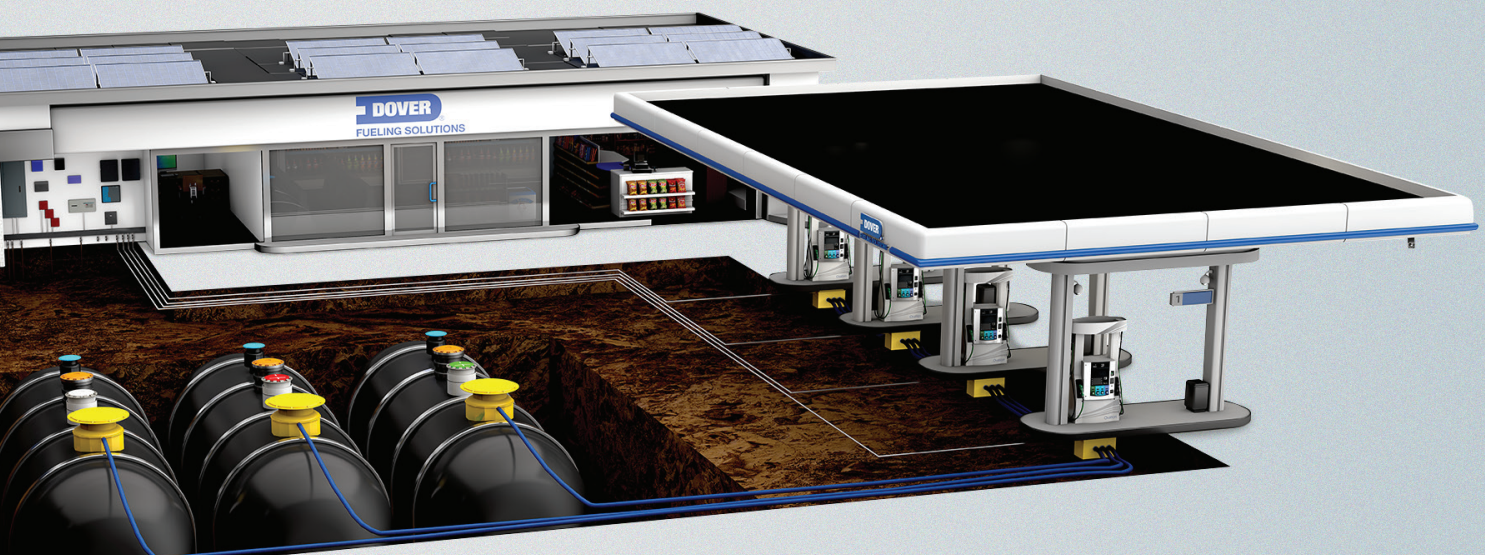


PLANNING FOR CONVERSION

# Steps to enabling EMV®





# A phased approach

From assessing your current system and identifying your needs to implementing the necessary products and software, converting to EMV® takes time. In addition, factors beyond your control—such as the certification level of your point-of-sale (POS) vendor or backlogs caused by the limited availability of qualified technicians—may also impact your time frame. That's why it's so important to start the process early to make sure your station is up and running before the shift occurring in April 2021.

The required components for a successful EMV conversion are:

1. EMV-ready dispenser hardware
2. POS and dispenser EMV software
3. Broadband Internet across the site (e.g., wired or wireless TCP/IP connectivity between dispensers and the POS)
4. L3 Certified, EMV-ready POS

The following pages provide more detail about the process and outline three possible scenarios for deployment.



# Getting Started

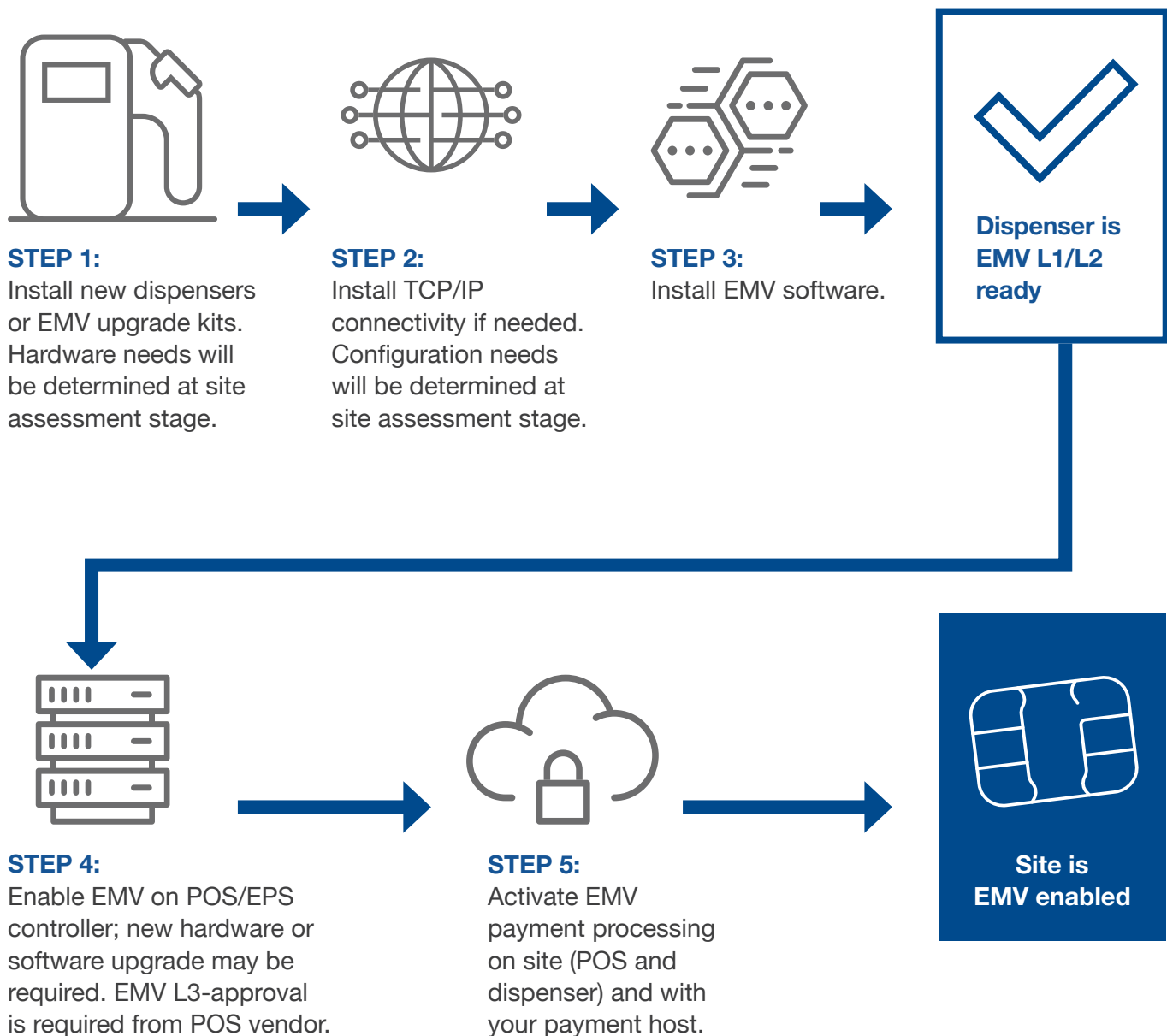
To enable EMV payments, your fuel dispensers need to be EMV-ready. Newer dispensers—including Wayne Fueling Systems (Wayne) dispensers manufactured by Dover Fueling Solutions (DFS)—may already have the necessary hardware and may require only a minor update. Older dispensers (including those made by other manufacturers) could require a more substantial upgrade using an EMV kit or a replacement of the entire unit. Additionally, software and other networking capabilities will possibly need adjustments or upgrades to accommodate current advancements in connectivity, security, bandwidth, and speed to support EMV transactions. This is also the time to consider which additional capabilities you'd like to have, like contactless payments or media, so you can design your optimal system.

The best way to start the EMV conversion process is to conduct a site assessment. This will provide a complete picture of the current site and help determine any necessary upgrades, additions, and wiring or connectivity enhancements. Site owners can conduct their own initial site assessment before working with their distributor. Our site evaluation guide contains a starter worksheet along with a more detailed description of the site assessment process.

Even if the funds for total EMV conversion have not yet been secured, starting the planning process well in advance of the April 2021 deadline will help ensure the new payment system will be enabled in time. **Getting a plan in place, even if purchases are not finalized, will help establish a site's priority status, helping them bypass the anticipated backlog due to a shortage of installation technicians.**

# Steps to enable EMV

There are many paths to enabling EMV payments. The most efficient and effective plan can be determined by conducting a site assessment. Any plan will need to consider these steps:



# Deployment models

Depending on scheduling, installation needs, and L3 readiness of a site's POS vendor, EMV can be enabled with either one or two technician visits. Each deployment model offers advantages and disadvantages, and should be considered carefully to minimize site disruption and ensure successful activation.

## DUAL TRIP



### Trip 1:

EMV hardware is deployed with only mag-stripe processing enabled.\*



### Trip 2:

Dispenser and POS software is upgraded and activated for EMV payment processing. Initial EMV transactions are monitored on site.



**Site is EMV enabled**

### ADVANTAGES:

- Initial EMV transactions are validated with technician on-site.

### DISADVANTAGES:

- Increases scheduling and logistical issues.

## SINGLE TRIP



### Trip 1:

EMV hardware is deployed with only mag-stripe processing enabled.\* Dispenser and POS software is upgraded, but not activated, for EMV payment processing.



**Post L3 certification:** POS activated and initial transactions are monitored remotely.



**Site is EMV enabled**

### ADVANTAGES:

- Minimizes site disruption.

### DISADVANTAGES:

- Increases synchronization challenges between DFS, POS vendor and payment host.

## SINGLE TRIP



### Trip 1:

EMV hardware is deployed. Dispenser and POS software are upgraded and activated for EMV payment processing.



**Site is EMV enabled**

### ADVANTAGES:

- Initial EMV transactions are validated with technician on-site.

### DISADVANTAGES:

- Increases synchronization challenges between DFS, POS vendor and payment host.
- Scheduling and logistical issues.

\* Check with your POS vendor if they support EMV mag-stripe-only mode.

# We're in your corner.

Visit [\*\*www.doverfuelingsolutions.com/EMV\*\*](http://www.doverfuelingsolutions.com/EMV) for resources to help plan and implement your transition to EMV.

