



FOR IMMEDIATE RELEASE

## **EchoSat Acquires SmartLink Division of Heartland Payment Systems**

*The combination will provide payments security, managed firewall and network solutions to more than 21,000 merchant locations across North America*

**LEXINGTON, KY (January 4, 2016)** – EchoSat, Inc., a leading provider of payments security, managed firewall and network solutions, announced today that it has acquired the SmartLink™ division of Heartland Payment Systems (NYSE: HPY), one of the nation's largest payment processors. With the addition of Heartland SmartLink's Secure Payment Gateway (SPG) and managed network services, EchoSat will serve more than 21,000 merchant locations in the petroleum/convenience store, quick service restaurant and supermarket industries.

EchoSat also announced it has entered into a channel partner agreement, whereby Heartland's national network of sales professionals will continue to promote the EchoSat SPG, PaySafe SPG, SmartLink Platinum and managed network services solutions to merchants in new and existing channels.

EchoSat operates a high-speed, redundant SPG network that allows merchants and businesses of all types to transmit vital payments data securely on any broadband connection accessed via digital subscriber line (DSL), cable, wireless or satellite. EchoSat also offers PaySafe SPG, a managed firewall solution that provides network segmentation, security and redundancy for payments data while protecting Internet Protocol (IP)-based point-of-sale systems from external and internal breach. Critical payments traffic is isolated to EchoSat's SPG network and backed up with high-speed cellular connections from each retail location.

"EchoSat has provided the core of the Heartland SmartLink secure payments solution since its inception in 2010. Heartland has always been at the forefront of payments security, and we look forward to assisting them in continuing to deliver innovative security and redundancy options to their merchants and retailers through our SPG and PaySafe SPG products," said Mark Carl, CEO of EchoSat.

"We are excited about acquiring the SmartLink division of Heartland and the increased scale this transaction adds to EchoSat. However, we are most excited about our new partnership with Heartland and their proven ability to successfully sell and help expand our managed firewall and network solutions," added Tom Wimsett, Chairman of EchoSat and a 30-year veteran of the payments industry.

"EchoSat has provided us reliable products and outstanding service," Michael Lawler, president of strategic markets group, Heartland. "We look forward to continuing our collaboration with EchoSat to provide secure, reliable, managed firewall and network solutions to those entrepreneurs that we respectfully serve."

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### **About EchoSat, Inc.**

Founded in 1973, EchoSat, Inc. provides payments security, managed firewall and network solutions for retail outlets in many vertical markets, as well as managed network and firewall services to protect point-of-sale systems from security breaches. EchoSat is a Level 1 compliant PCI-DSS Service Provider and has developed a powerful set of PCI-DSS compliant data security and network control systems designed to ensure critical data is protected and reliably delivered. These products are geographically redundant to maximize availability. EchoSat currently facilitates more than 120 million electronic payment transactions per month at retail sites across North America.

## About Heartland

[Heartland Payment Systems](#), Inc. (NYSE: HPY), one of the largest payment processors in the United States, delivers credit/debit/prepaid card processing and security technology through Heartland Secure™ and its comprehensive Heartland breach warranty. Heartland also offers point of sale, mobile commerce, e-commerce, marketing solutions, payroll solutions, and related business solutions and services to more than 300,000 business and educational locations nationwide.

A FORTUNE 1000 company, Heartland is the founding supporter of the [Merchant Bill of Rights](#), a public advocacy initiative that educates merchants about fair credit and debit card processing practices. Heartland also established the [Sales Professional Bill of Rights](#) to advocate for the rights of sales professionals everywhere.

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