

Merchant Data Systems Completes Another Acquisition.

Merchant Data Systems Holdings, a leading provider of payment solutions announces the acquisition of Delray Beach, FL-based ISO Merchant Services and the formation of a new Joint Venture - Merchant Data Systems of the Palm Beaches.

Miami Beach, FL ([PRWEB](#)) February 1, 2010 -- MDS has been acquiring merchants and merchant portfolios since 1997. Industry veterans at Merchant Data Systems created MDS Holdings for the express purpose of enabling ISO owners to enjoy the cash flow benefits of selling while remaining in the business and focused on sales growth. This particular acquisition demonstrates the ability for small business owners to take money off the table and still stay in the game states Drew Freeman, President of Merchant Data Systems. Freeman further states, "Merchant Data Systems' thirteen-year track record of recurring revenue growth enabled our ability to acquire other businesses. Acquiring key industry personnel and building new product sets positioned us for creation of a unique business model enabling ISO owners to support their agents with same day credit approvals, MIDs, TIDs and personalized ISO, Agent and Merchant Support. Proprietary residual software, a robust payments product suite and a unique structure allow ISO's to determine their cash needs up-front and as well as equity participation in a new joint venture. We've found the equity model to be quite appealing in the marketplace."

Commenting on the decision to partner with Merchant Data Systems, Harvey Loewenstein, President and Co-Founder of ISO Merchant Services states, "This is a different model than what we've seen shopped around. We have found a partner who understands all facets of our business and can help us better service our Agents with new and improved services while keeping us empowered. As a former Retail ISO, we see great value in "going direct" with Merchant Data Systems. In addition to the freedom, proprietary excellence and control enabled through MDS' wholesale structure, the cash infusion, integrity and partnering principles embodied by Merchant Data Systems create a value proposition that is hard to beat. We've immediately placed accounts we could not have signed otherwise as our agents can now close sales opportunities that they previously had to pass on....and we also have some exciting new merchant offerings we will shortly be bringing to market."

Spero Lyons, "COO of Merchant Data Systems states the customization, proprietary products, digitization, Agent Portal and other operational support items are scalable for the two companies combining resources in a new venture. We're integrating 1300 merchants into a streamlined merchant support process, but more importantly, we're enabling ISO owners to focus on building, enhancing and retaining their network of sales agents while we do the heavy lifting." Lyons further states, I am creating efficiencies and helping to provide our Partners with tools for success, but we're all Relationship people here at Merchant Data Systems." ISO Merchant Services Co-Founder, Jay Wertheim concurs, stating "Relationships and People are foremost in our considerations to sell to and partner with Merchant Data Systems. We now combine technology, compliance, competitive pricing and an extremely strong relationship orientation to augment downstream support and we're not going away! It's a great partnership."

About Merchant Data Systems: Merchant Data Systems was founded in 1997 and offers ISO/MSP programs, Credit Card Processing, Debit Card Processing, Automated Account Settlement, Check Guarantee, Check Conversion, Electronic Benefits Transfer, Equipment Sales & Leasing, 24/7 Customer Service and Technical Help Desk, Cash Advances, Gift Card and PCI Compliance solutions. Merchant Data Systems Holdings is actively pursuing Acquisitions and Equity Partnerships.

About ISO Merchant Services: ISO Merchant Services (ISOMS) was launched in 2000 specifically to recruit and

support with great detail both experienced and neophyte independent sales agents' relationships nationwide while making a conscious effort not to compete with its agents; instead, opting to invest the time required to educate, nurture and solidify long standing ,mutually profitable, professional and personal relationships. ISOMS takes pride in understanding the increasing complexities of Interchange as it relates to the education of agents in the extremely competitive merchant acquiring industry.

###

**Contact Information****Drew Freeman**

Merchant Data Systems

<http://www.merchantdatasystems.com>

305 538 5050

Online Web 2.0 VersionYou can read the online version of this press release [here](#).**PRWebPodcast Available**[Listen to Podcast MP3](#) [Listen to Podcast iTunes](#) [Listen to Podcast OGG](#)