



STANTON R. KOPPEL

Of Counsel

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BIOGRAPHY

Stan Koppel is Of Counsel in BCLP's San Francisco office. His practice focuses on advising clients on complex corporate legal transactions and regulatory compliance regarding e-commerce, product development, technology acquisitions, governance and corporate marketing sponsorships. In addition, Stan has extensive experience in financial services and payment systems, including regulatory impact on product design, state and federal licensing, risk management, technology licensing and consumer facing materials.

Before joining BCLP, Stan served as in-house counsel to Visa International and Visa U.S.A. Inc. for 28 years, providing counsel in every aspect of the companies' global payments business.

Prior to Stan's position at Visa, he served as an attorney in the Appellate Section, Civil Division of the United States Department of Justice in Washington, D.C., presenting over 20 oral arguments on

behalf of the government in the Federal Courts of Appeals. Stan also served as the Executive Director of the Center for Auto Safety, in Washington, D.C., where he directed Ralph Nader's auto and highway safety advocacy efforts, including Congressional and agency lobbying, research and litigation support.

PROFESSIONAL AFFILIATIONS

- California State Bar Association
- District of Columbia Bar Association

THE CORPORATE TRANSPARENCY ACT

CTA resource page

Use our resource page to keep up to date on FAQs, events, and analysis & insights on the Corporate Transparency Act.

CTA compliance tool

Many businesses are wondering if they need to comply with the CTA, and if so, whose data they may need to gather and when it should be first submitted and updated. Use our interactive CTA compliance tool to learn more about the nuts and bolts of the CTA.

ADMISSIONS

- California, 1974
- District of Columbia, 1971

EDUCATION

BS Econ, University of Pennsylvania
Wharton School of Finance & Commerce, 1968
JD Harvard University, 1971

RELATED PRACTICE AREAS

- Funds Finance
- Payment Systems

- Workouts & Financial Restructuring
- Wealth Management
- Subchapter S
- Going Private
- Community Banking Litigation
- De Novo Banking
- Bank Transactions & Strategy
- Bank Regulatory Compliance, Operational Support & New Products
- Cryptocurrency & Digital Assets
- Retail & Consumer Products
- Fintech
- Hotels and Hospitality
- Real Estate Retail
- Financial Services Corporate & Regulatory Team
- Banking Sector
- Outdoor Industry
- Corporate
- Finance

EXPERIENCE

Corporate Transactions

Stan's corporate transactions experience includes:

- Represented Visa in a series of acquisitions, including:
 - the Plus System ATM network and Interlink debit card POS system;
 - Globeset, Inc., a company closely associated with SET software for Internet credit card payments; and
 - International Anasazi, Inc.
- Represented Visa USA in its merger with Visa International.
- Represented Visa in its joint venture with Total Systems Services (TSYS) forming Vital Processing Services (for merchant payments processing) and in Visa's subsequent divestiture of its 50% interest to TSYS (now called TSYS Merchant Services).

- Represented Visa in its \$2 billion settlement agreement in the Merchants Antitrust Litigation.
- Counseled numerous merchants on payments acceptance agreements including LVMH in negotiation of transaction processing agreements with Bank of America Merchant Services.
- Represented Shutterfly in transaction with Afterpay for consumer Buy Now, Pay Later payments.
- Represented Apto Payments in processing sponsorship agreements with Community Federal Savings Bank and Metropolitan Commercial Bank.
- Formation of Visa Canada and transition plan for Canadian banks.
- Counseled a joint venture of mobile telecom providers in developing and deploying a pan-African interoperable mobile payment system.

Sponsorship Agreements

Stan's sponsorship agreement experience includes:

- Represented Visa in its initial Olympic Games sponsorship agreements, comprising simultaneous agreements with the International Olympic Committee, US Olympic Committee and two city organizing committees (Seoul and Calgary to start) and then negotiation of the next 8 Olympic Games sponsorship agreements.
- Represented Visa in its sponsorship agreements with: NFL and SF 49ers, New England Patriots; NASCAR; Tony Awards (Live Broadway); and Triple Crown Racing.
- Represented Visa in its co-brand credit card agreements with Disney/ESPN, United Airlines, American Airlines, The Gap, and many others.
- Represented Salesforce in naming rights to SF Transit Station and Plaza.

Governance

Stan's governance experience includes:

- Counseled Visa Rules Department on promulgation and interpretation of Visa rules.
- Counseled Visa in modifications of its Bylaws regarding member bank eligibility, jurisdiction, bank liability, liquidity assessments, etc.

Regulatory Compliance

Stan's regulatory compliance experience includes:

- Counseled private equity clients on regulatory compliance due diligence supporting investment transactions.
- Counseled TPA client in electronification of health care payments.
- Counseled the Central Bank of Russia on risk management in retail payment systems.

Marketing Agreements

Stan's marketing agreement experience includes:

- Represented Visa in its major advertising agreements.
- Drafted suite of IP, physical property rights and talent agreement forms for use in Visa's commercials.
- Represented Visa regarding challenges of commercial claims before NAD (e.g., "X prefers Visa"; "And they don't take American Express").
- Counseled regarding compliance with state charitable co-venture laws.

e-Commerce

Stan's e-commerce experience includes:

- Counseled clients in a variety of online commerce, remittance transfer and mobile payments projects, including counseling on anti-money laundering, privacy, consumer protection and remittance transfer regulatory compliance, joint services agreements, mobile and online wallet services.
- Represented Silicon Valley Bank in its card processing agreement with Fiserv.
- Represented Safrapay's development of mobile apps for merchant card acceptance services and mobile deposit banking.
- Represented Samsung Pay in negotiating for access to credential token services operated by Visa, Mastercard, American Express and Discover.
- Counseled Visa on a variety of online commerce projects, including payer authentication, security standards, fraud screening and investigations and bill payment services.
- Counseled Visa on rules regarding requirements for merchants' website payments disclosures.

Product Development

Stan's product development experience includes:

- Advised Visa in its development of debit cards' use for merchant payments (instead of just as ATM cards).
- Advised Visa on:
 - development of first prepaid card products;
 - development of prepaid card "top-up" (reload) system;
 - development of prepaid cards to be used, e. g., for gift cards, student expenses, compensating ride-share drivers;
 - development of commercial/fleet card automated data collection and reporting tools;
 - development of PCI-DSS card data security standards;
 - development of POS system for classifying tax advantaged health care purchases at the point of sale;
 - merchant processing agreement forms and payment facilitator agreement forms;
 - migration of casino consumer cash service to bank-owned FBO account structure and supporting bank agreements; and
 - the establishment of Visa's DPS processing system.
- Assisted in the development of the Visa's premium card products (gold, smart chip, debit cards, prepaid, corporate cards).
- Supported facilitation of bank consortiums for issuance of corporate cards to multinational corporations.
- Represented Visa in the establishment of major data centers.

Technology Infrastructure

Stan's technology infrastructure experience includes:

- Represented Visa in its agreements with IBM, Accenture and leasing companies for development and integration of software, hardware and integration of "VisaNet," Visa's global real-time authorization and batch settlement networks.
- Advised in the development of the Visa Currency Conversion System that supports cross-border transactions in 25 currencies in real-time.

- Advised in the development of Visa’s real-time fraud detection services using neural network AI systems.

RELATED INSIGHTS

Insights

Dec 05, 2023

Deadlines fast approaching for Corporate Transparency Act compliance

Insights

Nov 17, 2023

CFPB proposes to level the playing field with “big tech”

Insights

Nov 03, 2023

Open banking: when you build it, will they come?

Insights

Nov 02, 2023

Lower Debit Card Fees for Merchants

Insights

Sep 19, 2023

The Corporate Transparency Act

Webinars

Sep 01, 2023

Preparing for the Corporate Transparency Act (CTA)

Insights

Mar 15, 2023

U.S. Supreme Court Re-routes Escheatment of Payment Products

Insights

Nov 15, 2022

New federal anti-crime rule requires millions of businesses to report true ownership

Insights

Oct 19, 2022

FRB Action Brings Lower Costs to Merchants for Online Debit Card Transactions

The purpose of the Durbin Amendment was to lower merchants’ costs of accepting debit cards for customer payments. Up to now, because of technology limitations, online merchants were not provided lower cost debit card processing options that were available for cards used at “brick and mortar” locations, where customers and

their cards are physically present. Recognizing that technical constraints have been overcome, the Federal Reserve Board recently took action meant to ensure that the Durbin Amendment's cost reductions are made widely available to merchants for their online debit card payments also.