

MERCHANT STABLECOIN PAYMENTS

Accepting stablecoins without holding anyone's money

How an early-stage payments business is turning a merchant-first idea into non-custodial payment infrastructure that a national franchise can pilot at the till.

■ IN DELIVERY · PHASE 1 OF 3



SECTOR

Payments infrastructure

CAPABILITY

Software, security
and founder advisory

ROUTE

Bespoke platform
build

SHAPE

Discovery, build, pilot

CLIENT ANONYMISED AT THEIR REQUEST. ENGAGEMENT IN
DELIVERY; COMMERCIAL TERMS AND NAMED MERCHANTS
WITHHELD.

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STARTING POINT

A clear commercial idea, with no infrastructure under it

A founder-led payments business with a specific proposition: merchants take dollar-denominated stablecoin payments at the counter, settling straight into a wallet they control. A national franchise had agreed to pilot.

What did not exist was the platform. No gateway, no settlement engine, no dashboard, and no answer yet on which ledger, which stablecoins, or how any of it reaches a till running someone else's software.

FOUR DECISIONS THAT HAD TO BE RIGHT FIRST

01

Custody, or not

Holding merchant funds, even briefly, changes what the company is and what it must answer for.

02

Which rails, which assets

Ledger and asset choice set settlement speed, cost per transaction and what a merchant is paid in.

03

The till, not the browser

A payment missing from the point-of-sale and the end-of-day report cannot be reconciled.

04

A pilot with a date on it

Merchants were agreed before the platform existed, so the build had to be production standard.

- The brief was a payment product. The first question was whose money the system touches, because that answer decides the architecture and everything built on it.

THE APPROACH

Architecture signed off before a payment engine was written

Six months to a production pilot, in three two-month phases with a gate at the end of each. Custody and the ledger decision were settled first, so nothing built later had to be unpicked.

01	Discovery and foundation	Workflows mapped, asset strategy assessed, architecture signed off, merchant onboarding and wallet connection live.	2 months
02	Payments and settlement	Session lifecycle, QR request and payment page, ledger confirmation, settlement rules, reconciliation and reporting.	2 months
03	Retail fit and pilot launch	Point-of-sale compatibility, security and load testing, merchant acceptance testing, then production rollout.	2 months

WHAT IS BEING BUILT

WHAT THE MERCHANT SEES

- ☐ Onboarding, profiles and role-based access
- ☐ Wallet connection with ownership checks
- ☐ Transactions and settlement in one view
- ☐ Revenue reporting with data export

WHAT SITS BEHIND IT

- ☐ Wallet to wallet, no funds ever held
- ☐ Gateway API with session orchestration
- ☐ Ledger monitoring and confirmation
- ☐ Reconciliation and till adapters

WHERE IT STANDS

In delivery, against gates the client can hold us to

Two-week sprints, a demonstration every month, and the board open to the client throughout. Each phase closes on a stated outcome rather than a percentage.

■ IN DELIVERY

Architecture signed off, merchants onboarding

□ GATE TWO

A payment taken, settled and reconciled

□ GATE THREE

Pilot merchants live in production

The hard question comes first

Custody was settled before a line of the payment engine existed. Everything else inherits it.

Security sits in the team

Our own application security engineer runs composition analysis, dynamic testing and API audits.

We name what we cannot control

Till and terminal access depends on vendors. Where it is refused, the client gets a route, not silence.

Their platform, their repository

Code sits in the client's own repository from day one, with specifications and knowledge transfer.

Building payment infrastructure? Settle the architecture first

A short discovery gives you the custody position, the rails decision, an architecture and a costed plan. Yours whether or not you continue with us.