

CLIENT IMPACT

IT Services

How a national technology business kept more of every payment.



REAL BUSINESS. RECURRING SAVINGS.

Same business. More profit. Every year.

A national IT services company already shopped its processing rates. BestCardFees found another \$85,330 in annual savings.

\$23M	Lower-rate processing	\$7,111	\$426,650
Annual revenue	Card processing	Average monthly savings	5-year savings at current volume

ANNUAL PROCESSING SAVINGS

\$85,330

Money available for the business to reinvest into their organization.



\$85,330
Reported annual fee savings

~\$1M
Monthly card payment volume and ACH

QuickBooks
One integration. Existing workflow.

THE OPPORTUNITY HIDING IN PLAIN SIGHT

They had already negotiated. There was still more to keep.

Payment costs deserve the same scrutiny as every other major business expense.



01

A familiar expense. An overlooked opportunity.

The company processed project invoices and recurring service payments at a stated 2.83% rate. It had changed processors roughly two years earlier and believed it had already secured competitive pricing.

02

Lower the cost. Keep the workflow.

BestCardFees arranged lower processing pricing and connected a new merchant account through a QuickBooks plugin. The business retained its accounting workflow while changing how its payments were processed. BestCardFees also provided ACH payment capabilities, expanding the options available for customer payments.

03

Put the difference back to work.

The published study reports \$85,330 in annual savings. The client also introduced branded training access for employees and key customers, extending the relationship beyond payment processing.

THE CLIENT'S PERSPECTIVE

“Every dollar saved means we can invest that elsewhere in the company and offset costs.”

IT services company owner

TWO WAYS TO TAKE CONTROL

Find the right path. Keep the choice.

Option One

Explore Customer Choice.

Tired of paying the fees that help fund your customers' credit card points and rewards? Customer Choice puts the choice in their hands: pay cash with no processing fee, or pay a little more for the convenience of using a credit card. Your customers keep their options. Your business keeps more of every sale.

Option Two

Lower the processing rate.

Prefer to keep your current approach to accepting cards? You can still take control of what it costs. We review your rates, fees, payment mix and technology, then compare options to uncover savings without disrupting your business. Your customers keep paying as usual. Your business keeps more of every sale.

FOR BUSINESS OWNERS AND THEIR COACHES

Your next growth investment could already be in your expenses.

Start with a free processing analysis. See what you pay, understand your options and decide what works for your business. Coaches make the introduction. BestCardFees handles the payment expertise.

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