



REVNEW

FACTORING CASE STUDY



REVNEW IFA PROGRAM OVERVIEW

As a three year preferred vendor of the IFA, Clarus has developed this IFA payment processing program specifically for the factoring industry. **It's straightforward and fully compliant.**

This program was designed to help IFA members expedite collections, streamline the payment process, and keep their credit card processing costs to a minimum or even eliminate them.

Additionally, we make sure you are compliant with MasterCard & Visa guidelines for passing credit card processing fees to clients as infractions may result in fees, penalties, and potential blacklisting.



PREFERRED VENDOR



WHAT IS ZERO COST CREDIT

- + Traditionally, a business accepts credit cards and is charged processing fees at the end of each month. Zero Cost Credit is a Visa, MasterCard, and American Express program that shifts the processing fee cost from the factor's responsibility to the client.
- + When account debtors pay with a credit card, the client covers the processing fees traditionally charged to you, the factor. Now the business keeps 100% of every credit card sale: when you sell \$100, you receive \$100. No month end interchange fees and costs.
- + At the end of the month, you receive a report detailing the customer transactions and associated processing fees allowing you to accurately pass the processing fees to your clients.
- + Our turnkey solution adheres with all the rules and regulations, and insures you are fully compliant with the card brands.





DESIGNED FOR THE FACTORING INDUSTRY



Smooth processing of credit card transactions.



A **unique reporting tool** that tracks each transaction, ideal for streamlined bookkeeping and precise account reconciliation



Payment gateway for quick, easy payment processing including tokenization and PCI compliant storage of customer data.



Passes along the processing costs to clients, via a nominal **3.95%** surcharge fee within the guidelines set by Visa & Mastercard, **eliminating potential fees and penalties**



NO contracts, cancellation fees, or long term obligations



Designed with IFA members for ease of use and ensures proper allocation of processing expenses to clients.



Able to **process American Express** transactions





CASE STUDY

- + **CLIENT:** Current IFA Member
- + **INDUSTRY:** Factoring
- + **TIME FRAME:** Jan. 2017 – May 2019

ANNUAL PROCESSING TOTALS

\$9.2M

ANNUAL VOLUME

\$298K

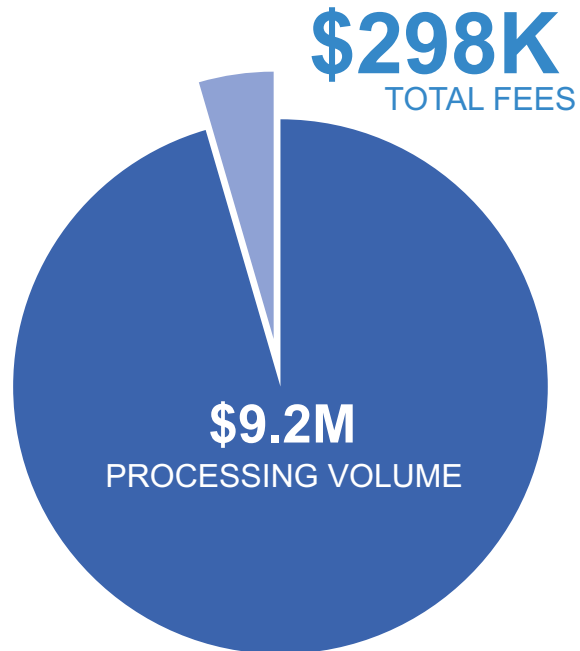
PROCESSING FEES

3.25%

EFFECTIVE RATE

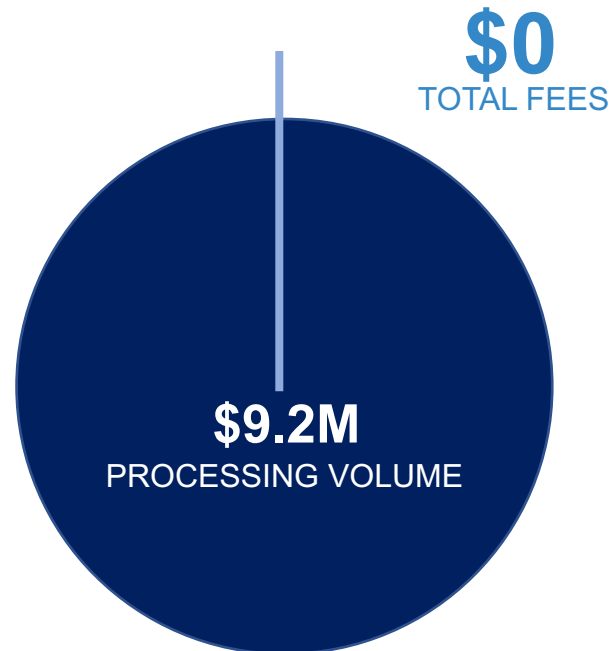
CASE STUDY

PRIOR TO REVNEW



3.25%
EFFECTIVE RATE

WITH REVNEW



0%
EFFECTIVE RATE

RESULTS

This factor, after implementing Zero Cost Credit, has seen their **bottom-line increase** by **\$298,000 annually**, or **\$894,000 in reduced expenses over 3 years!**





WHAT DOES THIS MEAN FOR YOU?

Simply put...

You have \$298K in reduction of credit card processing costs annually.

That's...



\$298K
REDUCED EXPENSES

OR



\$298K
SAVINGS

OR



\$298K
BONUS

However you want to look at it, you now have the ability to control your processing costs, and the benefits that it provides...

- + Invest it back into your company.
- + Hire more employees.
- + Go on a vacation.



TESTIMONIAL

I wanted to commend you and Clarus for delivering not only an excellent product, but providing MP Star with quality customer service. Your merchant services program combined with the RevNew program has really simplified our lives when it comes to accepting credit cards. Credit cards have always been a big part of our program and they continue to grow each year and what used to be a time consuming process of allocating card expenses to the appropriate clients has become easier with your monthly reports.

Additionally, I had no idea that our program was in jeopardy of being fined and black-listed by the card companies for non-compliance. Your expertise in dealing with the various card companies including Amex really opened our eyes to all of the potential problems that we were courting when it came to compliance. My team truly appreciates the time and personalized service you and Clarus have provided. Having your cell phone, to get the answers we needed during implementation, was especially important as we made the transition to your platform.

Losing our ability to accept credit card payments would have been a disaster. Clarus and RevNew have helped MP Star to simplify the process and have made us compliant. Please feel free to use MP Star a reference for other companies looking for merchant services



Gage Price
President
MP Star Financial, Inc



A blue-tinted photograph of two men in business attire shaking hands in an office. The man on the left is wearing a patterned shirt and glasses. The man on the right is wearing a dark shirt. The background shows office desks and windows.

CLARUS

[AGENT NAME – PHONE – EMAIL]

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