

#### How an Integrated Payment Processor Improves Your Business's Bottom Line

Cash flow is the lifeblood of any business. But in today's business market, in order to remain competitive and secure a consistent stream of revenue accepting credit card payments is the name of the game; cash is no longer king.

In fact, in a TSYS study, only 11% of consumers prefer to pay cash, while a whopping 89% would rather use an alternative form of payment - specifically credit cards.

But accepting credit cards is only the tip of the iceberg. In order to ensure and accelerate cash flow, accepting credit card payments needs to be streamlined, flexible and effective for businesses and the customers they serve. That's where an integrated payment processor comes in.

To get a better idea of the value of an integrated payment processing software, let's take a look at the day in the life of an office user processing credit cards *with* and *without* an integrated payment processor.







Log into your field service software and locate the customer's account and service invoice.

8:00a.m.

Log into your field service software and locate the customer's account and service invoice.

Locate the customer's credit card number and copy/write down their payment information.

8:03 a.m.

8:02 a.m.

Locate and select the appropriate service invoice. Enter the payment amount and select the corresponding credit card on-file to be applied. Briefly review the payment details before submitting and processing payment.

Select the "Process Payments"

option right within your field

service software.

8:05 a.m. complete and automatically closed. Proceed to the next customer payment.

log into separate payment processing portal.

Exit field service software, open new Internet tab and

8:08 a.m.

1<sup>ST</sup> INVOICE COMPLETE!

Customer's invoice is

Enter all of the customer's credit card information and process the payment.

8:13 a.m.

Monitor to ensure payment goes through and is successful.

8:20 a.m.

Locate service invoice and credit account with the processed payment.

8:22 a.m.

Close out invoice and proceed to processing the next customer payment.

8:25 a.m.

Total time spent:
UPWARDS OF 25 MINUTES
per invoice

Total time spent:
LESS THAN 5 MINUTES
per invoice

#### BY THE NUMBERS:

For a business that processes about 25 invoices a day over a 5-business day week, that non-integrated payment process costs a business:

- More than 10 hours a day
- More than 52 hours per week Ifull-time and I part-time employee
- dedicated to payment processing and invoicing

In comparison, for the same business that processes about 25 invoices a day over a 5-business day week, a fully integrated payment process only takes:

- About **2 hours a day**
- o Just over 10 hours per week
- 1 part-time employee who has time to handle payment processing and invoicing in addition to other tasks

#### WHAT THIS MEANS:

## NON-INTEGRATED PAYMENT SOLUTIONS often compromise effectiveness and

end up ultimately costing businesses efficient and effective cash flow.

## INTEGRATED PAYMENT SYSTEMS speed up cash flow by enabling businesses

to keep customer payment information on-file and instantly process open invoices.

## WITH WORKWAVE PAYMENTS, the exclusive and fully integrated, PCI-Level 1 compliant payment processing solution

for WorkWave customers, businesses are able to cut through the time-consuming collection and reconciliation process, and streamline payment procedures to accelerate cash flow while offering enhanced payment flexibility to their customers.

## **L** WORKWAVE PAYMENTS IS AN AMAZING THING TO WORK WITH BECAUSE IT'S

# SOSIMPLE.

Our [payment] process now, it's the best thing ever because with WorkWave Payments you can do everything from one screen within PestPac; just a couple of clicks on your customer's account and you're done.

-Tonya Walters, Office Manager, Dead Pest Society

Give one of our WorkWave Payments professionals a call at 866-291-9924 and start accelerating your cash flow today!