



ASAP Payment Processing Via ConnexPoint

Presented by
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VP Operations and Compliance



About Me

- Vice President of Operations and Compliance
- 17 years of payments processing experience
- Operations, Risk Management, Onboarding/Underwriting & Client Support
- 10 years in the combined organization
 - 7 years at RevTrak & 3 years with Vanco



What is ConnexPoint?

- ConnexPoint is our eCommerce gateway solution within the Vanco product suite
- PCI Level I compliant payment solution
- Over \$15B in processing flowing through Vanco payments products
- Built specifically to provide enhanced service to adult/youth programs, education, Arts/Music Programs



Benefits of ConnexPoint

- **Accepted card types –**
 - Visa/MasterCard/Discover/AmEx
- ACH/Electronic Check
- Card swipe capabilities via MagTek device
- Individualized rate structure
- No monthly fees
- Pay for what you process
- All reporting integrated into ASAP
- Refunds no longer have a timing restriction



Let's Talk Fees

- ConnexPoint only has a discount rate and per item fee
- You only pay when you process payments
- Cost savings analysis are completed using your existing merchant statements
- No longer need to consider your card mix to understand what is impacting your fees
- Under your current payment structure you could experience a 1-2% swing in your effective rate (fees divided by gross processing)
- There are no monthly user fees or PCI compliance fees

Funding via ConnexPoint

- ConnexPoint funds as “net settlement”
- Net settlement means the processing fees are deducted from the payment amount prior to funding into your bank account
- Net settlement reduces the pain of one potentially large deduction at one time
- Allows instant management of fees paid via the bank settlement report
- We do reconciliation prior to funding to ensure all funds expected were received

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Funding Schedule via ConnexPoint

- Monday – Thursday
- Tuesday – Friday
- Wednesday – Monday
- Thursday – Tuesday
- Friday – Tuesday
- Saturday – Tuesday
- Sunday - Wednesday

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Service Fees thru ConnexPoint

- Service fee means the ability to pass along payment processing costs to the registrant
- Service fee can be a fixed percentage or flat amount
- Service fees are added at the invoice level through ASAP
- Currently the service fee is applied to all forms of payment accepted for the invoice/registration
- If you currently do not have a service fee, and you are converting with the intent of using a service fee the fee will need to be applied to any existing payment plans
- We can help!

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On the Product Roadmap

- We do not have a definitive completion date at the moment for the items below but here are some features/enhancements that will be coming to ConnexPoint
- Gross funding option
- Service fees applied at checkout instead of the invoice
- Ability to exclude payment methods from the service fee
- Additional reporting to help with reconciliation

How to Move Forward?

- The ConnexPoint set up process takes approximately 45 minutes
- Provide 6 months of merchant statements for your cost savings analysis
- Stop by the ConnexPoint conversion station and chat with Jeremy Forrest
- www.connexpoint.com to create an account
- Complete the boarding page
- Let us know when you'd like the savings to begin!!



Questions?

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