

# Transparent Pricing Model & Smarter, More Robust Payment Gateway

**\$140,000+**  
in annual savings

Merchant Profile

Netsuite ERP Integrated Payments



## Issue / Integration

This company was using one of the available payment integration in Netsuite to partially automate receivables, although much of the current process was still manual. Transactions were primarily high ticket, B2B sales. This company was also processing under a 'bundled' fee structure where processing fees were being lumped in with the card brand fees creating a lack of transparency.

## Solution

Calibr was able to identify two primary areas of opportunity:

- Optimization of Fee Structure by moving to an Interchange Plus pricing model
- Optimization of Interchange Qualifications on Business & Commercial Cards

Calibr also offered a Gateway product that offered a seamless integration into Netsuite.

## Long term benefit to the company

The solution presented by Calibr along with the Gateway integration provided automatic optimization of interchange qualifications, ability to allow customers to easily pay via email links or Netsuite invoices, and streamlined recording of payments in Netsuite. The overall processing solution created a \$140,000 reduction in processing fees for this company annually.

