

# Legacy ERP Integration & Relationship Bank Pricing

## Merchant Profile

International Electronics  
Manufacturer

## Issue / Integration

This client was on an outdated pricing model with their relationship bank that had inflated their fees significantly over time. The majority of their transactions are B2B transactions upwards of \$5k - \$10k each. The payment platform they were on did not give them much transparency or ability to enter additional information with each transaction to optimize their interchange rates. They also had a legacy ERP system that was past its support window. There were minimal adjustments they could make on the AR and integrations side to improve efficiency and cut costs.

## Solution

Calibr updated their pricing structure to a true wholesale pricing model for transparency and ease of reporting. We were able to support an integration into their legacy ERP system, providing customizable reporting on the back end payment platform.

**25% reduction**  
in processing costs

## Long term benefit to the company

Calibr was able to deliver a **25% reduction in processing costs** while cutting their bank reconciliation time in half by implementing an intelligent and robust reporting portal and virtual terminal.

