

CASE STUDY

BUILDING A B2B PAYMENTS MODULE

PAYMENT INTEGRATION FOR ERP,
CRM, CMS & ECOMMERCE PORTALS

Informmediate was able to create a feature rich payment module fully integrated into its ERP system.

How Informmediate ERP solutions differentiate with a focus on B2B payment integration

Informmediate develops enterprise resource planning (ERP) business management software for manufacturers and wholesale distributors. President Mike Klemp understood the challenges these organizations faced, particularly when it came to B2B procurement.

“It became clear that facilitating payment within our ERP module had to meet a specific set of requirements, requirements uniquely different than standard consumer payment gateways could deliver,” he said in a recent statement.

As Informmediate began its search for a business payment solution, it was actually a new client that ultimately led them to Vantage. Source North America was a Vantage client and when it turned to Informmediate to upgrade its legacy ERP system, it specifically requested to have Vantage’s B2B Level 3 payment gateway integrated into the new system.

This prompted Informmediate to contact Ty Hardison, Vantage VP of Strategy and Development, who provided information about his company’s products and services. Klemp had found what he was looking for. Vantage B2B could provide Informmediate’s customers with a suite of business payment services to lower payment acceptance cost with a Level 3 capable processing API and enhance security with a tokenization solution to reduce PCI compliance for both Informmediate and its clients.

Informmediate turns to the Vantage B2B developer API

Using the API, Informmediate was able to create a feature rich payment module fully integrated into its ERP system. In addition to card payment processing, they were able to build support for storing customer profiles with multiple payment tokens, hosted checkout, recurring billing, ACH payments and more.

“Our relationship with VantageB2B is a win-win for us and our customers”

“Our Informediate developers benefited from a well documented API, responsive integration support, sample code based on our programming language and demo accounts for testing,” Klemp said. “It was easy to both connect and understand. We had amazing support, which allowed us to move forward quickly to deliver the payment services our clients were demanding.”

The benefits of choosing the right B2B payment solutions partner

By getting to market quickly with a B2B specific payment solution, Informediate gained an advantage that has allowed the company to secure new business. Today, Informediate uses its integrated ERP payment module as one of its major selling points. Currently, the company is in the process of marketing its solution to a number of potential clients, and the ability to protect customer and payment data through tokenization while saving thousands of dollars in processing fees are two enticing components helping with the sales process.

For manufacturers and wholesale distributors accepting card payments, paying credit card processing fees can be costly, but the ability to easily submit line item data to qualify business, corporate, purchasing and GSA government card transactions at the lowest possible Level 3, Data Rate 3, GSA purchasing and Large Ticket Interchange rate categories helps them maximize the value of each transaction. The fact that it now comes standard with Informediate’s ERP package alleviates many concerns regarding the ease of integration, which ultimately increases the value and ROI of our solution.

“Our relationship with VantageB2B is a win-win for us and our customers,” Klemp said.

Arrange for a Private Consultation with VantageB2B

Let us help you develop your own tailored B2B payment module to differentiate your solution. Don't be at a disadvantage designing your solutions with a B2C payment gateway or provider. Qualifying for Level 3 and Data Rate 3 Interchange can generate significant ROI contribution with bottom line card processing savings. Tokenization of payment data can greatly reduce annual PCI DSS compliance costs. For more information or to arrange for a private consultation and overview of VantageB2B's suite of payment solutions, please contact a Vantage Payment Advisor at sales@vantageB2B.com.

About Us



ABOUT VANTAGEB2B

VantageB2B provides a suite of payment solutions including B2B Level 3 purchasing card and GSA payment processing; API integrations to ecommerce and ERP platforms; and tokenization data security solutions. Trusted since 1996, Vantage provides payment services to clients in all 50 states. Vantage is home to world-class payment solutions and features the best value package of price, terms, service, solutions and incentives available in the payments industry. Vantage supports B2B and B2G clients with guidance on payment acceptance policies, strategies and best practices to lower cost, increase productivity and enhance security.



ABOUT INFORMEDIATE

For more on Informmediate ERP solutions, please visit www.informmediate.com or email info@informmediate.com.