

CASE STUDY

HVAC COMPANY IN MARYLAND

by USB Payment Processing

Learn More!



PROBLEM

A 30-year HVAC company in Maryland serving both residential and commercial clients needed help. Soaring processing costs along with outdated payment processing technology were adversely affecting the bottom line of this fantastic family owned business.

SOLUTION

After a rate and interface audit was complete, USB offered a virtual terminal option that implemented best practices for the company. With this interchange optimization the company now had the ability to drive down their processing costs for both their residential and commercial clients.

RESULTS

After evaluating the organizations statements, it was determined we were able to:



LOWER EXPENSE OF TRANSACTIONS

The organization put an estimated \$6,000 to their bottom line annually.



ENSURE GREAT SERVICE AT GREAT PRICING

Efficiencies of their point of sales systems, training, as well as our future audit program.

25%

**DECREASE IN
PROCESSING
COSTS**

**SAVINGS USED TO
MARKET & DRIVE MORE
REVENUE**



By understanding the vertical and ensuring the team was trained properly, we were able to create the best practices and ensure an outcome deserving of the organization. Our on-going monitoring was a huge feature that prepares future success for this local company.