

# CASE STUDY

# MARINA COMPANY IN GREATER MID ATLANTIC

by USB Payment Processing

[Learn More!](#)



## PROBLEM

a 50-year marina in Maryland needed help. Their current fixed rate processor seemed convenient but lacked customer service and didn't allow them to benefit from the card types they were taking. Feeling like they had other choices when it came to electronic processing, customer service and data security they reached out to USB

## SOLUTION

With a traditional merchant services account, USB was able to provide a more flexible payment interface that was customized to fit the individual needs of this family owned business. USB was able to provide strong customer support and add security all while effectively driving down their payment costs.

## RESULTS

After evaluating the organizations statements, we determined:



### LOWER EXPENSE OF TRANSACTIONS

The bucket pricing model was not the best fit for this customer by utilizing a traditional account structure. We put an estimated \$7,200 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.

**35%**

**DECREASE IN PROCESSING COSTS**

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



"We are so happy with our savings, but more important to us is the level of customer service we receive from using a local company."