

# CASE STUDY

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# MARYLAND BUSINESS TO BUSINESS COMPANY

by USB Payment Processing



## PROBLEM

Local B2B company having issues with how their current processor deducts their fees and deposits their funds. Currently they are billed daily which makes the monthly reconciliation very difficult. They were looking for a resolution that solved their current issues, offered a savings and did not break the bank

## SOLUTION

USB performed an audit and added month end billing as a feature to solve the reconciliation issue. By offering a virtual terminal we added additional payment options and provided more cost and time saving features. USB also trained the team to ensure that the best practices were being adhered to which continue to drive down the costs because of the increased functionality and processes established.

## RESULTS

After evaluating the organizations statements, we were able to provide:



### LOWER EXPENSE OF TRANSACTIONS

Month end billing, adding a virtual terminal, and trained on best practices which added an estimated \$5,000 to their bottom line annually.



### ENSURE GREAT SERVICE AT GREAT PRICING

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

**30% DECREASE IN PROCESSING COSTS**

**UPDATED PROCESSING SOLUTIONS**



"USB was able to save us a significant amount of money, made how we enter our data more seamless and efficient, all without changing the culture in which we do things."