

InterPayments – A Compliant, Precise Managed Surcharge Provider

InterPayments is a Managed Surcharge Provider that offers fair, automated surcharging technology and services to recover credit card fees with any payment provider, wherever you accept payments. With InterPayments, your solution is tailored, preparing your front and back office for the impact and allowing you to selectively surcharge based on customer types, payment types, and business lines. Our compliance indemnification for US state, Canadian province, and card network rules takes the risk out of a program that can reduce acceptance costs by 90% or more.

Fortune 1000 companies and top 20 US banks in the US and Canada trust InterPayments to automate surcharge compliance and implementation.

Why certain merchants surcharge

As digital payments rise, merchants face a trade-off. On one hand, credit cards – a growing form of digital payment – help customers transact and pay faster. They also provide guaranteed funds, fast settlement, and lower admin costs. On the other hand, they come with higher fees: around 2.5% or more of revenues.

In the US, 23% of SMB merchants and 63% of larger B2B enterprises look to surcharging to alleviate this trade-off.

Surcharging is the act of passing along all or some of your credit card fees to the cardholder.

Surcharging is not for everyone. It works particularly well when services or goods are delivered first and then paid later. For example, surcharging works well when paying an invoice for a supplier order, a dental/medical/legal statement, or a restaurant bill. The reason: customers have a choice on whether to pay with a credit card with an additional fee or with another form of payment that avoids the surcharge.

For those with sub-10% margins, surcharging can improve margins by 25% or more. This is particularly true in B2B verticals such as building products, logistics and transport, and professional services.

Surcharging is highly regulated and enforced

Surcharging is as regulated as sales tax. There are over 70 jurisdictions that each govern who, what, when, where, how, and how much you can surcharge on any given transaction. In many cases, those rules conflict with one another. They constantly evolve. Card networks and states aggressively fine, with some starting at \$15,000.

Like sales tax, the surcharge must be calculated in real-time before transaction approval. There are millions of different cards, each with unique fees. Some of those cards or buyers cannot be surcharged. The amount you can pass along can change depending upon your buyer's profile or regulation.

Compliant surcharging requires a technology partner

Most merchants rely upon a sales tax service provider for compliant sales tax calculations. Like sales tax, regulation makes it nearly impossible to compliantly implement surcharging without a technology partner.

Like sales tax, surcharging impacts your entire business. Your sales and collections teams need to communicate payments a bit differently. Your accounting and IT groups need to account for the surcharge to comply with federal, state, and card network requirements.

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Fortune 1000 companies trust InterPayments Certified surcharging

InterPayments guarantees compliance across state/province/territory, federal, and card network rules.

- **No changes to your payment flows.** Our cloud-based APIs embed behind the scenes anywhere you accept payments – with any payment provider. Or you can use our out-of-the-box solutions to accept and surcharge payments with any provider.
- **Tailored front and back office implementation.** We ensure proper implementation of your surcharge program across your company.
- **InterPayments Certification means we holistic prevent, protect, and indemnify you** against compliance violations, allowing you to focus on your core business.

100% of InterPayments' customers Selectively Surcharge

Surcharging impacts your whole business. Because your business is unique, surcharging is as well. All-or-none or one-size-fits-all surcharging doesn't work.

Selective surcharging applies surcharges on specific business lines, products, payment channels, or customer types.

Selective surcharges also include waiving or discounting surcharges in specific circumstances. Merchants narrowly target fee recovery on those payments that create the most margin pressure.

For example, many B2B merchants only surcharge On Account customers. B2C merchants may only surcharge specific order values. They may waive or discount surcharges based upon the time of payment, specific customer types, or product lines.

InterPayments automates selective surcharging that's fair to your customers and tailored specifically for your business.

Done correctly, surcharging can recoup the high cost of credit card acceptance while introducing little to no risk. To learn more, [reach out to our team of surcharging experts.](#)

