

**InterPayments**

# Verisave & InterPayments

Compliantly recover credit card fees  
with control and precision

2025

CONFIDENTIAL

# Agenda

1. Introduction
2. Current Success Stories
3. Where InterPayments Works
  1. ERP Integrations
  2. Use Cases
4. Working Together – New and Existing Approaches
5. Q&A

# Verisave is Critical to Surcharge Education

Together we're in the ideal position to meet surging merchant demand for surcharging



## Merchants Want a Trusted Solution

Merchants need surcharging now and will look to a trusted partner.

They want the consultants they already trust to provide a high-quality program.



## Merchants Will Surcharge Anyway

Without a trusted consultancy partner, they will find an unvetted solution – or build it themselves.

This means **increased risk** for the non-compliant merchants.



## InterPayments Empowers Verisave

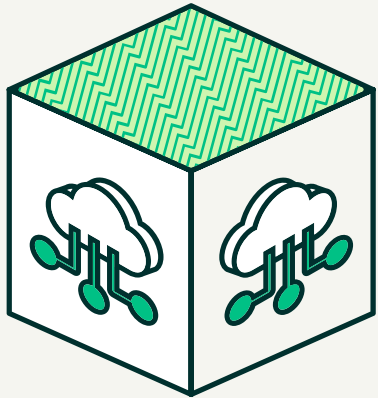
InterPayments provides a mature, compliant surcharging solution today.

InterPayments indemnifies, protecting the merchant.

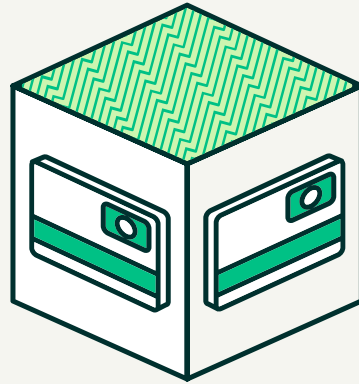


Surcharging Powered by **InterPayments**

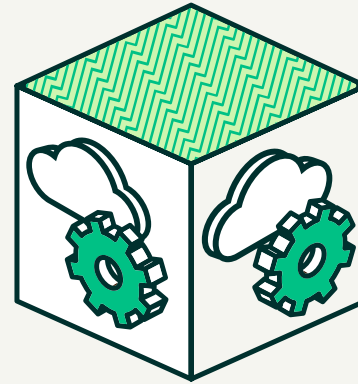
# Empowered with technology that fits existing workflow



**Keep your existing  
payment technology  
stack**



**No change to  
payment providers –  
InterPayments works  
anywhere**



**InterPayments sits  
outside the payment  
workflow – no flow  
changes needed**



**Customizable –  
Surcharge where and  
who you want only**

# Our Partnership is Already Successful

Multiple merchants signed through current referral partnership



Avetta LLC – Supply Chain Management  
Dun & Bradstreet Inc – Direct Marketing, Data Services  
Fencing Supply Group – Building Supplies  
iHeart Media – B2B Media  
Intermedia Cloud Communications – IT services  
Jowitt & Rodgers - Manufacturing  
Midwest Veterinary Supply, Inc. – Vet Services  
Sotera Health - Healthcare  
Young Innovations Inc - Healthcare



# Case Study: iHeart Media

An ideal customer profile that shows how we win together at enterprise scale



**Industry:** Broadcasting and Digital Media

**Company Size:** Enterprise (5,000+ employees, \$3.5B+ annual revenue)

## Challenges

- Recover fees on credit card payments
- Minimize operational costs
- Maintain full compliance and eliminate risk

## Our Solution

- ✓ Handles card brand, state/provincial, and federal law automatically on every transaction
- ✓ Compliance indemnification
- ✓ Customizable surcharging by customer type, product line, and geography
- ✓ Integrated directly into existing payment portal, removing operational complexity
- ✓ Payment transparency, ensuring customer satisfaction as none of our merchants have stopped using InterPayments due to negative feedback

## Results – 2024

- Surcharged Transaction Volume: **\$95M**
- Savings: **\$2.3M** – an **80%** reduction in credit card related fees

# Where InterPayments Works

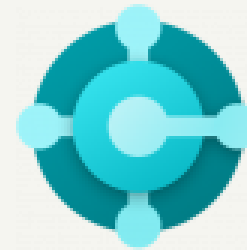
**InterPayments**



# Existing API Integrations

Multiple off-the-shelf integrations are available today and coming soon

## Supported ERPs



Microsoft Dynamics 365  
Business Central



Microsoft Dynamics 365  
Finance Operations



highradius

**ESKER®**

# InterPayments-DynamicsWeb MS Dynamics 365 F&O Bundle

Available Now

Category	Details
Customer Use Case	Accept, surcharge, & reconcile payments within Dynamics F&O
Card Present?	Card Not Present
Payment Methods	Phone Payments Customer Portal Payments
ERP/Payment System	Microsoft Dynamics F&O
Customer Segment	Enterprise & SMB, All Verticals
Technology Partner	Red Maple
<i>What is Dynamics 365?</i>	An integrated suite of ERP planning and CRM applications, operated by MSFT.



Microsoft Dynamics 365  
**Finance Operations**

# NetSuite Alliance Partner Program

Available Now

Category	Details
Customer Use Case	Accept, surcharge, & reconcile payments within NetSuite
Card Present?	Card Not Present
Payment Methods	Phone Payments
ERP/Payment System	NetSuite
Customer Segment	Enterprise & SMB, All Verticals
Technology Partner	Code of the North
<i>What is Netsuite?</i>	NetSuite is one of the largest cloud-based ERPs globally, serving SMB to enterprise (owned by Oracle).



# NETSUITE

# InterPayments-Chargent Salesforce Payment Acceptance

Available Now

Category	Details
Customer Use Case	Accept, surcharge, & reconcile payments in Salesforce
Card Present?	Card Not Present
Payment Methods	Phone Payments Customer Portal Payments Website Payments
ERP/Payment System	Salesforce
Customer Segment	Enterprise & SMB, All Verticals
Technology Partner	Chargent
<i>What is Salesforce?</i>	Salesforce is a market-leading CRM/Order Management System.



# InterPayments-DynamicsWeb MS Dynamics 365 BC Bundle

Available Now

Category	Details
Customer Use Case	Accept, surcharge, & reconcile payments in Dynamics BC
Card Present?	Card Not Present
Payment Methods	Phone Payments Customer Portal Payments
ERP/Payment System	Microsoft Dynamics Business Central
Customer Segment	Enterprise & SMB, All Verticals
Technology Partner	Red Maple
<i>What is Dynamics 365?</i>	An integrated suite of ERP planning and CRM applications, operated by MSFT.



Microsoft Dynamics 365  
**Business Central**

# InterPayments-HighRadius A/R Automation

Available **Q4 2025**

Category	Details
Customer Use Case	Accept, surcharge, & reconcile payments in HighRadius
Card Present?	Card Not Present
Payment Methods	Any supported by HighRadius (subject to change)
ERP/Payment System	HighRadius
Customer Segment	Enterprise
<i>What is HighRadius?</i>	HighRadius is an ISV platform which automates AR and payment process in the O2C space for the largest merchants.

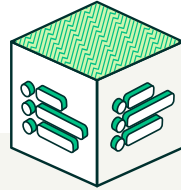


# Working Together

**InterPayments**

# Current Motion: Add-On Referral to Service Contract

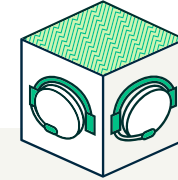
A simple approach that has driven signings, but we can go further



## Rep Suggests Add-On

As part of two-year service sale, rep suggest InterPayments for further savings

Merchant interest generates a referral



## Rep Enters Referral

InterPayments surcharging is added via a separate sales cycle

Product and service is separate from Verisave

Surcharging sales generates revenue share for Verisave

# Verticals With High Adoption Rates

## B2B



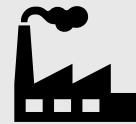
Food Service &  
Distribution



Logistics &  
Supply Chain



Construction  
Tools & Materials



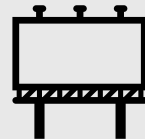
Manufacturing  
*(of all types)*



Professional  
Services  
*(accounting, legal,  
consulting, etc.)*



Healthcare Product  
Distributors



Media &  
Advertising

## B2C



Insurance



Hospitality &  
Leisure



For-Profit Education  
& Non-Profits



Rental  
Properties

# Key Phrases from Great Leads



“What options are available to lower my fee costs/costs in general?”

“We’re seeing way more credit card usage than before.”

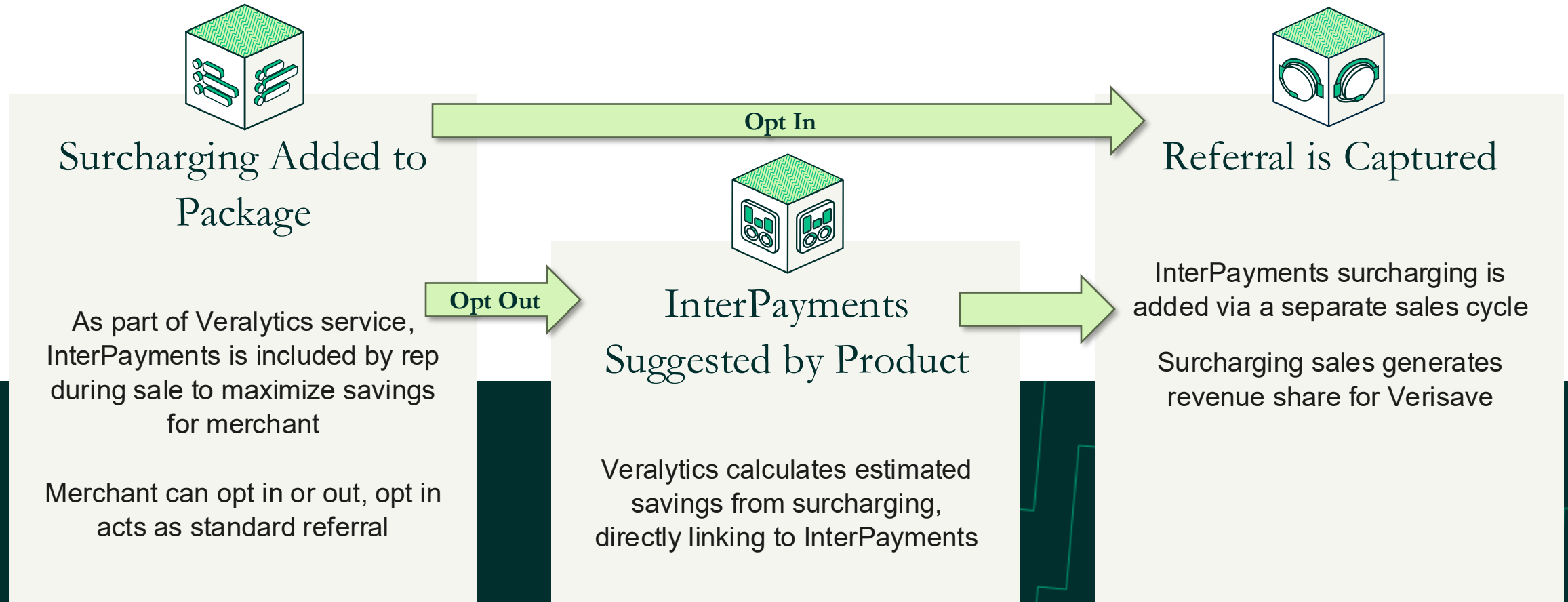
“Are there any cheaper ways to accept payments/move customers to cheaper forms of payments?”

“We’re looking at expanding our digital footprint.”

“I WANT TO SURCHARGE”

# Potential New Motion: Package with Veralytics

Provides immediate merchant ROI, built for long-term ARR

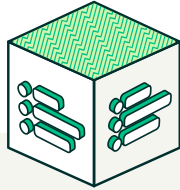


# What does InterPayments need to know?

Category	Details
Credit Card Volume	Less than or greater than - \$10MM Annual Credit Card Volume  SMB or Enterprise team
Current Tech Stack	ERP's, Payment Workflows, Gateways, Payment Processors
Surcharging Knowledge	Looking for more information, Currently Surcharging, actively looking for solutions

# Potential New Motion: Paylink as CEDP Solution Provider

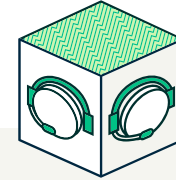
Solve a real upcoming regulatory challenge using InterPayments tech – with surcharging included



## Merchant Indicates Need for CEDP Solution

CEDP requires sending higher-quality L2/L3 data or face savings downgrades

InterPayments PayLink supports CEDP changes and surcharging out of the box



## Rep Enters Referral

InterPayments surcharging is added via a separate sales cycle

Product and service is separate from Verisave

Surcharging sales generates revenue share for Verisave

# How InterPayments Helps You

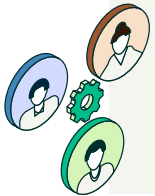
Heighten your sales impact with the latest messaging



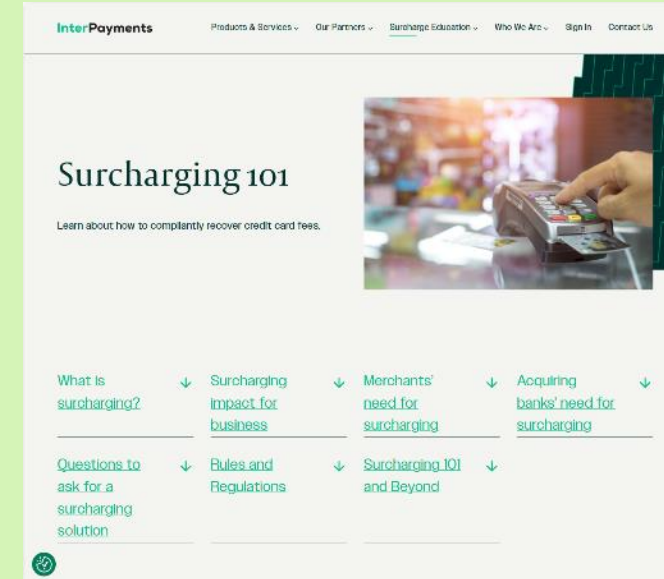
**A Resource Center** custom-built for our partnership. Includes videos, white papers, case studies, merchant one-pagers, informational links, and more.



**The InterPayments Pulse Newsletter:** The latest trends, regulatory news, and events, all in one place every month.



**A Dedicated Team:** Reach out any time for answers or backup.



Get evergreen  
surcharging knowledge  
at Surcharging 101 on  
the InterPayments  
Web Page.