

# Case Study: OE Products

## Problem

OE Products is a supplier for one of Comdata's customers, Mount Vernon Mills and they are a replacements part manufacturer. OE Products had been reluctant to accept cards from their clients because of the excessive fees that they had paid in the past. The Comdata team recognized OE Products struggle to accept cards and felt that Infintech may be of some help. Although OE Products was very reluctant to move forward with the pricing proposal and wasn't sure that Infintech could deliver the pricing that was projected, the management team trusted Infintech's industry expertise and moved forward with the analysis.



## Solution

Infintech requested a previous payment processing statement from OE Products and through the analysis step, it was revealed that OE Products was paying much more than they needed to.

## Previous Processor

\$15,600	Monthly processing volume
\$1,011.75	Monthly fees charged by their previous processor
6.47%	Effective rate issued by their previous processor

## INFINTECH CAME BACK WITH A MUCH MORE ATTRACTIVE OFFER

\$467.01	Current monthly fees with Infintech
2.9%	Effective rate issued by Infintech
<b>59%</b>	<b>Cost-savings adjustment that benefits OE Products' bottom line</b>

## Conclusion

Infintech was able to lower OE Products' basis points, eliminate unnecessary fees and leveraged our knowledge of interchange optimization to facilitate a more efficient payment processing environment for our client. By processing Level 2 & 3 and large ticket data, we were able to save OE Products close to \$1,500 over 90 days and estimate a \$6,000 savings for this year alone. This process has allowed OE Products to not only accept cards with Mount Vernon Mills but other customers as well. OE Products is very happy with this turn of events and the quality of service that Infintech provides.



[infintechllc.com](http://infintechllc.com)