

Case Study: United Forms/ Tennessee Scaffolding

Problem

United Forms/Tennessee Scaffolding (UFTS) is a supplier for one of Comdata's customers, W.G. Yates and they provide scaffolding, shoring and forming solutions for the construction industry. UFTS was preparing to opt-out of their buyer's V-Card Program to eliminate the high fees they were paying to process credit cards. As a last ditch effort to remedy the situation, UFTS reached out to W.G. Yates for help.



Solution

W.G. Yates proactively contacted Infintech to arm their supplier with a better payment processing solution. Infintech advisor, Jaime Schenk, was able to secure processing statements from the supplier and study their processing environment utilizing interchange optimization.

Previous Processor

\$213,000	Monthly processing volume
\$6,978.78	Monthly fees charged by their previous processor
3.28%	Effective rate issued by their previous processor

INFINTECH CAME BACK WITH A MUCH MORE ATTRACTIVE OFFER

\$3,907.50	Current monthly fees with Infintech
1.83%	Effective rate issued by Infintech
44%	Cost-savings adjustment that benefits UFTS' bottom line

Conclusion

Infintech was able to lower UFTS' basis points, eliminate unnecessary fees and leverage 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 UFTS close to \$37,000 annually. This savings and W.G. Yates' relationship with Infintech resulted in a win for the supplier, buyer and for Infintech.



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