

MSP ADVANTAGE

OUR APPROACH

Improve the profitability and value of your merchant payment services offering while helping your commercial customers better manage their payment solutions with MSP.

While credit cards and other forms of non-cash payments are a reality for most commercial businesses, few companies are aware of all the costly layers of elective fees, varying rates and surcharges associated with accepting them. MSP Advantage unravels these complexities and produces significant savings by identifying and eliminating all those unnecessary charges.

By partnering with MSP to offer the most cost-effective, service-driven solution in the market today, your merchant payment services can become a compelling, competitive offering like never before. There is a market and a demand. Now is the time to use MSP to your advantage.



MSP Advantage combines the expertise of our people, tools and business methodology, and market-leading technology to create a comprehensive and differentiating solution for banks, their customers and their prospects.

LEAD GENERATION

MSP takes a disciplined approach to targeting and tracking prospects, working with your sales force to create and realize opportunities.

CONSULTATION

MSP analyzes a prospect's current merchant services to identify areas of over-payment and risk, educates them on billing practices and offers specific and actionable recommendations.

CUSTOMIZATION

MSP utilizes pre-negotiated pricing with leading processors, hardware and software providers to design an optimized, cost-effective solution.

IMPLEMENTATION

MSP manages end-to-end conversion and facilitates setup, testing and customer training.

MANAGEMENT

MSP focuses on customer interests. We stand behind and monitor the solution to ensure that savings are realized, generate regular performance reports for the customer and bank, and are the first line of support for questions or issues.



"Our practice was introduced to MSP Consulting through our bank. Since converting to the MSP Advantage solution in December 2006, we have realized double the savings we anticipated. With their semi-annual merchant account Performance Reviews, they keep me informed on the important metrics associated with our merchant accounts. Likewise, MSP Consulting is a valued partner who is always there for our practice's support needs."

— Pat, Practice Manager at Head & Neck Surgical Associates — Overland Park, KS

MSP CONSULTING

Your Business Advisor for Payment Solutions

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