CASE STUDY: BECKER SAFETY AND SUPPLY PUTTING CREDIT CARD ACCEPTANCE PROCESSES TO WORK

To learn more about Solupay, please visit us on SuiteApp.com or contact your NetSuite sales representative.

SOLUPAY®

FOR **NetSuite**
SuitePayments

For years, Becker Safety and Supply was accepting credit cards and saw the extra steps and inconveniences of their credit card acceptance program as just a nuance of business. Established in 1999, Becker is a wholesale and distribution company providing protective clothing and tools for any industry where safety is a concern. Devin Becker quickly became excited by the many advances that Solupay provides with the Built for Oracle NetSuite payments bundle.

One major advance was the ability to accept EMV and Contactless Payment Options (such as Apple Pay) DIRECTLY with core NetSuite, without the need for an additional point of sale solution. This was perfect as Becker can accept these payment methods securely in their warehouse, as well as in mobile environments such as wireless networks at a tradeshow. By doing this, Solupay hits the trifecta of lowering payment processing costs, avoiding fraudulent transactions and reducing manual processes.

BECKER Safety and Supply

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"Solupay has made a huge impact here. Not only have they reduced our costs dramatically, they have eliminated manual processes I thought would never go away."

- Devin Becker, Vice President of Becker Safety and Supply

Becker also sought out a similar convenience with their 3G terminals used on mobile supply trucks and in terminals used in tradeshow environments. By having one integrated solution for NetSuite, Becker found that Solupay could not only make this process smoother, but increase their sales from those terminals while lowering acceptance costs.

After several months of great success with credit card processing in NetSuite using the Solupay solution, Becker is now beginning to use Solupay's eInvoice-2-Cash product. Becker had sought a way to collect accounts receivable faster and hassle-free. The time when an invoice was sent and when it was paid was not as fast as it could be. With eInvoice-2-Cash, they can email invoices directly to customers for review and immediate credit card or ACH payment. This streamlined the invoice payment processes, and they are already seeing results and getting paid sooner.

Taking that a step further, the invoice is instantly recorded in NetSuite upon approved payment, adding to their goal of streamlining manual processes.

"Their technology is years ahead of the competition," raves Becker. "I am not surprised at all with their recent Innovator of the Year award from NetSuite. These guys never stop, and they are super cool to work with."

Innovations and the ability to work close with clients to customize a solution that works for their unique environment is one reason Solupay was awarded SuiteCloud Developer Network Innovator of the Year for 2017.

Built for
ORACLE®
NETSUITE

SOLUPAY ADVANTAGE

Solupay was founded in 2004 by a team of payment industry experts committed to delivering simple and secure payment solutions. Our continuous investments in advanced payment technologies are making clients more efficient and secure every day.

Our direct integration with NetSuite delivers a simple and secure way to accept credit and debit card payments in the US, Canada, UK and Puerto Rico. Start managing card fraud in a way that eliminates cardholder friction at the point of checkout with our 3D Secure Advanced service.

✓ Immediate Integration with NetSuite on NetSuite's NEW PAYMENTS API

✓ Dedicated Relationship Manager with NetSuite Experience

✓ Secure Payments Technology including Point-To-Point Encryption (P2PE)

✓ Robust Online Reporting

✓ Automated Reconciliation

✓ Chargeback Automation

✓ Access to Alternative Payment Types (PayPal, Apple Pay, Affirm and More)

✓ Extreme Willingness to Enhance NetSuite to Exceed Expectations