

CASE STUDY: LAS VEGAS EXPO CHOOSES SOLUPAY TO REDUCE PAYMENT PROCESSING EXPENSES

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



Las Vegas Expo provides exposition services throughout North America. They continue growing at a rapid pace and are now adding a fourth facility. Las Vegas Expo has earned a reputation for providing exhibition solutions that are more cost effective, without limiting the creativity and design aspects needed to make a trade show a success. As such, they needed a processing partner that provided exceptional service while controlling their overall payment acceptance expense.

“Solupay has been the most responsive payment processing partner I have ever worked with. We worked with another gateway partner and had a terrible experience receiving funds in an untimely manner. Solupay took the time to understand our business and ensure we reduced our payment processing costs and improved funding timeframes. They have been a true advocate when it comes to fighting chargebacks.”

CHALLENGE

Accepting payments for trade shows can be cumbersome due to their dynamic nature, as orders and needs constantly change before, during and after an event. Las Vegas Expo sought to reduce payment expenses and get chargeback assistance from a payment process provider, which was especially important during the launch of their revolutionary online ordering system for complete show services.

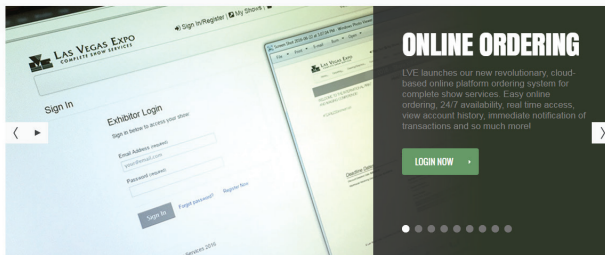
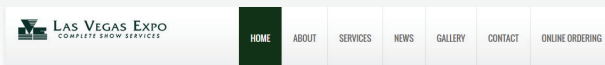


LAS VEGAS EXPO

Headquarters: 4015 East Post Road,
Las Vegas, NV 89120

Industry: Exposition and Exhibitor Services

Website: www.lvexpo.com





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Las Vegas Expo recently launched a revolutionary, cloud-based online platform ordering system for complete show services. This has quickly become a powerful selling feature for them, offering their clients easy online ordering, 24/7 availability, real-time access, complete account history, and immediate notification of transactions. Without a strong payment processing partner, this would not be possible.

Solupay enabled Las Vegas Expo to qualify for Level III interchange rates, significantly improving their overall costs. By providing extensive data with transactions, this drastically reduced their spend while accepting corporate, purchasing and government cards.

Solupay's direct integration with NetSuite delivers a simple and secure way to accept credit and debit card payments, and fully supports a variety of features including Interchange Management, Level III Purchasing Card Support, Advanced Fraud Management with our 3D Secure Advanced, Dedicated Relationship Management and much more.

"Not only did Las Vegas Expo gain a partner that reduced our processing expense by thousands of dollars, we eliminated a number of manual processes that saved an equal amount of time."



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