

What We're Hearing

Financial Institutions aren't always certain they want or need to use a consultant.

Here's why you should consider it.

"WE ARE EXCELLENT NEGOTIATORS AND CAN MANAGE THIS OURSELVES."

The impact a third party has on the outcome of a negotiated contract is substantial. Vendors are aware that clients who partner with payments strategy consultants like Engage fi benefit from experienced advisors who negotiate market pricing and agreeable terms every day.

"WE HAVE A GREAT RELATIONSHIP WITH OUR VENDOR, WHY PARTNER WITH ENGAGE FI?"

Engage fi strives to maintain forward-thinking and productive relationships with both Visa and Mastercard. We believe in enhancing our client's vendor experience because the goal is to deliver optimal value today and set the trajectory for tomorrow.

"WE HAVE GROWN SINCE OUR LAST AGREEMENT. HOW DO I ENSURE MY PRICING IS COMMENSURATE WITH THAT GROWTH AND SCALES APPROPRIATELY?"

Engage fi has 20-30 active projects taking place at any given time, which allows us to keep a pulse on the rapidly evolving payments business. We maximize value for our clients because experience has taught us which levers to pull at the appropriate times.

What We're Seeing

Payments projects can provide a lot of value. There are many assumptions that are made and we address those during our engagements.

FINANCIAL INSTITUTIONS CAN SECURE ADDITIONAL MONIES ABOVE AND BEYOND WHAT THEY ARE GETTING FROM THEIR BRAND DEALS TODAY.

Vendor finance teams often require justification to approve an increase in funding for their current customers. Engage fi will craft a business case [founded on current and future market trends] that speaks to the card issuer's present circumstances and supports the receipt of additional capital.

WHEN IT COMES TO THE VENDORS, IS THERE REALLY A DIFFERENCE BETWEEN THEIR STRATEGIES AND OPERATIONAL AND COST STRUCTURES?

Every vendor has a unique value proposition and methodology. A thorough engagement process capable of navigating the ever-evolving payments landscape is key to identifying the distinctions between Visa and Mastercard strategies, as well as their operational and cost structures. Engage fi meets your payments strategy needs through education and transparency.

IS INTERCHANGE NEGOTIABLE?

Engage fi's engagements help dispel misconceptions and provide clarity. Interchange is a common point of confusion. We empower you with the knowledge to make well-informed decisions about what is or isn't negotiable in the realm of payments strategy and credit card processing services.