

A background graphic showing a globe with a network of glowing green and yellow lines connecting various points across the planet, symbolizing global connectivity and payment processing.

# PAYMENT PROCESSING FOCUSED EXCLUSIVELY ON B2B MERCHANTS

EVO B2B offers specialized  
B2B technology, cost savings,  
and concierge service and support.

# CONTENTS

- Introduction ..... 3
- Overview ..... 4
- The EVO B2B Difference..... 5
- Cost Saving Technology..... 6
- Concierge Service and Support..... 7
- Data Security ..... 8
- Custom Integrations..... 9
- Business Analytics ..... 10
- Testimonials ..... 11



# B2B



## Cost-Saving Technology

EVO B2B's Interchange Management<sup>®</sup> automatically ensures your company qualifies for the best possible interchange rate.



## Concierge Service and Support

With a client retention rate of 96%, EVO B2B goes above and beyond for our clients.



## Highest Levels of Data Security

EVO B2B protects data by always using the latest anti-fraud technologies and practices.

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# EVO B2B Overview

## EVO B2B FOCUSES EXCLUSIVELY ON PROVIDING PAYMENT PROCESSING SERVICES AND SOLUTIONS TO BUSINESSES THROUGHOUT THE U.S.

EVO B2B has more than 15 years of payment industry experience within the B2B marketplace. EVO revolutionized the payment industry with its proprietary Interchange Management® Program, which ensures your payment processing is optimized to achieve the lowest possible overall cost of payment acceptance. We also have expertise in custom integrations and online management tools, and can solve complex merchant needs with a broad range of processing solutions.

Unlike the majority of our competitors, EVO B2B develops and maintains its payment processing technology in-house. We don't use third parties for processing, nor do we outsource customer service.

### **Experience new levels of service.**

Through our consultative approach, EVO B2B works closely with clients to learn about the intricacies of their organization and its specific needs, including PCI compliance and integration to ERP and accounting software. It's no coincidence that we maintain a 96% customer retention rate.

### **The EVO B2B team**

The EVO team is dedicated to taking care of our clients, and makes the excellence we achieve in client retention possible. Our leaders value the voices of our people, and have developed a culture that promotes communication and teamwork. Every member of the EVO B2B team is engaged in the process of driving our company.



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# The EVO Difference

## EVO B2B

- Developers of Interchange Management® technology
- 15 years of experience in B2B Processing
- Unmatched client support, 96% customer retention
- Developed and maintains in-house processing technology.
- No long term contracts or costly early termination penalties

## COMPETITORS

- Little or no experience in managing interchange costs for B2B companies.
- Adopted B2B strategies in the last 3 years
- Industry average retention rates under 70%
- The majority of competitors do not use in-house processing technology.
- Contract terms of 2 or 3 years to receive most competitive rates



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# Cost Saving Technology

EVO B2B REVOLUTIONIZED THE PAYMENT INDUSTRY WITH ITS PROPRIETARY INTERCHANGE MANAGEMENT<sup>®</sup> TECHNOLOGY.

## Why is that important?

Because it's challenging for a merchant to stay current with the Card Networks (MC, Visa, Discover, Amex) as they continually change processing requirements and fees, which can happen every six months. Failure to stay current can significantly increase payment processing costs.

EVO B2B's Interchange Management<sup>®</sup> technology provides ongoing management of the sales entry process and data flow to automatically ensure your company qualifies for the best possible rates. We take the guesswork out of Level II, Level III and large-ticket reporting requirements.

## Bottom line:

*EVO's Interchange Management<sup>®</sup> saves companies an average of 37% on B2B interchange fees.*



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# Concierge Service and Support

ALL PAYMENT PROCESSORS ARE NOT CREATED EQUAL.

## Consultative Approach

EVO B2B is a partner that takes the time to learn your business, helps you untangle the confusion of payment processing, and develops solutions tailored to meet your business needs.

EVO B2B employs experienced and dedicated client service representatives who undergo frequent training to ensure they can respond to any question quickly and knowledgeably. We are available 24/7 for support.

## We Promise to:

- Resolve issues fast
- Be accessible by phone, e-mail or instant chat
- Provide personalized training to our clients
- Continually monitor transactions to ensure optimal rates



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# Data Security

AS A TRUSTED PAYMENTS PROVIDER TO THOUSANDS OF BUSINESSES AND GOVERNMENT AGENCIES, EVO B2B IS COMMITTED TO IMPLEMENTING THE LATEST TOOLS AND TECHNOLOGIES TO PROTECT THE DATA OF BOTH OUR CLIENTS AND THEIR CUSTOMERS.

Among the security practices EVO employs are physical and logical security, point-to-point encryption (P2PE), tokenization, network protection and system-wide monitoring.

EVO is a Level 1 PCI Compliance Service Provider (the highest level), which requires an annual independent security audit of our processes and systems.

EVO is also under contract with Verizon, who conducts frequent internal and external security tests to identify any vulnerabilities and report them to executive management for resolution.

## PCI Compliance

EVO sponsors a merchant compliance program with **Trustwave**, a leading provider of PCI compliance and data security services. EVO merchants are pre-registered with TrustKeeper® PCI Manager, a tool that scans merchant networks to detect vulnerabilities to ensure cardholder security.



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# Custom Integrations

EVO B2B'S EXPERIENCE WITH ERP AND ACCOUNTING SYSTEMS DRIVES EFFICIENCY FOR YOUR BUSINESS.

EVO B2B offers the broadest range of integration services in the payment industry. We work closely with our clients to securely integrate real-time card acceptance into your existing workflows and corporate processes, including your ERP and accounting software.

EVO B2B's custom integration services are based on our 15 years of focus on B2B payments. This experience results in integrations that work and that are delivered on time, allowing you to quickly benefit from operational and processing cost savings.



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# Business Analytics

EVO B2B UNDERSTANDS THE UNIQUE INFORMATION NEEDS OF B2B BUSINESSES AND WE HAVE BUILT ANALYTICS TO SPECIFICALLY ADDRESS THESE NEEDS.

Our customized reporting provides you with access to view and manage the complete lifecycle of your payment transactions, including detailed information related to the qualifications and processing cost of every transaction.

With EVO B2B's technology, we have the ability to create custom reports that identify on-going savings opportunities and trends in payment processing costs.

Your online reporting package also includes daily itemized transaction reporting, enhanced monthly statements, real-time alerts, and chargeback e-mail notifications.



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# Testimonials

*"We've found other processor's reporting systems to be challenging. But EVO B2B's reporting platform has increased our efficiency by more than 35 percent. Being able to download a prior days data and having it work with our software is phenomenal. EVO also has competitive rates and they respond to any need on the spot."*

**Greg Robinson**  
**Assistant Controller**

Kenworth Sales Company (Regional Truck Dealership)

*"EVO B2B has definitely saved us on processing costs since we began working with them in 2009. Savings, though, isn't the entire reason we're happy with EVO. Their service is unbeatable. I get a phone call every day from processors saying they can give us lower rates. Even if that were true, we would stay with EVO because of the personal service and attention they give us."*

**Jim Brown**  
**Corporate Controller**  
**Price Automotive Group**

(regional auto dealership)



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*“EVO B2B has made our payment processing so much easier and our accounting more efficient with EVO’s reporting capabilities. EVO’s technology also ensures we get the best possible interchange rates. We’ve been processing with EVO for six years – that says a lot. The rates are fair, the service is personal, and we have a great working relationship with our representative.”*

**Joe Orsi**  
**Credit Manager**  
**Belknap White**

(largest flooring distributor in the Northeast)

*“Sure, we get calls often from other providers offering to give us better rates and we do check them out from time to time. So far no one has been able to offer us savings that would entice us to leave EVO. They would have to demonstrate more than just a savings on processing rates. We are very happy with EVO. It would take an unbelievable savings to pull us away.”*

**Eddie Keough**  
**Customer Credit Administrator**  
**Hoover & Strong**

(manufacturer and distributor of precious metals)



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