



Merchant Acquiring Value Added Services Report

Payroll and Other Value-Adding Products



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Executive Summary

WHAT IS THIS REPORT?

The Strawhecker Group's Value Added Services (VAS) Report offers merchant acquirers a comprehensive look at payroll services, an offering that deepens connections to merchant customers, is applicable to all vertical markets, and creates a new revenue source. This section covers the payroll product offering, the competitive landscape, key considerations, a financial return analysis, and an overview of the payroll firm acquisition market.

The report's appendix provides three useful resources including a description of payroll offerings, an overview of leading firms, ADP and Paychex, and a third-party ranking of the top 12 payroll firms.

The second section of the report covers other value-adding products that merchant acquirers can offer including:

- Cloud Computing/Data Backup Services
- Online Monitoring Dashboards
- Billing Solutions/Deferred Payment Plans

Additionally, a listing of the value-adding services offered by the top 50 merchant acquirers is also provided.

WHY IS THIS USEFUL?

Acquirers/ISOs looking to increase their revenue should consider offering value-adding services to supplement their core business, as they lead to additional revenue opportunities and stickier merchants. In this competitive environment, acquirers need to distinguish themselves and build stronger ties with their merchant customers.

HOW CAN IT BE PURCHASED?

To order online with a credit card, please [click here](#). The report is \$1,380.

About TSG

The Strawhecker Group (TSG) is a management consulting company focused on the electronic payments industry.

TSG's Service Groups

Payments Strategy - Payments Strategy encompasses the full spectrum of advisory services within the Payments Industry. The depth of these services is built on deep industry knowledge - the Partners and Associates of the firm have an average of over 20 years of industry experience. With clients from card issuers to merchant acquirers, TSG has the experience and expertise to provide real-time strategies.

Transaction Advisory - Whether buying or selling, seeking investment funding, or planning your company's exit strategy, TSG's experience can be critical to achieving success. TSG has performed more than 100 Payments Company Valuation and/or Business Assessments in the past three years - ranging in value from \$1 million to \$1 billion.

TSG Metrics - TSG Metrics, the strategic research and analysis division of TSG, provides the Payments Industry with highly focused research and industry-wide studies. TSG Metrics takes data, boils it down to information, transforms it to knowledge and presents it to provide wisdom to its client partners.

TSG's Unparalleled Experience

TSG consists of Industry leaders with extensive experience leading teams through explosive growth periods, mergers and acquisitions, and international and domestic expansion within the Payments Industry. Both Partners and Associates of the firm have held key senior management positions at leading industry companies including First Data / First Data International, Visa Inc., MasterCard, TSYS, Humboldt Merchant Services, WorldPay, Heartland Payment Systems, Cardservice International, iPayment, Alliance Data, RapidAdvance, Accenture Consulting, Redwood Merchant Services, Chase Paymentech, as well as other leading financial institutions and Payments companies.

TSG's Influence Shapes the Payments Industry

Over the last three years, TSG has completed over 400 projects for more than 200 different clients including financial institutions, merchant acquirers, card issuers, card associations, technology providers, ISOs, processing companies and the investment community. Additionally, the firm and its Associates sit on several industry committees whose focuses range from emerging product development to governmental regulation advisement.

Other recent TSG reports and analysis include (Click for more information):

The Top 10 Ways
Acquirers Can Block
the Breach

TSG Analysis: Global
Acquisition of PayPros

What Benefits Me By
Paying a Credit Card
Swipe Fee

TSG Mobile Payments
Infographic

ETA/TSG Q3 2014
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Report

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