



Electronic Merchant Systems? ISO Agent Program Featured in Green Sheet

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Electronic Merchant Systems (EMS), a company based in Cleveland, Ohio, is proud to announce that their EMS Agent Program has been featured in the Green Sheet. The Green Sheet is a comprehensive resource for fintech, payments, and merchant services professionals. EMS has been providing services that help agents sell merchant services and achieve their full potential since 1988. EMS Agents are provided with the tools, technology, and support that they require to manage the whole deal process efficiently.

MyPortfolio, for instance, helps agents manage their portfolios and provide customized reports for partners and subagents. This is a secure technology suite and portal for agents that offers a single-access and transparent view of their whole enterprise, custom accounts, and affiliates. EMS Agents have total transparency during the entire deal process, including easy access to all current deal requirements and paperwork.

Matt Shepard, Executive VP at EMS, says, "Through our Agent Program, we partner with savvy, motivated individuals like you to bring our innovative products and services to merchants across the nation."

He continues, "But, you never have to do it alone. We'll work with you to offer customized agreements, gain merchant approvals, provide marketing assistance, and 24/7/365 support for anything you need."

Those who are considering selling merchant processing systems will need an agent program like the one provided by EMS. There are a number of important features that an agent program must have. These include transparent agent contracts, portfolio management solutions, a comprehensive suite of products and services, accelerated funding, and 24/7 support.

It is important for agents to choose a business partner who offers a contract that is transparent and easy to understand. It is vital for agents to make sure that they truly comprehend the commission structure and how they can optimize their business. Agents need to look for programs that clearly define the details and provide evidence for their claims.

The portfolio management system provided should offer agents unique insights regarding their merchant portfolio, helping them to determine profitability, identify critical opportunities to minimize churn, and proactively manage their accounts. An excellent portfolio management solution would provide detailed residual reporting all the way down to the interchange levels; automates the notification of new customer service tickets for the merchants; monitors the statuses of deals online for all submitted new deals; and offers a multi-tier commissions module that will help agents streamline the complete lifecycle for the management of portfolios delivered through subagents.

The company providing the agent program should also have a complete suite of products and services capable of serving all opportunities, whether they are retail or card not present merchants. While the payment processing is important, it is the value-added products that usually act as the door opener to the deal. These include products like gift cards, payment gateways, loyalty programs, mobile POS, and responsive web design.

Accelerated funding is an important feature of an agent program because it enables merchants to quickly get credit card transaction funding. Most credit card processors will fund transactions within two to three business days, while others that provide accelerated funding where merchants that batch out by 5:00 am will get their net sales receipts in their bank account by 12:00 noon the same day.

The agent program should also offer 24/7 support for merchants. It is a good idea to check if the business partner's support desk is outsourced or in-house because there will be a difference in the quality of the service offered by in-house help desks. The support team should be well-trained in handling questions, educating merchants on payment acceptance and the value-added solutions they may offer, and overcoming challenges.

While EMS has its headquarters in Northeast Ohio, it has sales offices across the United States. EMS offers trouble-free deployment of customizable payment solutions to boost business profitability. The company currently serves tens of thousands of internet, start-up, and retail businesses nationwide, processing more than \$3 billion in payment card transactions every year.

Those who are interested in learning more about the EMS Agent Program may want to check out the Electronic Merchant Systems website or contact them through the telephone or via email.

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For more information about Electronic Merchant Systems, contact the company here: Electronic Merchant Systems (800) 726-2117 info@emscorporate.com 250 W Huron Rd #400 Cleveland, OH 44113

Electronic Merchant Systems

Established in 1988, Electronic Merchant Systems has grown to become a leading provider of payment processing & merchant services. Electronic Merchant Systems' mission is to be the industry leader in merchant services and payment processing solutions.

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