



EMS Recognized For Best ISO Agent Program

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Electronic Merchant Systems (EMS), based in Ohio, recently had their ISO Agent Program featured in a Green Sheets article. The article explores how many benefits and advantages one has access to with Electronic Merchant Systems' ISO Agent Program. The company has been helping agents reach their full potential since the 80s and has managed to stay ahead of the curve despite all the changes the industry has seen over the years. They recognize what it is that today's agents need and work to ensure that they can provide exactly what their community is looking for.

"Agents deserve to know the status of every deal, from submitted application to account approval," says Green Sheets. "EMS Agents have the tools, support and technology they need to efficiently manage the entire deal process. For example, our Agents can use MyPortfolio to manage their growing portfolios and create custom reports for subagents and partners. MyPortfolio is a secure agent portal and technology suite that provides a transparent, single-access view of their enterprise, affiliates and customer accounts."

What sets Electronic Merchant Systems' Agent Program apart is the complete transparency with which they handle their responsibilities. They keep their clients fully informed throughout the entire deal process and offer easy access to current paperwork and deal requirements. With EMS, the deal process is made considerably faster due to the fact that background and verification checks on each merchant application are

performed automatically. The company also notifies agents continuously of a deal's status through MyPortfolio and twice-daily email notifications. They also flag irregularities, making it a lot easier for the underwriting team to contact the merchant and keep the process going.

With EMS, agents receive email notifications any time a merchant calls client services. Many companies want the agent out of the process once a deal is installed, but EMS is the exception. The company's focus is primarily set on building relationships that are mutually profitable and withstand the test of time, so they prefer to work closely with agents through every step of the process. Using MyPortfolio, EMS agents have more control over their portfolios. It allows agents to open their own service tickets on behalf of their merchants, thereby making the whole process simpler and faster for both agents and their merchants. MyPortfolio allows users to view and track the whole customer lifecycle ? from acquiring new clients to creating customized reports for sub agents and partners.

MyPortfolio is designed to offer several advantages for agents. It empowers them to accelerate approvals, for instance, with features that include pricing profiles and so on. The software gives them access to a ready-made, high-quality agent portal, which is a cost effective alternative to expensive homegrown systems and third party solutions. MyPortfolio also gives agents dynamic reporting tools that enable them to build and scale up their work.

?If your current provider is falling short on any of their service promises or if you're not feeling challenged in your current role, maybe it's time to consider a change,? says EMS. ?As you evaluate processing relationships, review each provider's products and services. How would you rate each prospective partner on the six deliverables above? Ideally, your partner will not only meet your needs today but anticipate your needs tomorrow. In this ever-changing industry, Electronic Merchant Systems offers everything you need and more.?

They add, ?As the industry advances, we strive to meet your needs and help you grow your merchant portfolio. At Electronic Merchant Systems, we believe a service promise should be more than the same old laundry list you've seen from other processors. We are committed to your success because our success as an organization begins with you.?

For more information on the ISO Agent Program, visit Electronic Merchant Systems' site. The company has helped hundreds of agents better manage their clients, and their ISO agent program is well known for being the cause of many agents' growth. Through a combination of flexibility, transparency and highly effective automation processes, the system has the potential to completely change how agents do business.

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For more information about Electronic Merchant Systems, contact the company here:Electronic Merchant Systems(800) 726-2117info@emscorporate.com250 W Huron Rd #400Cleveland, 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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