



LOCATION
Reno, Nevada

SUCCESS WITH
Virtual Terminal for B2B, EMV, &
Save Smart Guarantee

CLIENT MIX
Business to Business (B2B)

“My estimate was about \$250 per month savings on merchant account fees,” says David.

BACKGROUND

Digiprint is one of the many local businesses Stillwater Payments prides itself on serving. Digiprint opened its doors 30 years ago in downtown Reno. Since then, they have grown and adapted – constantly staying at the forefront of modern printing technology. They are a family-friendly, customer-focused business voted Best Print Shop in Reno, Nevada, by the readers of Reno News & Review seven years in a row.

Digiprint engaged Stillwater Payments hoping to lower their overall costs on merchant credit card services. They believed their fees with a “Big Bank” were too high. David and Rhonda at Digiprint wanted another option, one that would lower their costs.

SOLUTION

Our Virtual Terminals feature secure card storage, recurring payments, batch upload, invoicing, account updater, and simple level 2 and level 3 processing. They are designed to allow for flexibility and ease of use. They are safe, secure, and feature rich.

The Virtual Terminal allows for face-to-face transactions with lower rates and the security of EMV.

We removed Digiprint's credit card terminal in favor of a device-processing EMV. Any necessary face to face transactions could be processed through the Virtual Terminal pin pad with EMV.

RESULTS

Before they came to Stillwater Payments, Digiprint was paying an overall fee of 3.08%. Utilizing our Save Smart Guarantee, we knew there would be some nice savings on the merchant fees. After our implementation, their merchant fees went down to 2.23% on average. The Virtual Terminal technology is saving Digiprint approximately .85% overall. In dollars, on average, Digiprint is saving \$297 every month. This amounts to a yearly savings of over \$3,500.

Another value-adding benefit for David and Rhonda at Digiprint is reporting.

- David receives the settlement report via email, which provides him with information at his fingertips. In the past, he'd have to search around for the paper credit card receipts.
- Rhonda is using the reporting of the Virtual Terminal to look up transaction history.
- The payment processing data for all card brands- Visa, Mastercard, American Express, and Discover are provided on one merchant statement.

ROI FROM STILLWATER PAYMENTS

Digiprint saved as much as .85% on their merchant account fees, or \$297 a month.

RESULTS

- Simple to Access Reports
- Consolidated Transactions
- Consolidated Payment Types
- One Merchant Statement for All Transactions.