



**OPTIMIZED
PAYMENTS**



CASE STUDY

**BURR PILGER MAYER
(BPM CPA)**

MANAGING CARD PAYMENT COSTS

THE CLIENT

Burr Pilger Mayer is one of the largest California-based accounting and consulting firms. BPM has served the Bay Area's emerging and mid-cap businesses as well as high-net-worth individuals for the past 30 years.

THE CHALLENGE

BPM has been accepting credit card payments from its consumer and commercial clients since the early 2000s. As card-based transactions rapidly increased, card processing fees reached hundreds of thousands of dollars per year. In fact, BPM's effective cost of card payments exceeded 3.00%.

Not having the time or resources to learn the payments space, BPM reached out to the independent consultants at Optimized Payments to help them reduce their overall cost of processing credit and debit cards.

THE SOLUTION



Proprietary Software

Optimized Payments thoroughly reviewed BPM's payment processes and statements using its proprietary software, and identified several opportunities for savings while staying with the current provider.



Negotiate Fees & Terms

Optimized Payments was able to benchmark fees based on BPM's size and negotiate favorable terms with their current card processor and American Express.



Improve Interchange Qualification

After obtaining card processing data, Optimized Payments' consultants worked independently and efficiently, and had recommendations for savings in three weeks, improving interchange qualification for commercial cards.

THE RESULTS

Improved rates

After benchmarking BPM's fees, Optimized Payments helped negotiate better terms with their processor.

21% reduction

in card processing costs due to improved rates and interchange qualification.

“ Burr Pilger Mayer is in the business of providing accounting and consulting services, not being experts in credit card processing. Our card processing costs kept going up and we felt we had no way to control them. ”

Diana Borova

Chief Administrative Officer

Contact us to learn more:



[OptimizedPayments.com](https://www.OptimizedPayments.com)



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