EBizCharge®

Summary

EBizCharge is a flexible payment gateway that integrates with over 50 leading ERPs and shopping carts. Accept payments in your ERP system, power your online store, and upload customer invoices to the online payment portal. EBizCharge also reduces processing costs, saving your company money every month.

Value Proposition

EBizCharge offers frictionless payment acceptance across business platforms, freeing up time to focus on what matters for your business. They back up their products with lower processing costs and 5-star, in-house support.

Payment Solutions

Payment gateway

Designed to reduce processing costs, our gateway powers all our payment solutions and gives you access to custom reports, unlimited transaction history, and next-day funding options.

Customer payment portal

Let customers view and pay off invoices through an online portal at their convenience.

Mobile app

Accept credit, debit, and ACH payments and search and pay off customers' pending invoices.

Desktop solution

Quickly accept payments, issue credits, and void transactions right from your desktop.

Physical terminal

Swipe or dip credit cards in person with our EMV-compatible devices.

Payment integrations

Accept payments within your favorite systems. EBizCharge integrates with over 50 ERP/accounting programs, shopping carts, and more.

Payment Integrations

ERP, accounting, & CRM integrations

Run transactions, automate payment collections, and more from within your software.

eCommerce integrations

Accept credit card payments through your eCommerce store.

Specialized integrations

Run transactions from within your specialized software and streamline payment acceptance.

ERP/accounting

Acumatica
Epic
Kechie ERP
Macola
NetSuite
Odoo ERP
OmegaCube
Oracle EBS Financials
Paradigm Accounting
TEKOA
Turf Logistics

Microsoft
Dynamics 365 BC
Dynamics 365 F&O
Dynamics AX
Dynamics GP
Dynamics NAV
Dynamics SL

Epicor
Epicor 9
Epicor 10
Prophet 21

Intuit
QuickBooks Desktop
QuickBooks Online

Sage
Sage 50
Sage 100
Sage 500
Sage BusinessWorks
Sage Intacct

SAP
SAP B1
SAP B1 Cloud
SAP Business One HANA

Zoho
Zoho Books
Zoho Invoice
Zoho Inventory

CRM

Microsoft Dynamics
Odoo CRM
Salesforce
Zoho CRM

Shopping carts

3dcart
AbleCommerce
Adobe Commerce
AspDotNetStorefront
BigCommerce
CartManager
Drupal Commerce
Dynamicweb
Epicor ECC
Kibo Commerce
Magento
Nomad Commerce
nopCommerce
Odoo
OpenCart
Parttrap
osCommerce
Sana Commerce
Ubercart
Volusion
WebJaguar
WebsitePipeline
WooCommerce
X-Cart
ZenCart

Reservation systems

FASTTRAK
Ground Alliance
Hudson
Limo Anywhere

Retail & POS

iBistro
Smartwerks
TylerNet

Key Benefits

All-in-one platform
- Flexibility to handle payments across your platforms *(Accounting software, online store, mobile and EMV, desktop application, and more)*
- One point of contact for merchant services and payment solutions
- The largest suite of payment integrations in the industry

Software integrations
- Accept credit cards directly in your ERP/accounting software
  · Automatically applies payments back to invoices and updates balance due
  · Options to email customers secure payment links
- Accept credit card payments through your eCommerce store
- Seamless, complimentary upgrades to latest versions of your software *(Except for Macola, NAV, and Epicor integrations)*

Price
- Complimentary integration, setup, upgrade, and maintenance *(Except for Macola, NAV, and Epicor integrations)*
- No cancellation fees
- Lowest processing costs guaranteed
- Flat rate pricing options
- Next-day funding options

Development and support
- In-house development and user experience teams that work to constantly improve the products
- Complimentary in-house installation, training, and support

Security
- Automatically encrypts and tokenizes your customers' sensitive payment information
- Reduces your liability by storing information off-site
- PCI-compliant and TLS 1.2-compliant
- Filters out fraudulent transaction attempts with fraud prevention modules

Target Market

Industries
- Manufacturing and distribution
- Wholesale
- Transportation
- Medical devices
- eCommerce
- Promotional products

Target personas
- CFO
- Controller/Comptroller
- Director of Accounting
- CEO/Owner
- IT Director

Use-case triggers
- In B2B, takes payments over the phone and/or online
- Uses an accounting software, online store, or other system that we integrate with
- Processes payments or reconciles invoices manually
- Looking for help with PCI compliance and security
- Experiencing rate increase or high costs with current credit card processor
- Experienced poor customer support from a processor, network, gateway, provider, and/or integration
- Experienced a software solution that underdelivered

Qualifying Questions

1. Do you currently accept credit cards?
2. What ERP or accounting software do you use to create invoices?
3. Do you currently accept credit cards within your invoicing software, online, or on a machine?
4. Do your customers pay off invoices on terms? If so, do they pay with a credit card?
5. Do you have a need to automate your payment collections?

Objections and Responses

I'm happy with my current processor.
We're not asking you to end that relationship right now. CBS offers something different—a system that puts time back in your day. Can we show you how the solution works?

Installing the integration will take too much time.
Installing the ERP/accounting software integration usually takes under an hour.

Training our team will take too long.
EBizCharge software integrations are designed to be intuitive and native to your software. Customer support and training are complimentary.

I'm already locked into a contract.
It seems like there should be a better way than to try to force people to use a service even if it's not the best option anymore. That's why CBS doesn't require contracts and can help you exit your current contract.

The integration will cost us too much money.
The ERP/accounting software integration is complimentary and includes free installation and training. It's also designed to reduce processing costs. *(Except for Macola, NAV, and Epicor integrations.)*