

CommercePayments™

Understanding revenue share.

When it comes time to pay bills, companies should use virtual credit cards instead of checks for as many payments as possible. Not only will the cards provide buyers with instant, trackable and easy-to-reconcile payments, they can actually generate new revenue for the company when paired with an accounts payable (AP) card program.

Most AP solution providers that offer virtual credit cards share a piece of the revenue with their clients – called “revenue share” or “rebate.” Every payment made with the virtual cards earns revenue for both the solution provider and the client.

This revenue can be paid yearly, quarterly, or monthly. Earned revenue can be used in any way: replace old equipment, invest in new technology, give employee bonuses, hire a new employee – the possibilities are endless.

But don't fall for a common trick.

Once you know the potential of virtual credit cards, the next step is understanding what makes them successful.

It's critical to realize that you won't necessarily get the most revenue from the provider that simply offers you the highest percentage (or basis points). The success of a virtual credit card solution should be based on the amount of money you spend through the cards. That amount is determined by how many vendors you have enrolled to accept card payments and your long-term strategy.

Many providers offer higher revenue share percentages at the cost of little enrollment – a common mistake that should be avoided. The ideal AP solution provider performs enrollment on your behalf, gets the most suppliers signed up, does multiple enrollment periods as your spend changes, and executes long-term strategies for growth.



CommercePayments™ AP Card

At Commerce Bank, we pride ourselves on helping our clients maximize their revenue share, which is often more than they can receive from other virtual card providers.

How do we do it? We know payments. We have dedicated teams for each facet of our AP solutions. These individuals have specific jobs and are committed only to CommercePayments™ solutions. Different specialist teams include:

- Supplier spend analysts
- Program implementation
- Vendor enrollment
- Long-term account management
- Efficiency consultants
- Day-to-day and technical support

Besides the in-depth service, CommercePayments™ AP Card provides clients with virtual card numbers to pay their bills, cloud-based technology with no software to host, ongoing enrollment on their changing spend, monthly revenue share payouts and more. Our clients can retain their banking and other financial relationships and keep as many of their existing procedures as they'd like.

Get started by speaking to one of our payment specialists. We'll perform an analysis on your most recent annual spend to get a picture of your potential enrollment and annual revenue. This free, no-obligation service will help us prove our story and show you the potential revenue being left on the table.

