



➤ **WELCOME TO
BLACKBAUD MERCHANT SERVICES**

Sandra Leturgez

blackbaud[™]
your passion > our purpose



PURPOSE OF THIS WEBINAR

To share information about Blackbaud Merchant Services.

This session will be beneficial to you if:

- ▶ •You are processing credit cards offline, online, with a card reader or with another vendor
- You are not actively processing credit card donations but are considering it
- Want to find out more about Blackbaud Merchant Services and the Blackbaud OneRATE™



► BLACKBAUD MERCHANT SERVICES

- Blackbaud's foray into payment processing
 - 10 year history –processing payments in Blackbaud Sphere
 - BBMS has processed over \$1B in donations to date
 - BBMS currently supports over 2,500+ clients like the Michael J Fox Foundation
- **NEW! Blackbaud Merchant Services™ is now integrated into your Blackbaud Solutions!**
 - Same awarding winning service and support
 - Completely PCI Compliant



► BLACKBAUD ONERATE™

Blackbaud OneRATE™ what you see is what you get

- Integrated in all Blackbaud products to include The Raiser's Edge, Blackbaud Net Community and Spark
- The rate is 2.598% and \$.26 per transaction for Visa, MasterCard, American Express and Discover.
- There are no monthly fees or minimums, no termination or early penalty fees
- Blackbaud deposits net funds into your designated bank account

BLACKBAUD MERCHANT SERVICES™

Blackbaud	BBMS Advantage	What this means to YOU?
Blackbaud OneRATE™	One Rate across all transactions types, all credit card, batch and real time- RARE in the industry	What you see is what you get. No hidden fees, volume charges or term contracts -STATEMENT ANALYSIS
Blackbaud Vault™	Protection for your donors-no charge. We encrypt donors info and store in the vault	Protect your greatest-assets your donors. Make our solutions PCI compliant in your environment
Blackbaud Gateway™	Gateway has no hidden fees. <i>Look at preferred partner options, there is a charge for gateway access</i>	Safely processes transactions in the BB Vault
Blackbaud Portal	Aggregate view of ALL credit card transactions. No separate portal for AMEX	Run and process reports, fraud alerts , RSS feeds chargeback services
BBMS Support	Blackbaud offers in house support, chargeback management services and donor support	Same superior level of customer, technical support to include Chargeback management, donor support



► BLACKBAUD MERCHANT SERVICES-A GOOD FIT?

Blackbaud Merchant Services is a good fit if:

- Want a competitive rate for online/offline processing
- Want to eliminate monthly fees or set up charges
- Reconcile accounts weekly
- Process in US\$ dollars only
- Want the flexibility of switching to a Blackbaud Preferred Vendor at any time without penalty
- Want a simple disbursement report/RSS feeds and fraud alerts



► BLACKBAUD MERCHANT SERVICES

How do I get started?

1. Contact your Blackbaud AE or the Blackbaud Merchant Services Specialist
2. Sign a \$0 BBMS agreement
3. Set up your merchant account
4. Configure Blackbaud Merchant Services with 5 easy steps



▶ **WHAT QUESTIONS DO YOU HAVE?**

- **Frequently Asked Questions**

- Will BBMS work with my card reader?
- What do I do when I have an offsite event?
- Will BBMS process direct debits?
- Will BBMS work with the EFT Module?
- Will I be billed the OneRATE per authorizations or settlements?
- What other fees am I charged?



▶ CONTACTING THE BBMS SPECIALIST

- Contact the BBMS Specialist for questions on BBMS or other payment options
- To request the \$0 BBMS agreement
- Contact information:
 - Sandra Leturgez
 - Sandra.Leturgez@blackbaud.com
 - 800-443-9441 extension 3421