MODERNWORLD™
BUSINESS SOLUTIONS
mwbsolutions.co.uk

ABOUT US

Watch Explainer

Visit Website

WELCOME TO A NEW WAY OF DOING THINGS

Modern World Business Solutions is not your ordinary ISO/MSP. Rather than being tied to one or two banks, we represent a number of acquiring banks and offer our end customers - the merchants - a wide selection of options to choose from. By doing this, we place the merchants at the centre of everything we do and create solutions which are tailored to suit their specific needs, creating a low attrition model to for all of our valued acquiring partners in doing so.

> The aggregator that the payments industry has been crying out for.

CORE VALUES

We pride ourselves on:

- Providing a service-led model
- Meeting merchants' expectations
- Disrupting the sector with our trailblazing approach to transparency and innovation

> We want to become the go-to ISO for both merchants and sales partners and organisations offering merchant services - and to be recognised for doing things differently.

At MWBS we focus on giving merchants and our partners the power to choose the products and services they want and need. This enables us to deliver reliable, long-term solutions, which benefit everyone in the chain - the banks, our partner network and end customers.

Our promise to you...

...as our sales partner, is to offer a complete - and constantly updated - toolbox, which you can utilise to create those bespoke offers for merchants.

This includes offering you the option of picking from the very latest tech and hardware available on the market.

WHY IS MWBS DIFFERENT?

Our ethos is to advise our clients and find them the solution best for their needs.

We develop software that gives you - as a member of our partner network - the opportunity to sell and promote products and services which will help create long-term relationships with merchants. This will allow you to benefit from great commissions and on-going residual income - both of which are clearly and transparently reported through your own portal.

MD - Warren Whitfield

We provide choice

1

Most ISOs represent one or two acquiring banks, which means their partners/sales agents are unable to offer choice to the end client. As a result, merchants are often lumbered with products and services that aren't right for them - not anymore!

We turn the tables on this model and give our sales consultants the power to provide merchants with the services they need. Using MWBS' unique portal, our partners have access to a wide range of options, from which they can select the elements needed by the merchant.

We focus on long-term partnerships

2

When it comes to sales, we do not incentivise you, as our partner, to focus on quantity - such as the number of terminals you lease out. Rather, you're rewarded for achieving retention among merchants. The key to this is providing merchants with the correct solution at all times.

This is where our service-led model sets us ahead of our competition, as we allow merchants to regularly reassess and adjust the products and services we offer them.

As our partner, you benefit from this model too. By having the autonomy to set the rates for each merchant, you will be able to gain residual income. The happier the merchant, the better the partnership - and the longer you will enjoy that residual income.

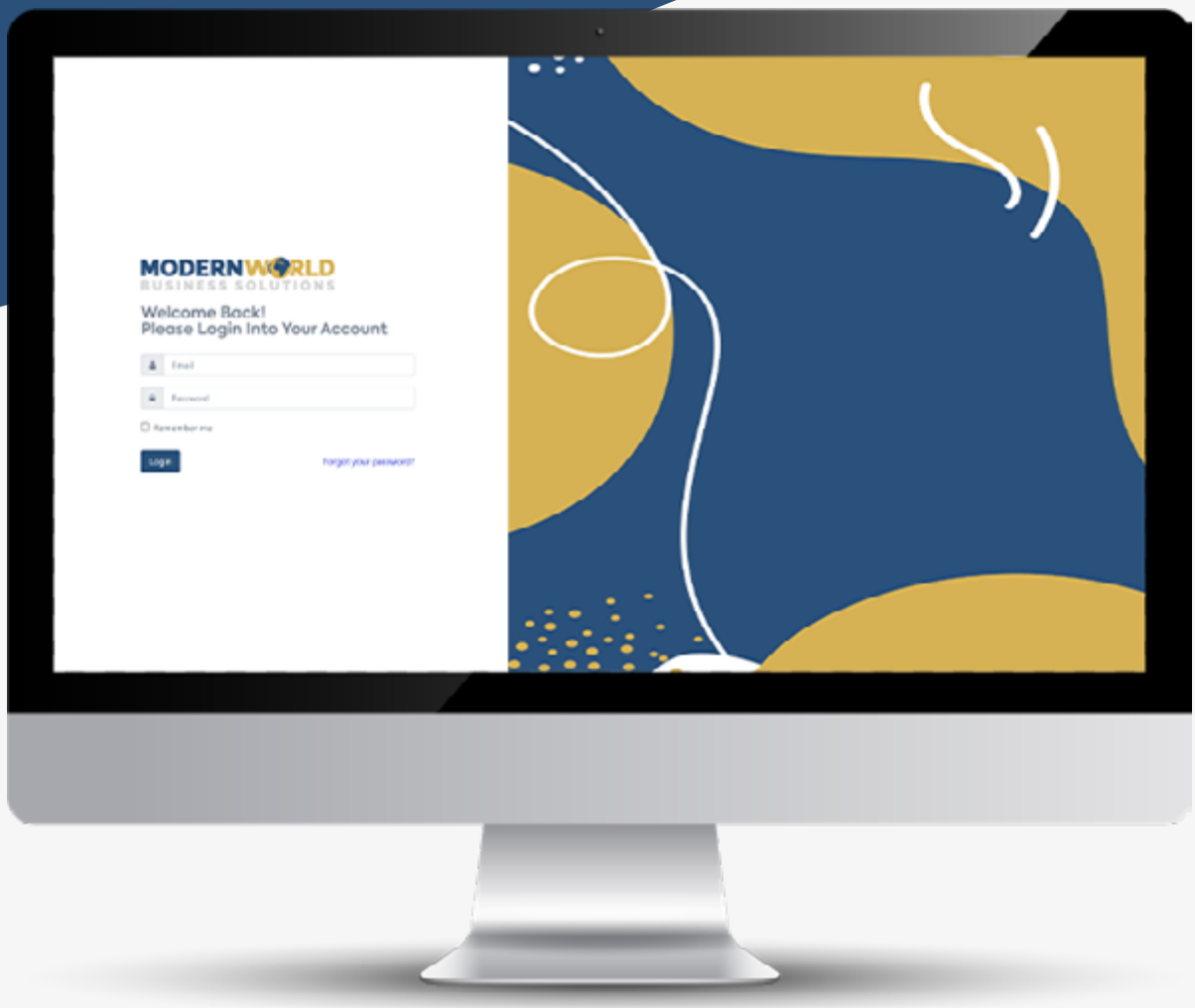
We offer a revolutionary portal system

3

Our trailblazing portal revolutionises the way we operate as an ISO. The portal has been designed as a one-stop shop for partners and resellers. From lead management, quote generation and pricing all the way to CRM and revenue monitoring, the portal will allow partners to run all aspects of their merchant service business.

The portal allows you to see every aspect of the deals you offer to a merchant - from the commission or hardware to the level of residual income. It is also white-label, which means that all aspects of it can be branded according to your business.

The portal reflects MWBS' role as a fintech business, as well as an ISO, and we're always updating and developing the portal. We are constantly developing new technologies and integrations, with the aim of helping our partners run their businesses profitably and effectively whilst supporting merchants fully.



WHY ARE WE LOOKING TO DISTURB THE SECTOR?

Historically, the ISO/MSP sector has been driven by a focus on volume, as sales agents are rewarded based on how much hardware they sell - and/or on the monthly fees they set. This has, as times, encouraged questionable sales practices and led to merchants ending up with products and services they don't need. As a result, ISOs/MSPs do not always have the best reputation among merchants.

By offering choice, we want to change the way ISOs are perceived. Through the wide range of options we offer, we enable our partners to provide merchants and partners a service similar to a comparison website. Merchants can also be safe in the knowledge that, with MWBS, they will only be committing to a contract length that they are comfortable with.

The national company with the local face.

> We want to put the power back into the merchants hands and let them decide the products they need which will inevitably drive down attrition percentage within our networks.

WORKING WITH MW

Joining us as a sales partner, you will become part of MWBS' nationwide partner network.

Our strapline is **"The national company with the local face"** – and you will be that face.

As our partner, you will benefit from industry-leading support and the reputation that MWBS has an innovative, groundbreaking and consumer-focused ISO. You will build lasting relationships with clients, using the tools we provide you to create trust with each client.

You will be in control of your own income streams, which will be dictated by the rates you set for each merchant.

We encourage - and expect - ethical sales practices by incentivising partners to secure long-term, residual income streams. We do not reward partners for a "hard sell" approach of products and services.

MW Office Support

01487 808 990

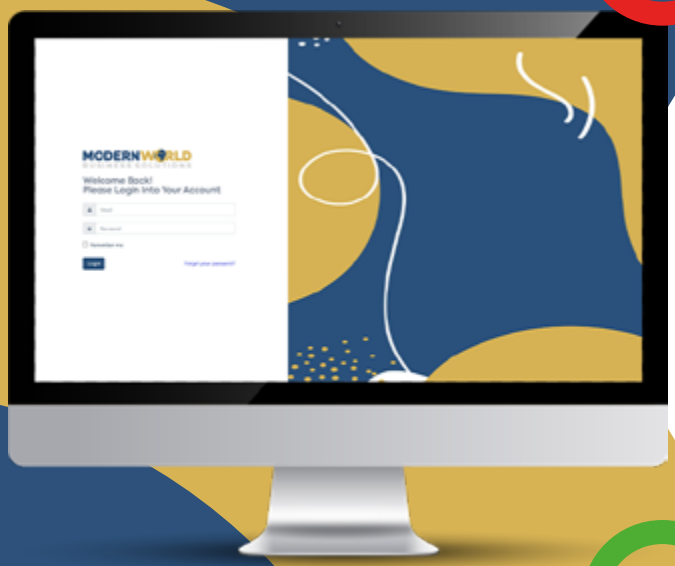
Terminal Support

01933 656 323

WHY CHOOSE MW?

We offer a free, completely unbiased platform. We do not impose any set up costs, monthly software fees or any other charges. We also do not enforce any minimum monthly quantity targets.

What we offer you is the ability to price your services to merchants correctly, turning them into long-term clients, and then share the revenue they create.



Setup

Minimums

Monthly Fees

> We thrive on creating long-standing relationships and will go that extra mile to ensure our customers feel valued. As our sales agent, you will help our clients find the perfect solution and then benefit from the relationships you create.

Choice

Transparency

Autonomy

HOW WE SEE IT DIFFERENTLY

Problem #1

Most ISOs represent just one or two acquiring banks. Therefore the sale to the merchant is often a channelled one with such a lack of diversity.

1

2

Problem #2

This, in our opinion, is the driver for industry average high attrition rate of 25% after year 3. The merchant has not CHOSEN the solution that best suits them forcing them to change.

Problem #3

The industry is rife with self employed sales people who represent one or possibly two solutions. This drives a behaviour that we want to disrupt by handing choice back to the merchant, or improving the sellers options.

3

SOLUTIONS

Solution #1

Put together a full and comprehensive offering for both acquiring banks and hardware that will undoubtedly fit every merchant type and situation.

1

2

Solution #2

Reward our partners for RETENTION and good ethical behaviour that results in the merchant getting the correct solution each and every time.

Solution #3

Fully and continually share best practice with our partners to ensure that they have all possible tools to deliver the ultimate solutions to UK merchants.

3

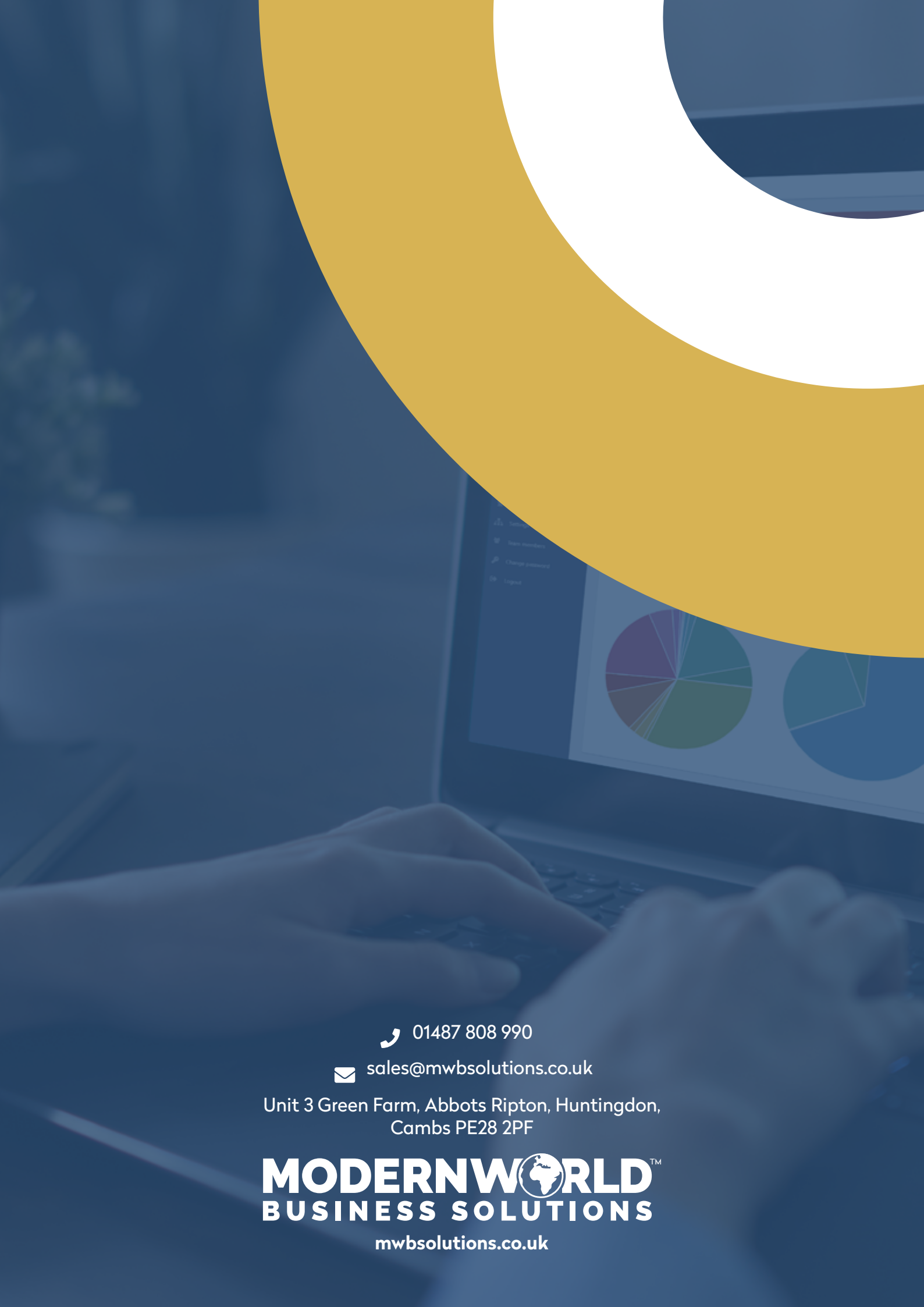
UTOPIA

Our mission is...

- To create a network of like-minded partners who hold the merchants interest at the center of all conversations
- To offer a full and always developing offering of the latest tech and hardware and make it available to our partner network
- To be known as the go to partner for self employed sales consultants, merchant services companies, banks and referral partners
- To deliver ultimate managed solutions and customer services to our merchants

Heard enough?

Book a Zoom Demo



01487 808 990

sales@mwbsolutions.co.uk

Unit 3 Green Farm, Abbots Ripton, Huntingdon,
Cambs PE28 2PF

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