



business made easier

# POS & PAYMENTS COMPARISON FORM

## COMPANY INFORMATION

|         |  |                   |  |
|---------|--|-------------------|--|
| Name    |  | Years in Business |  |
| Address |  | BBB Rating        |  |
| Phone   |  | Website           |  |

## REP INFORMATION

|       |  |                    |  |
|-------|--|--------------------|--|
| Name  |  | Cell               |  |
| Email |  | Years with Company |  |

## POS INFORMATION

|  |  |  |  |
|--|--|--|--|
| Time to setup and install from order placement |  | Payment Processing Required                        |  |
| Time to build menu                             |  | Monthly Fee for using another payment provider     |  |
| Who builds the menu                            |  | Transaction Fee for using another payment provider |  |
| Annual Support Contract Amount                 |  | <b>Cancellation Fee/Amount (Very Important)</b>    |  |

| <b>HARDWARE (Avoid Leasing)</b> | Unit Price | Quantity | Total |
|---------------------------------|------------|----------|-------|
|                                 |            |          |       |
|                                 |            |          |       |
|                                 |            |          |       |
|                                 |            |          |       |
| <b>Total</b>                    |            |          |       |

| <b>SOFTWARE</b> | Unit Price | Quantity | Total |
|-----------------|------------|----------|-------|
|                 |            |          |       |
|                 |            |          |       |
|                 |            |          |       |
|                 |            |          |       |
| <b>Total</b>    |            |          |       |



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## PAYMENTS

Pricing System:  Cost Plus  Flat Rate  Tiered  Cash Discount  Surcharge Program

| COST PLUS                        |  | FLAT RATE                        |  |
|----------------------------------|--|----------------------------------|--|
| Basis Point Markup               |  | Rate                             |  |
| Transaction Fee Markup           |  | Transaction Fee                  |  |
| Monthly Statement Fee            |  | Monthly Statement Fee            |  |
| Total Annual Fees                |  | Total Annual Fees                |  |
| American Express Basis Points    |  | American Express Rate            |  |
| American Express Transaction Fee |  | American Express Transaction Fee |  |
| Pin Debit Basis Points           |  | Pin Debit Rate                   |  |
| Pin Debit Transaction Fee        |  | Pin Debit Transaction Fee        |  |

| TIERED RATE                   |  |                                  |  |
|-------------------------------|--|----------------------------------|--|
| Qualified Rate                |  | Non Qualified Transaction Fee    |  |
| Qualified Transaction Fee     |  | American Express Rate            |  |
| Mid Qualified Rate            |  | American Express Transaction Fee |  |
| Mid Qualified Transaction Fee |  | Pin Debit Rate                   |  |
| Non Qualified Rate            |  | Pin Debit Transaction Fee        |  |

| CASH DISCOUNT |  |                  |  |
|---------------|--|------------------|--|
| My Rate       |  | Rate to Customer |  |

| SURCHARGE PROGRAM |  |            |  |
|-------------------|--|------------|--|
| Credit Rate       |  | Debit Rate |  |

## SETUP FEES

|                       |  |                               |  |
|-----------------------|--|-------------------------------|--|
| Contract Term         |  | Are the rates guaranteed      |  |
| Early Termination Fee |  | How long are rates guaranteed |  |