

## Automated Billing

– Increase Efficiency and Cut Costs with Automated Billing

**AQUA-TOTS**  
SWIM SCHOOLS



## INTRODUCTION

Client since 2014 - Aqua Tots was in the process of switching all their franchisees to a new POS software company. Aqua Tots was also on a very tight schedule to get this done within two months' time and was running into multiple issues. Some issues ranging from transferring customer profiles to gateway integration with Point of Sale company.

## SOLUTION BENEFIT:

- Existing database of clients converted over to new gateway within timeline
- Streamlined their on-boarding process of new franchisees
- Created online registration for new franchisees
- Custom reporting and analysis for each franchisee
- Successful integration with a new partner software platform
- One contact for Payment and Gateway solutions saving time and money
- Created custom interface for POS company to log in direct for expedited on Boarding process
- Updated Security Standards with EMV payment equipment and PCI compliance standards
- Updated payment terminals at no cost for each franchisee
- Reduced or eliminated all cancellation fees associated with old vendors

## RESULTS

Merchant Tree team implemented a custom strategy to streamline the onboarding process of Aqua Tots new and existing franchisee's. Our team setup an online registration form for franchisees to go to and fill out simple information form to get their payments and Point of Sale set up. Also, our CEO himself negotiated existing contracts and cancellation fees with old vendors on behalf of Aqua Tots. The result was thousands of dollars saved on top of the savings associated from switching to Merchant Tree.

In Addition, Merchant Tree team created the POS company a custom backend for them to expedite their onboarding process for the Aqua Tots Franchisee's. The result was franchisees were able to contact one company rather than three to get their payment systems up and running.