Just B2B

CARD & PAYMENTS

Understanding card processing fees

The fees to look for, the questions to ask, and how to compare providers so you keep more of every sale.

Card fees look small on one sale and add up fast across a year. Knowing the parts of a fee helps you compare providers properly and spot a poor deal.

The three parts of a fee

- **Interchange** goes to the bank that issued your customer's card.
- **Scheme fees** go to Visa and Mastercard.
- **The provider markup** is what your card provider adds.

Pricing models

Blended pricing charges one flat rate on every transaction. Interchange plus plus shows each part separately and is usually more transparent, and often cheaper for larger volumes. Ask which model you are on.

Other costs to watch

- Terminal or gateway rental
- PCI compliance fees or non-compliance charges
- Minimum monthly service charges
- Authorisation fees per transaction
- Early exit fees on long contracts

> **Compare like for like.** Ask each provider for your effective rate: total fees divided by total card turnover. That single number cuts through the noise.

QUESTIONS TO ASK A PROVIDER

- [ ] Is this blended or interchange plus plus?
- [ ] What is my effective rate on last month's takings?
- [ ] What are the terminal and PCI charges?
- [ ] Is there a minimum monthly fee?
- [ ] How long is the contract and what is the exit fee?

Compare card payments

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