# Tech Valley QuickBooks PowerUsers

## Receiving Money Anywhere

Stop waiting in line at the bank! We have numerous options for receiving payments via credit cards, check scanning, web, phone, PDA and laptop.

# Tech Valley QuickBooks PowerUsers

Have you been to a shop like the Apple Store where the associate who waits on you also scans your credit card right on the spot, with a receipt sent to your email address? **Yes, we can do that!**

# Presented by Wayne Higdon

1. Intuit Merchant Services

2. Intuit Check Solutions

3. Alternatives from other providers

# What to look for in a merchant service

- QuickBooks Integration
- Other ways to receive: web, PDA
- Fees posted monthly, daily, or net?
- Options for credit, e-check & ACH

# Intuit Payment Solutions

**IPS Capabilities**

- Swipe cards

- Accept phone orders

- **Process payments within QuickBooks !**

- Receive authorization via the web (not via phone)

- Link to your web store

- Accept payments on your PDA with GoPayment

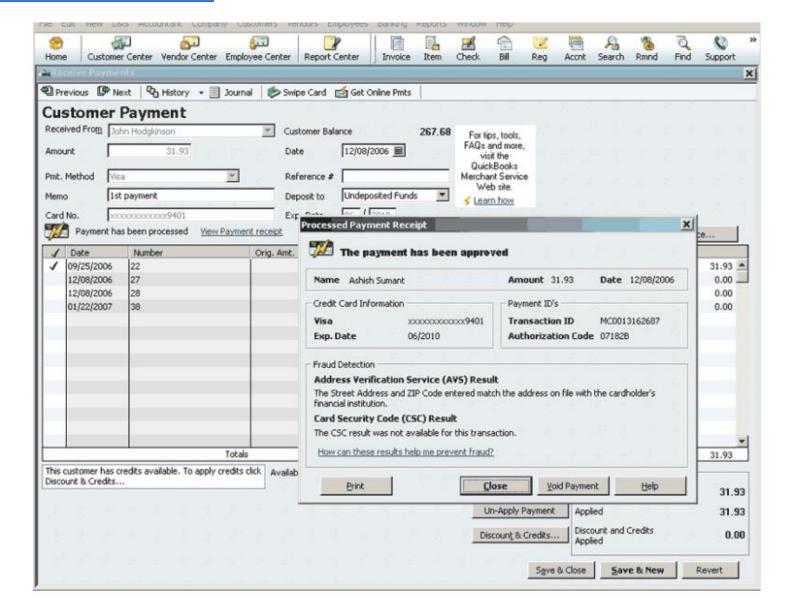- Automatic recurring credit card billing (but not recurring ACH)

# Intuit Payment Solutions

**Authorization Only….**



## Customer Payment - Authorization

| | | |
|---|---|---|
| Received From | | Customer Balance    **0.00** |
| Amount | 0.00 | Date   06/29/2010 |
| Pmt. Method | | Reference # |
| Memo | | |
| Card No. | | Exp. Date   / |

☐ Process payment when saving     How do I authorize and capture funds?

| ✓ | Date | Number | Orig. Amt. | Amt. Due |
|---|---|---|---|---|

Select the customer or job in the Received From field

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### QuickBooks Merchant Service Message

ⓘ Don't forget to return to this form and charge the card to complete this transaction. If you do not do this within 7 days, the authorization may have expired and the charge will be declined when you try to process it.

[ OK ]

# Intuit Payment Solutions

# Intuit GoPayment

- http://mobilepayment.intuit.com/get_started.php

Swipe via Bluetooth

**2.** Enter the amount to be charged and then key enter or swipe[1] your customer's credit card information into your mobile phone. Click Charge to process the transaction.

Swipe & Print

intuit    Enter Payment Info

Amount

Card Number

Expiration Date (MM/YY)

Security Code

Billing ZIP

Memo to Self (optional)

Charge

Cancel

# Even this business could use GoPayment !

# Intuit Payment Solutions

- Seven services (list price)
  - Merchant Service for PC ($19.95) with Billing Solutions
  - Merchant Service for Terminals ($12.95)
  - Merchant Service for POS or Cash Reg Plus
  - Online Terminal ($12.95)
  - GoPayment ($19.95)
  - Check Solutions

# Intuit Payment Solutions

- Four sales channels
  - Intuit website or in-product ads (retail)
  - ProAdvisor Program $9.95/month for clients (50% fee discount) or $69 per year for ProAdvisor
  - Intuit Solutions Provider Program (ISP), with residuals
  - Sleeter Group Consultants Network, ProAdvisor pricing plus 20% residuals

# Automated Credit Card Billing with Intuit Payment Solutions

Steps to automated billing:

1. Get authorization from customer via form in software
2. Set up preference to automatically apply payments
3. Set up **memorized invoices** in QB, organized in group
4. Set up the recurring charge via the service
5. Receive email notification when charges happen
6. Go to "Get Online Payments"
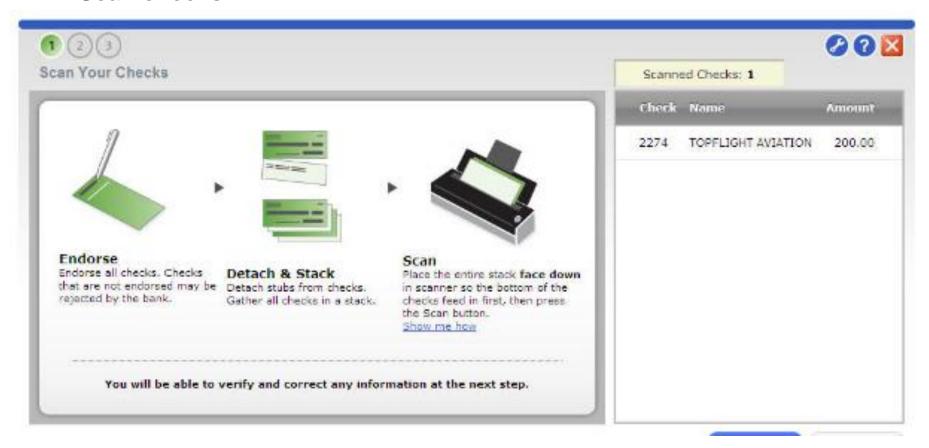7. Use Make Deposit or Merchant Service Deposits for today's batch

Note: currently this only works for Credit Cards, not ACH

# Intuit Check Solution for QuickBooks

- **Scan checks -** if you receive paper check payments in the mail or in a drop off box, you can scan the paper check into QuickBooks.

- **Accept electronic checks** - take check payments over the phone and key the check information directly into QuickBooks.

- Also, obtain **authorization** to process electronic check payments from your customers on an ongoing basis for recurring ACH payments.

- **Pricing**: $0.23 per transaction plus $19.95/month (standalone) or $9.95 (add on to merchant services) or free (?) to ProAdvisors

- Competitor and pioneer in check scanning is BankServ: http://www.bankserv.com/products/remotedeposit.htm .

## 1st - Scan checks

# Intuit Check Solution for QuickBooks

The Fujitsu ScanSnap S300/1300 check and document scanner - for only $239.00



- Up to 10 checks per minute
- Ultra portable
- Hands-free automatic document feeder

Detailed specifications

Recommended for businesses that process **less than 50 checks at a time**. Fujitsu is a general purpose document scanner that has been optimized to scan checks into QuickBooks. It can also be used with other compatible scanning applications to scan documents.

Note that this is **not** a TWAIN scanner, which means that scans are initiated only via the button on the scanner.

**2nd – Verify info**

# Intuit Check Solution for QuickBooks

## 3rd – Match to QuickBooks transactions

### Verify Check Scans and Record Payment

| Check | Name | Amount |
|-------|------|--------|
| 1054 | HUDSON AVE CONDO HOME OWNERS ASSOC | $52.00 |
| 5179 | COMMUNITY LAND TRUST OF SCHENECTADY | $157.50 |
| 15442 | MACFAWN ENTERPRISES INC | $247.00 |
| 2501 | INTEGRATED ASSOCIATES LLC | $52.00 |

**② Check 1054: Record Payment**

**QuickBooks has found invoice(s) matching**

Customer: hc/Hudson Avenue Condo Homeowners Associa

Invoice(s): 4931

Amount: $52.00

**How would you like to record this payment**

Use Receive Payment   (Recommended)

Use Sales Receipt

Skip for Now   Why would I skip?

**4ᵗʰ – Send the batch, then 5ᵗʰ – record the deposit**

**Record Deposits**

**Would you like to record these deposits in QuickBooks?**

QuickBooks will automatically enter the checks that were sent for processing in the Make Deposits form.

[ Make Deposits ]    [ I'll Do This Later ]

**As needed, check for funding status, or just watch your bank account**

| Submitted | Funded | eCheck writer name | Batch ID | Status |
|-----------|--------|--------------------|----------|--------|
| 06/24/2010 | 06/26/2010 | STEPHEN S CHURCH, ST | 1844 | Funded |
| 06/24/2010 | 06/26/2010 | Higdon, Wayne | 6000 | Funded |
| 06/25/2010 | 06/26/2010 | Plumbing and Heating, Metro | 6000 | Funded |
| 06/25/2010 | 06/26/2010 | Plumbing and Heating, Metro | 6000 | Funded |

**E-Check by Phone – Step 1: Select the Pmt. Method of "E-Check"**

## Customer Payment

| | | | |
|---|---|---|---|
| Received From | | Customer Balance | 0.00 |
| Amount | 0.00 | Date | 06/29/2010 |
| Pmt. Method | E-Check | Reference # | |
| Memo | | Where does this payment go? | |

**Step 2: After Saving, another screen will prompt for bank account info and the customer's authorization**

# E-Check by Phone – Step 3

✔ The payment has been approved

## Transaction Information

| Name | **Wayne Higdon** | Date & Time | **06/24/2010 - 6:36** |
|---|---|---|---|
| Amount | **1.00** | | |

## E-Check Information

| Account No. | **\*\*\*\*\*\*\*\*\*\*\*98** | Account Type | **Consumer Checking** |
|---|---|---|---|
| Routing No. | **\*\*\*\*\*\*383** | | |

## Payment ID's

| Authorization Code | **666-346** | Transaction ID | **100100711101760€** |
|---|---|---|---|

# Alternatives to Intuit Payment Solutions

# *from the iPhone/iPad App store…*

## [https://squareup.com/](https://squareup.com/)

Plugs into an iPhone or iPad;
No monthly fee or minimum

| Features | Square |
|---|---|
| Merchant Account Required | None |
| Contract Required | None |
| Mobile Card Reader | Free |
| Setup | Free |
| Monthly Fee | None |
| Monthly Minimum | None |
| Card Present (Swiped) Rate | 2.75% + 15¢ |
| Card Not Present (Keyed) Rate | 3.5% + 15¢ |

Apple iPad

# And there are many other credit card apps in the Apple App Store

## iSwipe Global Credit Card Terminal
## By AppNinjas Inc

# *Alternatives to Intuit*

## Medasyst WnetCardQB<sup>TM</sup>

http://www.intlcardservice.com/quickbooks.html

- Utilizes a pop-up window in QuickBooks
- communicates directly with all major US processors, without any involvement of third-party gateways, cuts out the middle man thus **avoiding transaction surcharges !**

**One-time purchase cost:** First activation key is $895.00.  Each subsequent activation key is $450.

# *Alternatives to Intuit – with recurring ACH*



http://www.firstach.com/

- ACH Processing
- Credit Card Processing
- Payroll Direct Debit Processing
- Plug-in Designed for QuickBooks®

- Telephone Initiated Entries
- Check Verify database of bad check writers
- **Recurring ACH Payments !**
- First ACH CheckOut - web based virtual checks

# *Alternatives to Intuit – with recurring ACH*



http://www.billandpay.com/

"The power of Bill & Pay is based on the built-in option to receive payments deducted from your customer's checking account (ACH) instead of paying the high fees associated with credit card payments. Accepting credit cards is also an option."

# *A different approach to getting paid*

## bill.com - send. receive. pay.

- Bill.com is an online bill payment service that integrates with QuickBooks.  As part of that, they offer ACH payments send & receive.

- If your customer is a bill.com user, they can pay you via Electronic Funds Transfer

- An invitation is sent requesting bank access. Securely enter your bank routing info.

# Q & A

For more information contact:

Wayne Higdon

Certified QuickBooks ProAdvisor

518-489-4365

wayne@25thhour.biz

www.25thhour.biz