

## Nomis Solutions Announces Payments Pricing and Profitability Solution

*Nomis Solutions Introduces Suite of Pricing and Profitability Management Solutions for Merchant Acquirers*

**San Bruno, CA April 9, 2013** – [Nomis Solutions](#), the leading provider of Pricing and Profitability Management solutions for financial services companies, announced today the Nomis Discretion Manager™, the first product in a suite of solutions for the payments industry. This new technology enables merchant acquirers and independent sales organizations (ISOs) to increase new business conversion rates while at the same time improving new merchant profitability.

Nomis Discretion Manager is a software solution that is accessible via tablet and laptop devices and provides real-time guidance of a ‘proposed set of terms’ for the sales agents based on characteristics of the merchant. The technology then dynamically recalculates terms and margins to enable sales representatives to understand the profitability impact of the changes made during negotiations with each merchant. Organizations utilizing Nomis Discretion Manager can grow new business volumes and lock in higher margins from the initial point of acquisition.

### **Benefits of Nomis Discretion Manager for Payments include:**

1. Pricing more accurately at the time of acquisition to win more sales deals
2. Empowering the sales force with dynamically recalculated terms throughout the negotiation process to maximize margins
3. Improving the merchant onboarding experience via a seamless capture of contract offer information into in-house systems that reduces the sales administration process time and costs
4. Capturing competitive market rates through the sales negotiation process, enabling the development of new tactics for specific merchant segments

### **Quotes About the Announcement:**

“For larger acquirers and ISOs, Nomis Discretion Manager will enable them to differentiate their offerings and terms to individual merchants. The sales agent will be provided a recommended set of terms and also be aided through the negotiation with the technology,” stated Steve Bradford, President of Nomis Payments at Nomis Solutions. “Should the sales agent need to refer back to a higher level of authority for approvals, this will be handled real-time within the software ensuring that terms are negotiated and agreed upon immediately. This level of commercial deal negotiation is a vast improvement for sales agents over traditional approaches of managing complex Excel pricing spreadsheets.”

“The merchant acquiring marketplace is hypercompetitive and dynamic within a complex ecosystem of merchants, ISOs, acquirers and networks,” said Anand Ram, Head of Payments at Nomis Solutions. “Nomis Discretion Manager gives acquirers and large ISOs the ability to quickly capitalize on moves in the market and provide more support to the entire organization involved in the recruitment of merchants.”

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### **About Nomis Solutions**

Nomis Solutions provides best-in-class pricing and profitability management for financial services companies. Through a combination of advanced analytics, innovative technology, and tailored business processes, the Pricing and Profitability Management™ Suite delivers quick time-to-benefit, and improves financial and operational performance throughout the customer acquisition and portfolio management processes. With experience working on over 50 projects in the Banking and Finance world, Nomis Solutions has optimized over \$600 billion in consumer accounts and generated over \$600 million in incremental profits, through more than 100,000 pricing scenarios.

Nomis Payments works with many merchant acquirers to deliver financial benefits through the use of smarter decisions across the merchant lifecycle. To date, Nomis Payments has analyzed over 500,000 merchant accounts across the United States and Europe.

Headquartered in San Bruno, CA, Nomis Solutions also has offices in Toronto and London. Visit [www.nomissolutions.com](http://www.nomissolutions.com) or contact us at [info@nomissolutions.com](mailto:info@nomissolutions.com) or 1-650-588-9800 or +44 0207 812 7251.

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