

WorldPay Business Case

Processing Volume

\$1.8bn

- \$600mm Vet
- \$1.2bn Dental

Annual Processing Fees

\$24mm

Worldpay Connection

**Paymetric within SAP
ECC6**

Goals

1. Improve net margins
2. Outsource surcharge compliance and risk
3. Keep current PSPs and terms in place
4. Customize surcharging for their business needs

Worldpay Integration

Phase 1: Vet business

Phase 2: Dental

Front: Paymetric AR to add surcharge line items/notices

Middle: Worldpay integrates XiPay with InterPayments

Back: Patterson internal SAP team

Surcharging Value

- Surcharging is not one-size-fits-all
- InterPayments provides customization via an API
- Keep existing payment processes, vendors, and terms

Surcharge Who?

Only surcharge On Account customers

Surcharge How?

- **Ecommerce website**
- **Phone payments**
- **Auto-payments**

Surcharge Where?

**Open AR, Direct AR,
Auto AR**