

What is Surcharging?

Surcharging is when you pass some or all of your credit card fee on to the cardholder as a separate line item on their invoice or bill.

Surcharging is complicated. Surcharges are generally only allowed on credit cards. You can't profit from a surcharge. But there are 40 million card types and each one has different fees and rules.

Surcharging is also highly regulated by over 67 governing bodies. It's also bound by card network rules. Non-compliance is aggressively enforced with fines from state attorneys general and card networks.



Did you know?

Surcharging is different from convenience fees, service fees, and cash discounts. These terms have different legal meanings, so be careful how you use them.

Why are more B2B merchants surcharging now?

63%

of B2B merchants are looking for a surcharging solution¹

\$1.2T

In B2B credit card transactions in 2022²

25%

Annual growth in corporate credit card usage – volume is still growing²

Credit cards represent a large and increasing share of B2B revenue. The high acceptance fees can't be ignored. Surcharging merchants reclaim up to the entirety of revenue lost to fees.

How do B2B merchants surcharge?

To maximize returns and customer satisfaction, merchants typically want a surcharge solution that offers:



Assured Savings

Many surcharging systems come from acquirers that make money when fees go up. The best solutions are independent and only make money when merchant fees go down.



Control

Choose exactly which customers get surcharged and when, like On Account vs. COD payments. Surcharge the whole or part of the precise card fee, and correctly handle refunds.



Seamlessness

Add surcharging to the payments systems you already use – don't replace them.



Compliance

Fines for non-compliant surcharging can run into millions of dollars. The best solutions automate complex card and regional rules AND indemnify you against any errors.

Did you know?

You must always offer a payment option that lets your customers avoid the surcharge – ACH or, in some cases, debit cards.

Start Saving with Compliant Surcharging

To learn more about how compliant surcharging can reduce costs and grow your margins, check out our [Buyer's Guide](#) or reach out [for a consultation](#).

1. October 24, 2019 [NACM/WorldPay Survey](#)
2. Nilson Report, June 2023