

# TOP 5 CONSIDERATIONS

## For SaaS Platforms Seeking a New Embedded Payments Provider

# 1

### INTEGRATION FLEXIBILITY

When choosing a payment provider, ensure they offer flexible API-based integrations or pre-built paths that accommodate your existing operations, with options for self-service or guided implementation and open lines of communication for real-time support.

# 2

### SCALABILITY & PERFORMANCE

When choosing a new payment provider for your SaaS platform, prioritize scalability and performance. Consider their ability to handle rapid growth, ensure operational continuity, optimize revenue, streamline client onboarding, and provide robust infrastructure for peak loads and efficient transaction processing.

# 3

### SECURITY & COMPLIANCE

Prioritize top-notch security and compliance features to safeguard your operations and customer data, ensuring the provider adheres to PCI regulations, offers advanced risk monitoring and fraud prevention tools, and provides resources for underwriting to prevent bad actors from processing transactions.

# 4

### CUSTOMER SUPPORT

Customer support is crucial for SaaS platforms choosing a new payments provider, ensuring smooth implementation, onboarding, and ongoing management while addressing technical issues and minimizing downtime. Consider the provider's ability to offer consistent support, assist with integration, and provide necessary tools and resources.

# 5

### COST & PRICING TRANSPARENCY

Work with a payment partner who guides you through cost and pricing structures that drive revenue for your SaaS business. Key considerations include their expertise in educating you on cost models, competitive pricing, transparency in transaction costs, and providing tools and resources to optimize your revenue.