# MARQETA

## ConnexPay is transforming payments for Travel and E-commerce providers.

**CONNEXPAY**

**INDUSTRY:** Travel, E-commerce

**USE CASE:** Payments Innovation

**BENEFITS:** Flexibility & Speed to Market
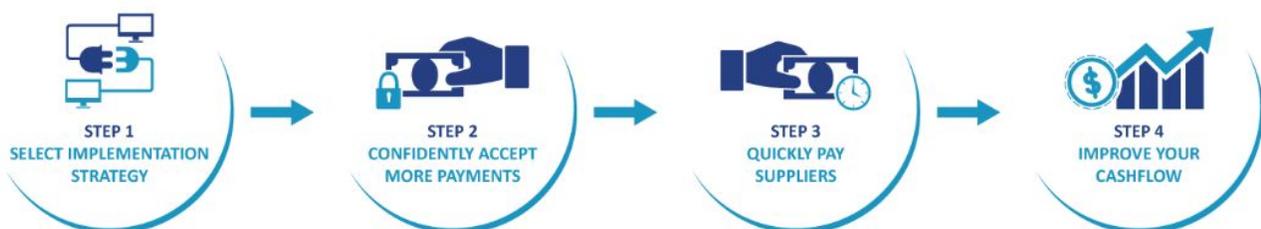
**KEY PRODUCTS:** Virtual cards; Real-time payments

### Optimizing modern payment technology from Marqeta to reinvent the payments business model for Travel and E-commerce.

Innovating new services in the dynamic and technology savvy sectors of Travel and E-commerce is no easy feat. ConnexPay is the first and only company that manages both the acceptance and issuance of card payments in a single, consolidated solution with one contract and one integration. By combining card acceptance and payment issuing, ConnexPay clients enjoy a wide array of benefits from lower risk and cost savings, increased cash flow without needing credit, greater control of profit margins, simple reconciliation, and AI-based fraud protection.

ConnexPay partners with Marqeta to ensure the best service and experience for their card issuance process. Through the Marqeta platform, ConnexPay clients can seamlessly issue payments to suppliers with single and multi-use virtual cards. Further, ConnexPay leverages our open APIs to provide essential virtual pay services like fraud monitoring and PCI compliance. With Marqeta, every facet of the card issuing process is custom, integrated, and secure.

**STEP 1**
SELECT IMPLEMENTATION STRATEGY

**STEP 2**
CONFIDENTLY ACCEPT MORE PAYMENTS

**STEP 3**
QUICKLY PAY SUPPLIERS

**STEP 4**
IMPROVE YOUR CASHFLOW

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## Challenge

**CONSOLIDATE THREE PAYMENT NEEDS INTO ONE SIMPLE SOLUTION**

ConnexPay combines three traditionally separate payment systems into one simple platform: card acceptance, card issuing, and fraud prevention.

Without ConnexPay, a travel agency or online retailer has to establish separate contracts, support processes, and technology integrations with each provider and many card issuers can only provide one card network for each virtual card program. In addition, travel and E-commerce companies have to prepay or obtain one or more lines of credit to support their virtual card programs which tie up essential capital. With ConnexPay, travel and E-commerce companies have the power and flexibility of being the merchant-of-record. They accept payments from customers, issue virtual card payments to suppliers from multiple card networks and are fully protected with fraud monitoring and detection all under one contract and one integration.

The challenge for ConnexPay was finding a virtual card provider that embraced their innovative model and could issue real-time virtual cards from more than one card network.

## Objectives

**BRING BREAKTHROUGH PAYMENT INNOVATION TO MARKET QUICKLY**

- Work with an innovator that understands and enhances this new payments model.

- Issue real-time virtual cards from more than one card network.

- Work with a technology partner with multiple bank partnerships.

*"Marqeta shares our excitement for continued payments innovation. They've kept pace with us as an early-stage company and supported us every step of the way. There was a trust factor with Marqeta --we were confident they would deliver just as you would expect from a great partner."*

**--Bob Kaufman, CEO & Founder ConnexPay**

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## Solution

**A FULL-FEATURE,  INTEGRATED PAYMENT SOLUTION**

### Robust Technology & Partnership Network
Using API technology, ConnexPay leverages Marqeta's integrated card issuing solution to streamline customer onboarding, transaction processing, and client reporting. Marqeta's extensive bank and card network partnerships opened new opportunities for ConnexPay to choose the best BIN configuration for their customer's needs.

### Efficiency & Reliability at Scale
As ConnexPay expands to new geographies, they can leverage Marqeta's platform to move existing programs from country to country in a "build once and grow" model, with the confidence of 99.99% reliability at scale.

### Payments Expertise
The team at ConnexPay has uniquely deep payment experience and know the importance of working with a payments platform that knows payments as well as technology. Marqeta understands how to navigate the complexities of refunds, chargebacks, partial refunds, voids and other challenges.

### Deep Data Insights Uncover New Opportunities
Real-time transaction data from Marqeta has helped ConnexPay find new revenue streams and source new product ideas such as its intelligent payment routing capabilities.

*"ConnexPay evaluated numerous platforms when picking an issuing partner. We sensed a business culture fit with Marqeta which was a driving factor for our decision."*

**--Jacob Eisen, COO ConnexPay**

## Results

ConnexPay was founded in June 2017 to develop its one stop payment solution for travel and E-commerce companies such as Online Travel Agencies, Travel Management Companies, Online Ticket Brokers, Marketplaces for Retail and Healthcare, and Retail Aggregators. Today, ConnexPay's customer base represents over $10 billion in annual spend and the company is consistently growing its card volume with Marqeta. ConnexPay makes it easier for customers to accept payments from consumers, manage payments to suppliers, streamline operations, and source new revenue and cost savings.

3

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## About Marqeta

Marqeta powers modern payment solutions for companies innovating new services and process flows in a digital world. Our platform, open API, and advanced analytics provide unprecedented control for companies to issue cards, authorize transactions and manage payment operations with ease. Highly configurable, secure and reliable, Marqeta built its technology from the ground up to help companies bring products to market faster, design seamless user experiences, streamline purchase flows and reduce fraud risk. We enable modern payment solutions for:

- Instant card issuing of virtual, tokenized and physical cards.

- Real-time funding using our exclusive Just-in-Time (JIT) funding feature.

- In-app provisioning to digital wallets and customizable webhooks.

- Full Program Management resources and PCI Compliance tools.

- Actionable data insights, reporting and advanced analytics tools with our DiVA API.

Marqeta is the global standard for modern card issuing.

## Explore Marqeta

Get started right now in our Sandbox

Learn from the tutorials in our Developer Guides

Learn more about our work in Travel and E-commerce.

Follow our Tech Blog

Contact us anytime