

Revolutionary Payment Processing Software that Changes the way Sales Agents and Sales Organization Manage the Sales Process with Statement Analyzer



Nathan Randel
Managing Partner

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Interview conducted by:
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“Use Clientvine if you want to do a better job of communicating your software services to a business owner and have a higher closing percentage on all of your sales efforts.”- Nathan Randel

CEOCFO: Mr. Randel, would you tell us about Clientvine?

Mr. Randel: Clientvine is software that was designed to change the way that sales agents and sales organizations could manage their sales process and how they go about making presentations to business owners on behalf of their payment processing needs. It was designed to fix a problem the sales agents were having in the payment processing space where they would go into a business and review their processing statements that they get from their providers and be able to break it down and explain that to the business owner

what they are offering. It is a big challenge in the payment processing space because there are so many different types of merchant statements that are listed out differently and it is challenging for agents to be able to understand them so our software meets that need. It has never been done before.

CEOCFO: Would you give us an example of how the software addresses the problem?

Mr. Randel: If think about certain bills that you get as a consumer or business, the one commonality is that a lot of times there are so many line items that you really do not know where to start, you do not know what you are looking at and you have to in good faith believe that your provider is charging you exactly what they said they would charge. Our software simplifies the process of taking basic data from a statement, in-putting it into our system and calculating the results so that is a simplified version of what it does.

CEOCFO: Who would be using Clientvine?

Mr. Randel: Clientvine’s target market is any sales organization or individual sales agent that is selling merchant services or payment processing to small to medium sized business owners.

CEOCFO: What is involved with a company implementing Clientvine? What do they need to do to get started?

Mr. Randel: They have to go to our website and sign up. It is a subscription based software, it is all web-based and you do not have to download anything, you do not need servers because it is all in the cloud. You go and sign-up and then there is an on-boarding process that takes place which our team gets very involved in. We do some welcome calls and some training. We help you configure your account and there is absolutely no charge for any of that. You even get a thirty-day free trial so you can know pretty quickly whether or not it is a good fit for your organization and if it is not, it is simple to cancel.

CEOCFO: Who is this for in particular?

Mr. Randel: This is for salespeople that are prospecting new business. It is not to go and explain information to your current customer base; it is to go acquire new business. Many times people can accept credit cards for payment. They have opportunities to make changes to who their provider is. They might want to go to a new provider who is offering