Partner Sales Guide   fortis + VORTX

About Fortis

Fortis delivers embedded payment solutions to software companies, developers, and merchants, processing billions of dollars annually. The company's mission is to create remarrkable payment experiences for businesses and their customers, guiding them to reach uncharctedgrowth and scale. As the solution of choice for the future of payments, Fortis moves payments closer to invisible with a proprietary platform that supports and strengthens the payment capabilities of software partners.

Why Merchants Choose Fortis

Easy Onboarding
Experience a straightforward merchant application process with seamless onboarding, setup, and installation, designed to get your business up and running with minimal effort.

Seamless Integration
Fortis' payment solutions seamlessly integrate with your existing point of sale or software, ensuring a smooth transition and continuity of business operations.

Transparent Pricing
Choose from competitive, cost-effective pricing options that work best for your business without worrying about hidden fees or long-term contracts.

Payment Options
Accept multiple payment types whether it's in-store, online, or on-the-go, increasing your cash flow and providing flexibility for your customers.

24/7 Support
Extraordinary customer service and support teams are available round-the-clock so any issues or queries are promptly addressed no matter when they're received.

Next Day Funding
Receive your funds quickly with next-day funding options that are available to you at no extra cost.

And it continues with our best in class technology:

Enhanced Security
Top tier security protocols protect every transaction so business and customer data is safeguarded against fraud and breaches.

Continuous Innovation
The Fortis platform is updated regularly with the latest payment features and technologies keeping you ahead of the curve.

System Reliability
Using a platform that is reliable and minimizes downtime, Fortis allows your business to operate smoothly without any interruptions.

Helpful Reporting
Gain valuable insights into your business performance with real-time analytics and comprehensive reporting tools, allowing you to make informed decisions.

Award-Winning Technology
Access Fortis' best-in-class payment technology, offering a range of modern and efficient payment solutions suitable for all types of businesses.

Objections and Responses

Common sales objections that customers have regarding payments and how to overcome them.

1

Concerns About Cost

Response: Fortis often highlights the efficiency gains and time saved with integrated payment processing, which can offset the cost. They also showcase different pricing plans to fit various business sizes and needs.

2

Transitioning from a Different System

Response: Fortis alleviates this concern by providing resources and support for a smooth transition. They emphasize the ease of the merchant onboarding process.

3

Existing Business Processes Compatibility

Response: Fortis addresses this by demonstrating the flexibility and scalability of Integrated. They showcase how their system can integrate with other tools and adapt to various business processes.

4

Concerns About Learning a New System

Response: Fortis provides extensive training resources, customer support, and an intuitive interface to ease the learning curve for new users.

5

Reliability and Uptime

Response: Fortis assures customers of the reliability of their services by highlighting their track record, uptime statistics, and commitment to providing continuous support and updates.

Website
fortispay.com

Blog
fortispay.com/info/category/blog

Social Media