

VISIONARY 360 IMPLEMENTS PAYMENT AUTOMATION, IMPROVES ITS FINANCIAL OPERATIONS

ABOUT VISIONARY 360



Visionary 360 opened in 2004, and began offering business consultation for MSPs over the past few years. The team provides support for ConnectWise, QuickBooks, and various monitoring and quoting tools.


WHY THEY NEEDED CONNECTBOOSTER


Like their peers, Visionary 360 was struggling to get paid on time. Team members manually processed each transaction using Intuit payment software a very labor intensive and productivity-sapping endeavor.

Certain agreements on Visionary 360's IT services business side remained the same every month, and fixed costs were easy, but every variable contract and project had to hand-processed.

This method was incredibly inefficient and caused the company extra time and money that could have been spent on growth.

The team at Visionary 360 knew they needed to find a simplified and streamlined process to taking payments.

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Each IT client’s payment status is visible through ConnectBooster reporting and current and past invoices are easily accessible to customers on their own payment portals.

That reduces requests and phone calls for the AIE team and gives their IT clients a faster, easier way to settle their outstanding balances.

HOW CONNECTBOOSTER IMPACTED THEIR BUSINESS

“One of my clients was an IT firm running about 700 credit cards a month,” says Matthew Zaroff, president and senior business consultant at Visionary 360. His customer processed everything manually with no automation until they implemented ConnectBooster.

When ZaRoff realized how much time and money his colleague was saving, and how many payment headaches it eliminated, he saw the light.

The safe payment portal not only streamlined how they accepted payments, but eliminated the need to store customers sensitive credit card information.

“I just send out a URL to the ConnectBooster portal that allows customers to enter their payment information - I don’t do a thing,” said ZaRoff. Implementing ConnectBooster solved Visionary 360’s payment complications. In fact, the solution eliminates most of their collections headaches.




WHY THEY WOULD RECOMMEND CONNECTBOOSTER

“ ConnectBooster’s support is great. Whenever I’ve had an issue, their response is quick, and someone continues to work with us until it’s resolved. I want to focus on my business, and not how we handle payments. ConnectBooster takes care of the manual process and gives us to freedom to focus on our business. ”

Matthew Zaroff, President of Visionary 360

Visit our pricing page to learn more about automating your billing, accounting, payments processing, and streamlining your cash flow.

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