



AGENDA REPORT

New Haven, Michigan

Meeting Type

MEETING DATE: 12 November 2024

DEPARTMENT: President

DATE SUBMITTED: 5 November 2024

PREPARED BY: Brian Meissen

ITEM TITLE: BS&A Payment Processing

EXECUTIVE SUMMARY:

BS&A has come out with their own payment processing solution to replace Point & Pay. I ran a comparison using a month's worth of water billing and in almost each scenario BS&A's payment structure would reduce the costs passed on to residents. The only range where BS&A's credit card fee is higher than Point & Pay is when the water bill is \$85-\$100. For water bills above \$100, BS&A's transaction fees are significantly cheaper than Point & Pay.

Additionally, BS&A's payment solution would allow residents to save their payment information and set up automatic billing which is something we've been hearing from residents that they really want.

The only cost to the Village to switch over to BS&A Payment Processing is the cost of purchasing new credit card readers for the office at \$350 each; we have two, so \$700 total. There's no other cost to the Village to switch us over and there's only the transaction fee that is passed on to the residents like we currently do with Point & Pay.

RECOMMENDED ACTION:

Approve switching over to BS&A as our payment processing vendor.

ADMINISTRATIVE REVIEW:

EXHIBITS:

<https://www.bsasoftware.com/solutions/bsaonline/bsa-online-services-online-bill-pay/> (there's a short 5 minute demo video on their website)