iPaaS.com

FOR ISO PARTNERS

Connect every system your merchants run. Keep every merchant you sign.

The iPaaS.com Marketplace links the payment, POS, ERP, and eCommerce platforms your merchants already use through one hub. When their software works together, they stop shopping for replacements, and your payments relationship stays put.

59 → 154
LIVE TODAY → WITH Q4 RELEASES

50 → 500
TECHNOLOGIES

2,500 → 250,000
POSSIBLE SYSTEM COMBINATIONS

CLOSEST TO YOUR BOOK OF BUSINESS

Bold = live today · Regular = coming Q4

Payments & Tax
2 LIVE · 10 Q4

PayFabric, **Avalara ECM**, Stripe, BlueSnap, CardPointe, Mojo Payments, PayTrace, Authorize.Net, North, Global Payments, Fiserv, PayPal

POS
5 LIVE · 6 Q4

Square, **Clover**, **NCR**, **Heartland Retail**, **Revel**, Toast, Lightspeed, Genius, Shift4, PAR, TouchBistro

THE REST OF THE MERCHANT STACK

eCommerce
8 · 4

Shopify, **BigCommerce**, **Adobe Commerce / Magento**, **WooCommerce**, **Shopware**, **OroCommerce**, **commercetools**, **Zoho Commerce**, Salesforce Commerce, SAP Commerce, Squarespace Commerce, PrestaShop

ERP
8 · 14

Oracle NetSuite, **Oracle EBS**, **Acumatica**, **Microsoft Dynamics 365 BC**, **Microsoft Dynamics NAV**, **Epicor P21**, **SYSPRO**, **Xero**, QuickBooks Online, Microsoft Dynamics 365 F&O, SAP Biz1, SAP Hana, Epicor Kinetic, Sage 100, Sage Intacct, Workday, Infor M3, Infor CDS, QAD, Unit4, Plex, Campfire

CRM
5 · 8

Salesforce, **HubSpot**, **Zoho CRM**, **SugarCRM**, **Copper**, Microsoft Dynamics 365 CE, Pipedrive, Oracle CX, SAP, Odoo, Freshworks,

WMS, OMS & 3PL
5 · 11

ShipHawk, **ShipHero**, **ShipBob**, **Linnworks**, **FulfillmentWMS**, Deposco, SkuVault, Ryder eCommerce by Whiplash, Deck Commerce, Manhattan, Blue Yonder, Fluent, Extensiv, Softeon, SAP, Oracle

Shipping
2 · 8

ShipStation, **Kuehne & Nagel LTL**, Shippo, Easyship, ShippingEasy, Shipium, Sendcloud, AfterShip, ShippyPro, ClickPost

EDI
1 · 8

Orderful, SPS Commerce, TrueCommerce

PIM
4 · 5

Pimcore, **Akeneo**, **JasperX**, **Catsy**, Plytix, Sales Layer, Salsify, inRiver, Pimberly

HR / Payroll
2 · 10

UKG Pro, **UKG Ready**, ADP Workforce Now, Factorial, Paychex, Workday, Rippling, TriNet, Paycom, Paylocity, Gusto, Deel

Operations & Field Service
4 · 3

Zuper, **Philips Hue**, **JotForm**, **SysTrack (Lakeside)**, Jobber, ServiceTitan, Eventbrite

Nonprofit
3 · 0

Blackbaud Raiser's Edge NXT, **Fundraise Up**, **Virtuous**, Eventbrite, Bloomerang, Poweredbytext, Neon One, Givebutter, Windfall

AI
3 · 5

OpenAI, **Moveworks**, **Podium**, Claude, Alentr, Perplexity, Gemini, Meta AI

Collaboration & Support
2 · 2

Slack, **Microsoft Teams**, Zendesk,

Spot the integration problem before it costs you the merchant.

NINE QUESTIONS FOR YOUR EXISTING MERCHANTS

Merchants rarely leave over rates. They leave when their POS, ERP, or eCommerce platform gets replaced and the payment provider goes out the door with it, usually in a conversation you were never part of. These questions get you into that conversation early. You don't need to be technical. Ask, listen for the signals, and bring in iPaaS.com when you hear them.

01 **Who makes your technology decisions? Is it someone internal, or an outside consultant or agency? That includes choices like:**

- **Building custom technology vs. buying an off-the-shelf platform**
- **Buying everything from one vendor (all Microsoft, all Odoo, etc.) vs. picking the best option from several vendors**

LISTEN FOR An outside systems integrator or agency steering decisions. They're often the ones recommending platform switches.

02 **Do you know how many different technologies you use to run your business? Are there any you'd like to add or change?**

LISTEN FOR Plans to replace a POS, ERP, or eCommerce platform. That's your early warning.

03 **Do you know how your systems work together and share data? How many connectors are in place today, and who's responsible for them?**

LISTEN FOR “I'm not sure,” or “our developer handles that.”

04 **Do you know what you spend each year on your integration layer and the services around it? Are those costs, or the connectors themselves, holding back how you use your data or grow? Are you paying to have integrations built? Are partners pitching AI-built connectors?**

LISTEN FOR Costs nobody can total, per-project build fees, or a new connector for every new system.

05 **Do you rely on one or two people for your data integration, so that if they left, you'd lose the knowledge of your tech stack or integration layer?**

LISTEN FOR A single name. That's key-person risk, and it gets expensive fast.

06 **Are you looking to use AI to monetize your data?**

LISTEN FOR Interest in AI with no clean, connected data to feed it.

07 **Does your company have an AI strategy in place, or one in progress? What does it look like?**

LISTEN FOR Big goals with no plan for getting data out of separate systems.

08 **Does your company's data flow into a centralized data lake or repository that you use for dashboards or reporting?**

LISTEN FOR Reports pieced together by hand from several systems.

09 **Would you be interested in a solution that could cut your annual integration costs by 50 to 90%, give you the flexibility to use any technology, and come with a network of certified service providers and fixed pricing?**

LISTEN FOR A yes here is your cue to make the introduction. If their payment platform is in the iPaaS.com Marketplace (PayFabric and Avalara today; Stripe, CardPointe, PayTrace, Authorize.Net, and more in Q4), name it.

HEARD TWO OR MORE SIGNALS?

Bring in iPaaS.com. We handle the technical conversation so you can stay focused on the relationship.

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ipaas.com

iPaaS.com

FOR GROWING MERCHANTS

Your payments work. Does everything around them?

Taking a payment is the easy part. The hard part is getting that transaction, and the customer and order behind it, into every other system you run. When your POS, ERP, eCommerce, and accounting tools don't share data, each sale creates extra work somewhere else.

SOUND FAMILIAR?

01 Payments that don't reconcile

Settlements, refunds, and fees get matched to orders and invoices by hand, usually in a spreadsheet, before anything lands in your ERP or accounting system.

02 Every channel keeps its own records

A sale taken in-store, online, and on an invoice lives in three different systems. Customer history, inventory, and revenue never line up.

03 A new connector for every new system

Add a storefront, POS, or ERP and you're paying for another custom build, then paying again to keep it running.

04 Integrations nobody owns

Connectors built by a developer or consultant who has since moved on. When one breaks, nobody knows how it works or who should fix it.

05 Costs you can't see

Build fees, maintenance retainers, and per-connector pricing are spread across vendors. Few businesses know what they actually spend.

06 Replacing a platform to fix a data problem

When systems won't cooperate, the advice is often to rip one out. That means a costly migration that disrupts payments, staff, and customers.

A BETTER WAY TO CONNECT

Connect each system once. Everything else talks to it.

- Certified integrations for the payment, POS, ERP, and eCommerce platforms you already use
- Add or swap a system without rebuilding everything around it
- Fixed, predictable pricing, with certified partners managing it for you



iPaaS.com

FOR ISO PARTNERS

New recurring revenue from the merchants you already serve.

Two ways to earn with iPaaS.com. You bring the relationship. Certified partners handle the technical work.

STREAM 1

Referral residual

Refer a merchant and earn a monthly share of their subscription for as long as they stay.

Professional plan	**$1,250/mo**
Residual rate	**20%***
REP EARNS	**$250/mo**

STREAM 2

Services share

A certified partner implements and manages the integrations. The rep earns a share of that work.

10% of a $10,000 implementation*	**$1,000 once**
20% of a $1,000/mo managed plan*	**$200/mo**
REP EARNS	**$1,000 + $200/mo**

WHAT IT ADDS UP TO (BOTH STREAMS)

MERCHANTS CLOSED PER YEAR	RECURRING INCOME	ONE-TIME INCOME
3	**$1,350/mo**	$3,000
6	**$2,700/mo**	$6,000
12	**$5,400/mo**	$12,000

The bigger win: keeping the residuals you already have.

Merchants with connected systems are less likely to switch platforms, and less likely to take their payments business with them.

*Draft rates, pending partnership approval.

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