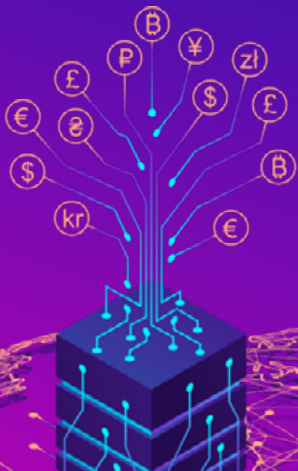# NEXWAY

Learn how Nexway can boost your global sales

Quick Facts

20+ years
in online business

90+
payment methods

140+
countries served

5 days onboarding
for standard business

Summary

Why Us?

Subscription Management

Payments & User Experience

Fraud Prevention

Risk Management & Compliance

Tax & Invoice Management

Why Us?

Partnership with Nexway - Key Benefits

Tailored to custom needs

Optimize time to revenue

Sell globally risk-free

Stay compliant without the hassle

All-in-one eCommerce solution

Allocate time and resources to things that matter

With over two decades of experience in Merchant Services and eCommerce Solutions, Nexway expands horizons for medium-sized and large enterprises through uncovering new opportunities for rapid global expansion.

Nexway handles the complexity of online sales with complete and modular solutions to suit business-specific needs, tailored individually per each customer. This brief will provide our key areas of expertise, and how we can help your brand accelerate towards a successful expansion.

Subscription Management

The "Subscription Era" is just getting started, and Nexway is ready to support you with everything you need to launch or expand your subscription offers, and minimize churn.

It is imperative to excel in three growth areas: **acquisition, retention, and expansion** in order to run a successful subscription business, and Nexway will support all three areas by providing state of the art tools that will save your time and resources.
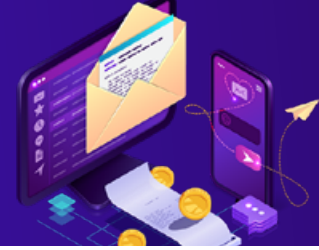
Did you know?

Subscription-based companies have grown **3.7x faster** than companies in the S&P500 over the past 11 years.

Zuora

The subscription economy is expected to expand into a **1.5 trillion $ market by 2025** implying an average annual **growth rate of 18%**.

UBS

Let Nexway do the complex work – our subscription management service will allow you to:

- **Sell subscriptions**

  Increase long-term customer loyalty by championing recurring payment processes and tapping into the world of sustainable revenue flows.
  Learn more about subscription-based businesses [here](#).

- **Automate subscription management**

  Save time and resources with a complete solution that can manage everything from invoicing to reporting.

- **Manage renewals**

  Use our powerful and compliant auto-renewal process, and gain full control over active subscriptions.

- **Diversify your subscription offer**

  Sell multiple subscription models, supporting them with different pricing strategies and billing models including trials, upsells, and discounts.

- **Expand globally with maximum flexibility**

  Accept recurring payments in new markets through payment methods that suit your local customers the most, boosting conversion rate and loyalty abroad.

- **Recover churn**

  Minimize payment failure and collect customer feedback to reduce, or even recover churn.

- **Communicate with your customers**

  Nurture your customer relations throughout the expected lifecycle by creating, scheduling, and sending regular email updates to keep your customers informed on their subscription status through our built-in CRM platform.

- **Build your own subscription product**

  Customize your subscription offer based on any specific requirements that you might have. Nexway will help you build the perfect subscription product that fits every need of your business.

Payments & User Experience

Conversion rate of any eCommerce business depends on two major factors – **flawless user experience, and a seamless payment process**.

Depending on the market, consumers have unique expectations in terms of cart design, selection of currencies, availability of preferred payment methods, and languages provided.

Nexway offers a comprehensive solution that will fulfil those expectations by speaking the language of your customers and offering popular local payment methods within the checkout flow that is entirely customized by you.

Did you know?

Over 50% of customers cancel their purchase due to lack of an acceptable payment method.

ECC Koln

91% of consumers are more likely to shop with brands that recognize, remember, and provide them with relevant offers and recommendations.

Accenture

Localize user experience and payment methods offered – with our solution you can:

- **Provide premium user experience**

  Localize the checkout process by offering your customers a diverse choice of languages, currencies, and locally preferred payment methods. The checkout flow is fully customizable and will be tailored to your needs.

- **Explore the markets you've never thought of**

  Accept payments in regions that are prone to complications, such as India, Japan, Hong-Kong, or African countries. We take care of dealing with multiple currencies, foreign exchange rates, and different payment regulations across countries to ensure your focus on the business.

- **Improve conversion and reduce churn**

  Take full control of the checkout process and continuously optimize it to improve conversion. Offer multiple payment methods that are convenient for local consumers to reduce churn. Our capability of failed payment recovery will also reduce involuntary churn for you. Learn more about churn [here](#).

- **Recognize your customers**

  Utilize tools to recognize your customers and provide personalized shopping experience. Offer smart product recommendations, issue individual discounts, and recover abandoned carts with our comprehensive solution.

- **Ensure security and compliance**

  Offer a secure, PCI-compliant platform for safe online payments, while our quick and reliable KYC procedures will ensure security both for you, and your customers.

- **Forget about disputes**

  Leave customer complaints, fraudulent claims, and refund requests to a trusted partner.

- **Benefit from our experience**

  Sharing is caring: benefit from our extensive network of global partners, such as banks, merchants, and card issuers, as well as multiple integrations with tax management and data validation tools.

Risk Management & Compliance

Running a global eCommerce business presents multiple risks. Companies that are engaged in cross-border sales need extensive resources to anticipate those risks and develop tools to battle cyberattacks, data breaches, fraud, and other threats.

Moreover, each region regulates eCommerce sales differently, which means that businesses also need to allocate resources to monitoring and compliance if they want to maintain global sales.

However, instead of allocating valuable resources to internal risk management and compliance efforts, companies can rely on Nexway – a trusted partner with over 20 years of experience that will take care of regulatory **compliance and risk mitigation on every step of the sale**.

Did you know?

Average cost of a data breach in the U.S. was **$4.350.000 in 2022**.

IMB

EU GDPR Data breach may cost a company up to **€20.000.000, or 4% of its turnover** – whichever is a greater number.

GDPR-info

Protect your customers, and your business – our team of experts and in-house tools will help you to:

- **Eliminate fraud**

  Remove fraudulent activities from your sales equation. Nexway's advanced fraud detection tools and risk assessment protocols will mitigate the risk of fraudulent transactions and chargebacks, keeping your brand's reputation intact.

- **Manage risks**

  Nexway will stay on top of both the existing risks, such as cyberattacks, ransomware attacks, or phishing threats, and the emerging risks that come from new technology, allowing you to focus on your sales without having to constantly employ threat monitoring.

- **Protect personal data**

  Ensure security of your customers' personal data by utilizing our strongly protected platform and sales channels.

- **Stay compliant**

  Focus on your business while Nexway guarantees to keep your store compliant with the latest regulations across the globe, such as GDPR, PSD2, PCI DSS, and many more.
  Learn more about PCI DSS and PSD2 compliance.

- **Anticipate and improve**

  Utilize Nexway's robust processes to anticipate future regulatory changes and compliance risks, and identify areas of improvement. Nexway's knowledge and experience will assist you in addressing sector-specific threats and compliance challenges effectively.

Fraud Prevention
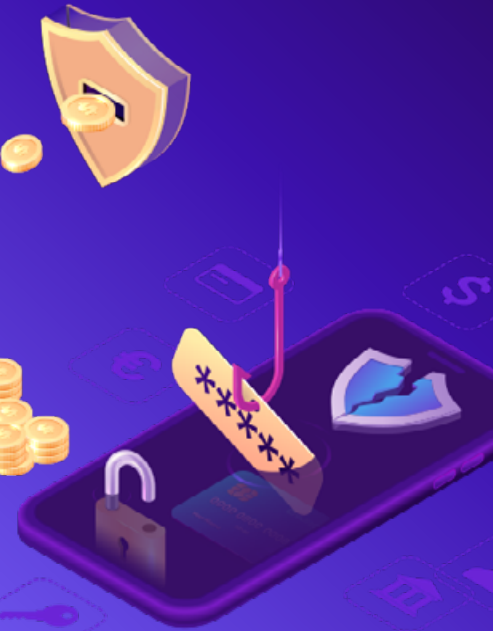
Fraud is one of the biggest risks an eCommerce business can face – it isn't just a common occurrence in the digital era, but it is also expensive.

Nexway offers merchants numerous solutions, such as 3D Secure implementation, fraud detection monitoring, address and card verification services, and many other tools so that the risk of fraud and chargebacks is minimized.

Did you know?

eCommerce losses to online payment fraud worldwide in 2022 are valued at **$41 billion USD** globally – **a 105% increase from $20 billion USD in 2021**.

Statista & Juniper Research

43% of businesses are concerned about the impact of **eCommerce fraud on brand reputation**.

451 Alliance

Eliminate fraud from your sales equation – employ our robust tools to:

- **Stay ahead of the game**

  Benefit from the latest technologies in fraud prevention, including machine learning and automatic fraud risk estimations. Manual monitoring and reviews by Nexway's fraud experts provide an additional layer of security.

- **Maintain control over chargebacks**

  Receive alerts to prevent chargebacks and resolve disputes with immediate refund response before the procedure is initiated.

- **Maximize revenue and authorization rate**

  Provide frictionless checkout experience with "fraud scoring" running in the background. Nexway will block illegitimate transactions and any fraudulent activity without impacting the waiting time of your customers to ensure high authorization rates.

- **Protect yourself globally**

  Whatever payment method or currency is used, Nexway follows its own protocols, as well as all local regulations in over 140 countries to ensure data security and fraud prevention anywhere across the globe.

- **Shield the payment processes**

  Obtain peace of mind with Nexway's secure payment integrations, PCI Level 1 compliance, and PSD2 optimization that will filter out fraud pre-authorization. Nexway will take care of disputes, payment-related questions, adhering to global and local regulations, and monitoring risky transactions – reputation and growth of your business is in safe hands.

- **Customize your fraud solutions**

  Add more layers of fraud protection and tailor the solutions offered to your needs through additional integrations or personalized flows. Learn more about global fraud facts here.

Tax & Invoice Management

Selling internationally doesn't just imply a company must adhere to local and global regulations, but it also means that a business has to pay appropriate taxes in each country.

Resources required to manage tax compliance and billing in multiple regions at the same time are often unbearable for some companies, limiting their growth potential.

With Nexway there are no growth limits, as its solutions allow businesses to streamline their tax and billing management, and tap into the global sales as fully compliant companies.

Did you know?

Inaccurately filed taxes by mistake can be fined for up to **30% in addition** to the unpaid amount in the UK.

gov.uk

To comply with tax obligations European businesses spend up to **400 hours and make up to 25 different payments per year**.

European Parliament

Enjoy seamless tax and invoice management – our global expertise and network of consultancy partners will allow you to:

- **Save time and resources**

  Let Nexway take care of tax compliance and invoicing for you. Redirect valuable time and resources toward growing your business with maximum efficiency. Learn how complex tax compliance is in the EU alone here.

- **Automate complex tax calculations**

  Ensure accurate global tax reporting, and maintain compliance with local and international tax regulations.

- **Dynamically apply correct tax rates**

  Nexway's easy-to-use platform will apply appropriate tax rates based on customer's location, products sold, local tax regulations, exemptions, and many other factors.

- **Generate tax reports**

  Utilize Nexway's powerful BI tools to generate comprehensive and up-to-date tax reports.

- **Automate invoicing**

  Enjoy seamless invoicing, payment capabilities, and billing cycle management. Send invoices on a recurring basis via fully customizable email templates. Apart from autonomous processes, Nexway offers robust handling of subscription renewals and secure updates of customer billing information when required.

- **Receive support and advice on tax compliance**

  Deploy extensive experience and a network of trusted partners to ensure uninterrupted compliance with ever-changing tax regulations across different markets and jurisdictions. Nexway will provide guidance and support throughout our partnership to make sure that you are compliant at all times.

# Employ Nexway's complete eCommerce solution for global growth

With Nexway, combine ALL eCommerce fundamentals for success

From worldwide payment acceptance to subscription handling and tax management, leverage time and money while scaling your business into the global market.

With Nexway's complete eCommerce solution, enjoy the essentials such as global payment acceptance, as well as remarkable value-added services such as flexible subscription modelling and automated tax management. Nexway will be a trusted partner in growing your eCommerce sales.

Get in touch with us today, and boost your global sales with Nexway

TALK TO SALES
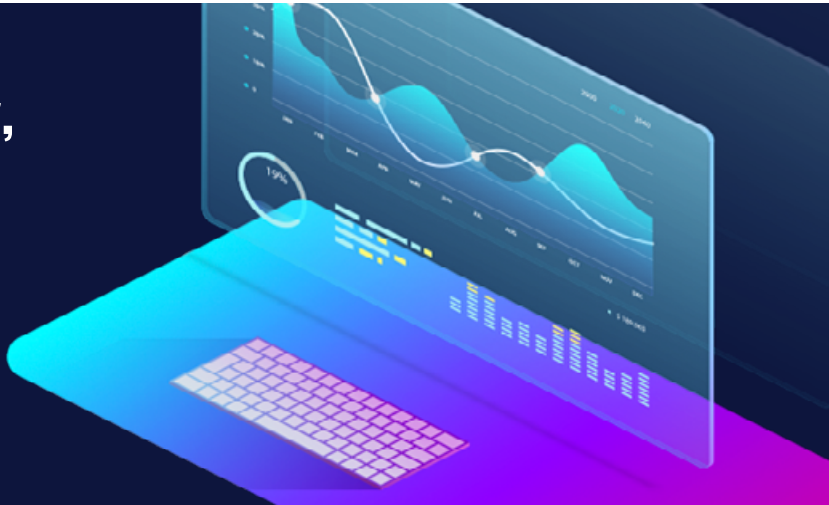
Here's a recap of what we offer:

An impeccable complex of solutions that are entirely tailored to your needs

Seamless onboarding process within 5 days for standard business solutions

An extensive set of solutions & features designed to cater to the needs of medium-sized and large enterprises worldwide

Fully customizable flows – from checkout, to customer communications, to invoicing

Global sales in over 140 countries without the headache of staying compliant in each one of them

Fraud prevention, chargeback management, and full compliance with existing and emerging regulations

Economy of time and resources thanks to complete operational outsourcing