

Credit Card Facilities at Expos:

Two recommended alternatives are available depending on your individual status and requirements. Please note that this is my take on the options. This is our opinion on the subject but please look into it for yourself.

Baba Indaba offers a further solution for occasional requirements. Customers can pay at the VIP desk and obtain a voucher for presentation to the exhibitor. The exhibitor can then redeem the vouchers at the end of the exhibition. The bank charge of 5% will be deducted from the total amount redeemed.

FastNet:

This appears to be a suitable solution if:

1. You have an existing merchant account
2. You have a speedpoint machine to use at the expo.

Summary of costs are:

Refundable Deposit	R2,750.00
Per 7 days	R 570.00

Short term (exhibition) Speedpoint rental if required will be negotiated with your own bank.

Fastnet can be contacted at:

012 643 3942 – Fathima Hassim
FathimaH@fastnet.co.za
www.fastnet.co.za

Wappoint:

This relatively new connectivity method is very interesting, especially for the smaller exhibitor with no existing merchant account or for those who expect a small number of credit card transactions at the expo. The connectivity is via cell GPRS connection with two alternatives in terms of the device. Either the transaction can be concluded using only your own cell phone or can be processed on a regular speedpoint machine using only the GPRS connectivity.

Cell Phone Transactions:

Wappoint is ideally geared for this end of the market and offer short term, *exhibition* contract. The costs for this are limited to:

Set-up	R150.00
Rental:	R240.00

If you would like the speedpoint machine as opposed to doing manual transactions the costs are a little higher but the advantages in terms of customer acceptance are tangible. Or the duration of the expo, the costs for the speedpoint machine and connectivity are as follows:

Set-up	R 150.00
Rental:	R1,000.00

You will also be required to insure the machine.

A further 6.5% on the transaction value will be levied. This is marginally higher than the banks who seem to charge about 5 to 5.5% depending on turnover and relationship with your bank.

Wappoint can be contacted at: 086 121 0 121 – Jackie Gordon
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