PARTNER
Success Story

CATALINA TECHNOLOGY

The leader in innovative API solutions for Dynamics SL chooses PayFabric to expand their integrations with payment processors and reduce the scope of PCI compliance.

Partner Success Story

INDUSTRY:
Software Developers

BENEFITS:
Catalina Technologies increased their payment processor integrations and reduced their scope of PCI compliance by integrating into PayFabric.

SOFTWARE USED:
PayFabric

ABOUT CATALINA TECHNOLOGIES
Catalina Technologies was founded to extend enterprise systems to the web. The company provides eCommerce, web development, and general software development services. Initially focused on the Microsoft Dynamics SL market, Catalina developed an extremely comprehensive platform for taking SL to the web. And now, Catalina offers a wide array of multi-platform, business platform connected applications along with IoT, and GPS tracking and routing solutions.

DYNAMICS SL SOLUTIONS:
- Catalina API
- Order Central Shopping Cart
- Order Management System
- Customer Payment Portal

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Before using PayFabric, we had to support many different payment processing API's which made deployment and support difficult. What PayFabric has done for us and our customers is "democratize" payment processing choices. This allows our customers to choose which payment processor they want, thus giving them more choice and allowing us to deploy quicker and cheaper.

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Brian Wharton
President/Founder
Catalina Technologies

NODUS
A division of EVO

In early 2000, Brian Wharton gathered several of his long-term friends to start Catalina Technologies. Catalina's goal was to provide businesses with software solutions and services that would take their commerce to the next level.

Initially focused on Microsoft Dynamics SL, they started doing code-for-hire work, producing custom eCommerce solutions. From there, Catalina created a comprehensive API for Dynamics SL. With its modern API interface and ease of use, it was quickly adopted by hundreds of customers and ISVs to integrate 3rd party software, making it the Defacto Standard API for SL.

Catalina has also used their own API to create multiple off-the-shelf products for SL which include a shopping cart system, a customer payment portal, a web-based order management system, and many integrations to other systems like CRM, time and expense, procurement, and HR.

THE CHALLENGE

Being in the payment space, Brian realized that payment flexibility was important to his customers, but also required a lot of effort from him and his team to manage. They were trying to support and maintain integrations with more than five payment processors, each with their own quirks and development interface.

That is when Brian started his search for a better way to manage all the payment processor integrations. "We were looking for a single programming interface that allowed us to have one point of development while allowing many different back-end payment processors." Brian also wanted to find a way to minimize the scope of PCI compliance for his software, while ensuring that his customers' sensitive payment data remained secure.
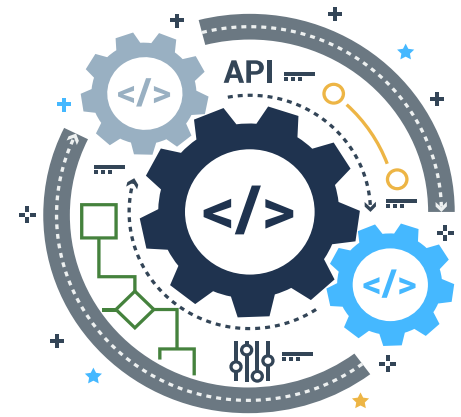
WHY PAYMENT PROCESSOR FLEXIBILITY IS IMPORTANT

In order to accept electronic payments, businesses will need to set up a merchant account with a company called a payment processor. Software developers who want to integrate payment processing into their solutions would have to build and maintain a connector to many different payment processors. Without a wide variety of processor support, software developers risk losing potential customers that already have an established payment processor relationship, as well as current customers who want to switch processors to achieve lower rates and fees.

INTEGRATING WITH PayFabric®

When PayFabric hit the market, it was just the type of integration tool that developers like Brian were looking for. With PayFabric, developers can integrate into a single API and unlock over a dozen payment processor integrations for their clients. In addition, PayFabric supplies the highest level of PCI compliance, which minimizes the security risk for both the developer and their customers.

Since integrating with PayFabric, the Catalina Technologies team now has only one integration to manage, leaving them more time to enhance their own solution suite. They have also doubled their payment processor integrations, which expanded their potential customer base.

THE LASTING PARTNERSHIP

Integrating with PayFabric creates an ever-growing feature list for developers like Brian. Since PayFabric is in the cloud, when new features are added, they are automatically offered to customers who currently use it. The PayFabric team is also driven to see our partners succeed by giving them the tools and support they need to make their integration successful. "PayFabric support has been a great asset to us. They work with us more as a team than as a vendor which makes our customers feel like they have a much more cohesive overall 'product.'"

ABOUT PAYFABRIC

PayFabric is a cloud-based payment processing platform and storage hub that can be integrated with any application, system, and back office environment with ease and simplicity. PayFabric is developed and supported by Nodus.

NODUS
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ABOUT NODUS

Nodus specializes in electronic payment processing, customer payment portals, and eCommerce solutions for Microsoft Dynamics ERP and CRM. Our expertise in payment solutions assists organizations of any size and industry with achieving PCI compliance while automating accounts receivables, expediting funding, and improving the customer experience.

Nodus, now a division of EVO Payments, also offers in-house payment processing to provide merchants lower processing rates along with a one-stop location for all their payment processing needs.

Microsoft
Partner

Gold Enterprise Resource Planning
Silver Application Development

■■ Microsoft

PayFabric®

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