WE ARE DRIVEN BY RESULTS.
YOUR RESULTS.
THE WORLD OF PAYMENTS IS CHANGING.

Technology alone can no longer meet the increasing needs of businesses.

mCommerce | Omnichannel Payment | eWallet | Tokenization | PCI Compliance
Blockchain | Data Security | Voice-activated Payment | Loyalty Programs

Businesses need partners. Experts they can rely on to understand the impact new payment trends can have on their business and help them deal with their rapidly evolving technologies. They need people they can count on to take care of their daily challenges. They need responsiveness. They need payment experts to support them with immediate assistance. Not just forms. Real people. People like you. Like us.

That's why, after working with thousands of businesses and partners, we've transformed ourselves into the first-ever community of payment experts.
A NETWORK YOU WILL WANT TO BE A PART OF.

Where we work together to build better businesses.
Where technology contributes to entrepreneurial growth and success.
Where collaboration extends beyond typical boundaries to provide enhanced partnership experiences.
IT’S ALL IN THE WAY WE DO THINGS.
WE ASK.
WE LISTEN.
WE MAKE IT HAPPEN.
We fuel up on business stories. Your story.

Why? We love entrepreneurs. We want to get to know you. Your vision, your goals, your challenges - learning all about your business to help you seize bigger and better payment processing opportunities. That is what we do. You can’t put a price on it but it sure can make a difference.

But our edge doesn’t stop there.

We mold ourselves to your business realities and provide you with tailored solutions you can make your own. We support you with the payment and business intelligence you need to succeed in this business.

We focus on what matters: responsiveness, flexibility, attentiveness and accountability. With these principles as our foundation, we provide an unparalleled front-end and back-end partnership experience allowing you to deliver flawless payment experiences to your clients.

We have the capabilities, the infrastructure, the technology and the people to make things happen. We provide advantageous revenue-sharing models, so you can capitalize on them, and growth strategies - meaningfully shaping the future of your business. We collaborate to develop future-proof solutions to help you solve complex business challenges, and we use technology to give your business a unique edge.

It’s as simple as that.
MOST MODELS AREN’T MADE FOR PARTNERS. OURS IS.
CASE STUDY #01

INTEGRATION, AUTOMATION, MERCHANT SATISFACTION.

IT’S ALL POSSIBLE AS NUVEI PARTNERS WITH INVOICESHERPA AS ITS EXCLUSIVE PAYMENTS PROVIDER

InvoiceSherpa was built with the aim of helping business owners get paid faster and more easily. Merchants and their bookkeepers can avoid the long, arduous task of manually handling accounts receivable. The software company now handles in excess of $1 billion in receivables annually.

Through Nuvei’s integrated payments API, InvoiceSherpa natively added payment processing and multi-currency solutions to its e-billing and cash flow management suite.

By integrating with Nuvei, InvoiceSherpa has diversified its revenue streams, and reclaimed potentially lost revenue from third party payment processors. Now, when users sign up to the e-invoicing platform, they can easily add payment services as well — all done transparently, behind the scenes.

Integration between the two financial technology companies addressed the need for small and midsize business owners to get paid faster, securely and reliably.

"As an integral part of our platform, Nuvei allows us to provide world class payments, offering our clients one of the most comprehensive processing solutions available," said Wayne Miller, CEO of InvoiceSherpa.

"Adding payment-related functionality as a core feature of our e-invoicing suite brings maximum value to our clients."
GREATER THAN $1 BILLION IN RECEIVABLES ANNUALLY
- REWARDING REVENUE-SHARING MODELS
- DIVERSIFIED REVENUE STREAMS
- TECHNOLOGY-DRIVEN PAYMENT SOLUTIONS
- BUSINESS-DEVELOPMENT STRATEGY & ACTION PLAN
- PERFORMANCE MANAGEMENT & COACHING
- FRONT-END & BACK-END MERCHANT SUPPORT
- SALES & MARKETING SUPPORT
- UPFRONT CAPITAL & LUCRATIVE BUYOUT OPTIONS
DON’T SETTLE FOR ANYTHING LESS.
PROPELLING YOU FURTHER.

FASTER.
THAT’S WHAT WE ARE ALL ABOUT.
CASE STUDY #02

UNIQUE PROGRAMS AND DEDICATED SUPPORT.

ENABLING ONE OF CANADA’S PREMIER ISOS TO EXPAND NATIONALLY AND INTO THE UNITED STATES

When the CEO of one of Canada’s budding ISOs walked into Nuvei's offices for the first time, he had no idea it would be the beginning of a lucrative, new partnership. Joining Nuvei's ISO Guru program — which provides access to knowledge and sales enablement tools unavailable from other processors — was a complete game changer.

Nuvei provided a supportive environment where the ISO truly thrived, and offered custom programs that enabled the business to be more competitive than ever.

In just one year, under the mentorship of the Nuvei Partnership Team, the ISO office has seen an incredible 500% overall growth in new business volume. With Nuvei’s assistance, the ISO has since expanded across Canada, and into the United States, bringing its payment processing services to the masses.

Nuvei’s unique partnership program offers the right business development and strategic sales initiatives that took the company from 20 to 100 deals per month in under a year.

“Signing an exclusive agreement with Nuvei has truly been a success story in the making,” said the CEO. “I can’t begin to say enough great things regarding you and the champion team surrounding you.”
20 TO 100 DEALS PER MONTH GROWTH
BUILT BY ENTREPRENEURS.
WE ARE REWRITING THE RULES.
TURNING PAYMENT PROCESSING INTO BUSINESS OPPORTUNITIES.
HELPING OUR PARTNERS BUILD A BETTER BUSINESS.
ALLAN IS RESPONSIBLE FOR MANAGING THE OVERALL GROWTH OF NUVEI’S NORTH AMERICAN SALES AND MARKETING TEAMS. HE IS A 22-YEAR FINTECH INDUSTRY VETERAN WHO HAS OWNED AND OPERATED ISOS, AS WELL AS HELD LEADERSHIP ROLES WITH CARDSERVICE INTERNATIONAL, NORTH AMERICAN BANCARD AND TOTAL MERCHANT SERVICES.

Allan Lacoste, EVP of Partnerships & Marketing

ROD HAS OVER 25 YEARS OF PROGRESSIVE EXPERIENCE IN ELECTRONIC PAYMENTS AND BANKING, WITH A FOCUS ON INTERNATIONAL AND U.S. DOMESTIC PROCESSING. HE REMAINS ACTIVE BY SERVING ON CORPORATE BOARDS AND TAKING SPEAKING ENGAGEMENTS. ROD PREVIOUSLY SERVED AS CREDORAX’S SVP OF BUSINESS DEVELOPMENT & SALES FOR NORTH AMERICA.

Rod Katzfey, EVP, Integrated Payments

Gigi Beyene, VP of Sales Channel Management
Bridget Kenny, AVP, Canadian Partner Channel
Dustin Sparman, SVP of Sales, Strategic Accounts Group
Shannon LeDuff, SVP of Sales & Business Development
Christine Poliquin, AVP, Partner Development Group
OUR MISSION
BE YOUR CHOSEN PARTNER TO BUILD SOMETHING WITH. TO ACHIEVE SUCCESS WITH.
THE CHALLENGE: FAST GLOBAL EXPANSION.

NUVEI STREAMLINES MULTI-CURRENCY ACCEPTANCE FOR ORGANO

Organo is a global sales distribution and network marketing giant known for its gourmet coffee, specialty beverages, and personal care products. When the company launched in 2008, the first order of business was to secure the services of a merchant services provider to process online credit card transactions made by the company’s U.S. and Canadian distributors.

Its founders had a strategic plan to expand to global markets in Europe, Latin America, and Asia. Therefore, they needed a merchant services provider with proven multi-currency processing capabilities, as well as a deep understanding of the distributorship marketing business.

Nuvei was Organo’s first choice. Since 2009, the company has trusted Nuvei with the processing of multi-currency online credit card transactions in the U.S., Canada, Italy, Norway, Sweden and Hong Kong.

Using Nuvei’s payment gateway for processing multiple currencies, Organo has been able to sell its product lines around the world, optimize international transactions, and make it easier and faster to set up business in new, global markets.

“Compared to other processing vendors we have worked with, Nuvei is easier to integrate with our internal order processing system because they have more advanced technology,” said Shella Chua, senior vice president for administration and distributorship services at Organo.

“Nuvei understands the industry and that’s an important reason why we have been able to grow together and expand our business to other countries. We have a partnership rather than just a client/vendor relationship.”
OVER 100 CURRENCIES

130+

PAYMENT NETWORKS
BUILD YOUR OWN SUCCESS STORY
WITH US.
HOW?
STEP BY STEP.
ASSESSMENT
Define your needs and objectives. Nuvei is the payment technology network for a wide range of partners, creating advantageous payment processing opportunities for all.

PARTNERSHIP AGREEMENT
Engage in a tailored partnership model that makes sense for your unique business requirements. We support you with the payment and merchant services you need to succeed and thrive in this business.

NURTURING
- Partner Activation Team
- Product & Sales Training
- Mentorship & Development

ONBOARDING SUPPORT
- Flexible Onboarding
- Underwriting & Compliance
- Integration Management

BUSINESS SUPPORT
- Marketing & Sales Support
- Performance Management
- Business Strategy & Action Plan

& MERCHANT CUSTOMER SERVICE
- Installation & Integration
- Client Care & Technical Support
- Risk & Compliance Monitoring

- Hardware Deployment
- Merchant Activation
- Product Innovation
- Analytics & Reporting
- Value Added Services
- Front-end & Back-end Support
- Loyalty & NPS Initiatives
- Funding & Reconciliation
FOR US, IT’S ALL ABOUT YOU.
YOUR RESULTS.
YOUR SUCCESS.
OUR OBJECTIVES

- Give your business a unique edge
- Simplify and increase your client activations
- Streamline and fast-track approvals
- Ensure your merchants’ satisfaction
- Streamline technology integration
- Develop future-proof payment solutions
JOIN THE FIRST-EVER COMMUNITY OF PAYMENT EXPERTS.

$15 BILLION + TRANSACTIONS ANNUALLY
1,500 PARTNERS
50,000 + MERCHANTS
130 GLOBAL BANK NETWORKS
We are Nuvei. The first-ever community of payment experts. Built by entrepreneurs, for entrepreneurs, we provide fully-supported payment solutions designed to promote and advance our partners’ success. Our goal is to create advantageous payment processing opportunities for all – paving the way to great partnerships.

Our vision is to build a network in which our partners can truly thrive. A network where collaboration extends beyond typical boundaries, giving way to enhanced partnership experiences. We work with ISVs, ISOs, payment facilitators, developers, and ecommerce platforms, supporting them with the technology, payment expertise, and customer service they need to stand out – propelling them further, faster.