



judo |  remitec





Why Remitec partnered with
Judopay to grow their money
transfer platform.

Remitec, the comprehensive money transfer software.

Remitec is a web & app-based money remittance platform that allows businesses to whitelabel their solution and offer their own money transfer services.

Their comprehensive remittance platform includes a cloud-based CRM, native mobile app 'IOS & Android' website and payment solution.



The challenge.

In 2020, Remitec were looking to integrate a payment provider into their white label money transfer platform; giving both them and their clients easy access to seamless and global payments.

Mauricio Ganem, Director at Remitec explains that there were a number of boxes that needed to be ticked.

There were both technical and strategic requirements we were looking for in a new PSP partner. We had to make sure we picked the right platform both for us and our clients.

As a white label solution, Remitec had to ensure they picked a solution that could provide leading technology as well as the option to customise and fully brand the checkout experience. They needed to offer something their clients could put their own stamp on.



The solution.

After researching the market, Remitec decided to integrate Judopay into their platform. Judopay's focus on market leading paytech meant that we could offer their clients the latest technology as well as a high-level of human support which they struggled to find with another provider.

As a white label solution there were multiple boxes we needed our PSP to tick, and Judopay ticked them all. Their acquiring flexibility was something we hadn't considered or seen much with other providers, but it gave our merchants a greater freedom of choice and the ease of staying with their existing acquirer if need be. From the start they proved themselves to be a perfect fit.

Judopay's Technical team provided practical support when Remitec integrated Judopay Web SDK into the money transfer platform. This integration allowed their clients to benefit from customisable checkouts, multiple payment methods, multi-currency, acquiring freedom, faster payouts and fraud solutions such as JudoShield.

Remitec's key offering was on the high quality of its service and platform. They immediately saw Judopay's ability to further bolster this with the inclusion of..



A proactive partnership that supported Remitec's **strategic growth** as well as the day-to-day queries of its clients. The Partnership Manager at Judopay ensured Remitec's clients experienced a seamless journey from onboarding through to transacting. They also provided regular updates, reviewing the account for **revenue opportunities and optimisations** such as additional payment methods and the best payment flows for 3DS2.



Judopay's **flexible structure**, meant that Remitec could offer payment setups based on a client's individual needs. Unlike other PSPs, Judopay's offering gave Remitec's clients the choice between gateway-only or full stack payments i.e. keeping their existing acquiring bank or switching to an alternative with Judopay. Those that switched were able to benefit from **improved cash flow** with next day settlement and **reduced monthly costs** with lower transaction fees.



For both Remitec's own & their clients' growth, global connectivity was key in supporting any international expansion plans. Judopay's **connection to 175+ global acquirers** meant that Remitec were able to attract a wider audience as well as give their clients access to a truly global network.



Results.

By building a partnership with Judopay and integration them into their money transfer solution, Remitec, have been able to offer industry leading technology, seamless and tailored setups for new clients as well as the opportunity to grow internationally with the platform.

Picking a partner is never easy as you have a lot of expectations both on the technical and people side. With Judopay it was easy. As a platform it combined all of the payment features, products and services that we needed, at such a high level. This was a big differentiation factor for us.

Our Partnerships Manager has been so hands-on and attentive throughout our relationship, it really feels like we have another person on our team. As a partner we couldn't have found a better match.

Mauricio Ganem, Director

