



# Partner Profile: PayJunction

Zack Read, Integration Manager

Zack Read, Integrations Manager at PayJunction, shares why Cycle and PayJunction built a strong integration, and how the partnership enables streamlined workflows and saves clinics time and money.

## Why partner with Cycle?

Both companies thrive on quality, personable customer service. In opening our Smart Terminal API, we've been able to produce a super platform between PayJunction and Cycle, connecting the two together seamlessly. Cycle now offers merchant services through PayJunction, and PayJunction is now part of Cycle's practice management software.

## What's the best part of partnering with Cycle?

Working with the people at Cycle — everybody is down-to-earth and positive. The personal relationships between the teams at Cycle and PayJunction are strong, which makes for a successful integration between products for our customers. Cycle is a big player in the industry, and growth is inevitable. When Cycle grows, PayJunction grows.

## What are a few of your favorite features with Cycle Credit Card Processing?

First, the reporting aspect of the integration is an important one. PayJunction helps companies stay environmentally conscious with its digital applications, like emailing receipts. The meat of the integration enables users to stay within the Cycle software without having to go to another system to process a payment or use a standalone machine. Additionally, being able to process within Cycle is, in my opinion, the greatest feature.

*The partnership has allowed growth in a way we wouldn't have elsewhere.*

## How does the integration streamline processes?

We offer next-day funding, as long as users batch out by 8 p.m. EST; all funds will be in the following day. Transactions are instantaneous — just as long as it takes to save the invoice.

Because users are processing what they're posting, they don't have to go to a different machine or browser to process payment. There are a lot of bookkeepers and accountants who enjoy the fact it saves a lot of time.

## What does a business need to provide to get approved?

We run a savings analysis first, so our customers can see what we can do to erase fees. Then we need a voided check to know where to place their funds, and three months of recent bank statements, so that we can ensure there's standing capital in the account.



## How does PayJunction differ from the competition?

We have an outstanding team of engineers that is always on the forefront of what's coming. We are working on mobile chip readers and constantly adding items to the virtual terminal like recurring billing. We maintain a Payment Card Industry Data Security Standard of level 1, the highest level you can obtain, which makes things easier for our end users. They don't need to register for PCI compliance. We also offer our customers a month-to-month service plan.

We match or beat the rates that people are paying. Transparency is key. We have interchange-plus pricing so all merchants can see what we are charging for the service. It's not obscure like tiered rates; everything is very cut and dry.

This integration is relevant for practices with 1 office up to 100+ offices. It works well for everybody. Some folks are saving anywhere from a couple dollars a month to thousands, depending on usage.

Cycle is the number one practice management software in audiology. Cycle's mission is to facilitate the delivery of better hearing to the world.

PayJunction powers mid-to large-scale businesses with smart payment processing, electronic capturing, and comprehensive multi-user multi-location reporting.

Interested in learning more about Cycle Credit Card Processing integration?

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