



BEAVER COACH SALES



CASE STUDY

For decades, Beaver Coach has been serving Central Oregon with top-quality RVs, service, and consistent donation support for the nonprofit community whenever possible.

Beaver was looking to reduce costs to help increase nonprofit donations. PIE virtually eliminated its six-figure payment processing expense to help enhance community support, brand, and company culture.

\$100,000+

Savings on Payment Processing
Expenses Realized by Beaver Coach



\$6,000+

Estimated Annual Donation by PIE
to Beaver Coach's Favorite Causes

THE APPROACH

PIE performed a no-obligation review of Beaver's payment processing expenses and proposed several options to reduce costs and increase donations.

Beaver chose to implement a dual pricing program with PIN debit card acceptance option to maximize savings & optimize donations.

PIE helped Beaver Coach with implementation, messaging, strategy, and even gave an all-hands presentation to the team to launch the program.

THE RESULTS

Beaver can now re-direct over \$100,000 to nonprofits or use it for growth capital. PIE will also make a \$5,000+ annual donation to their chosen nonprofit to help embed purpose into every sale.

The program has not created negative reviews since customers can use debit, cash, or check. Those who did choose to pay with credit cards feel better knowing a portion goes to good causes.

Beaver also added nearly \$1,000 in new donations using PIE to procure Internet and Phone services!



Ty Kelly
Owner

"Our payment processing expense has been growing out of control for years. I'd always been afraid to pass those fees on to my customers as I did not want negative reviews. I have been pleasantly surprised by how well this program has been embraced by both staff and customers.



Janae Cruikshank
Controller

"I have been very impressed with how professional and supportive the PIE team has been. From day one they have been responsive, helpful, and diligent. It's evident they truly care about our business and the communities we serve. Two thumbs up from me!"

Watch a Video of How it Works at bit.ly/rv-payments or scan here:

