



Finance and Technology Fusion-  
How two access companies combined efforts to win

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# Overview

As an organization that has undergone significant change in the last year, LogMeIn had areas of duplication that needed to be addressed. It was imperative to evaluate the processes, procedures, and vendors to come up with the right combination to move forward and advance the business. This was critical specifically in the area of payment processing.







# Key Takeaways

1. Identifying the similarities /Assessing the differences
2. Defining the “New Best Way”
3. Executing the Plan

# Similar Products, Similar Solutions, Different Processing and Philosophies






## Communication & Collaboration

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-  GoToMeeting
-  GoToWebinar
-  GoToTraining
-  join.me
-  Grasshopper
-  OpenVoice





## Engagement & Support

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-  Bold360
-  BoldChat
-  LogMeIn Rescue
-  GoToAssist ▾
-  Rescue Lens

## Identity & Access

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-  LastPass
-  LogMeIn Pro
-  LogMeIn Central
-  GoToMyPC

# The Old Way of Processing...

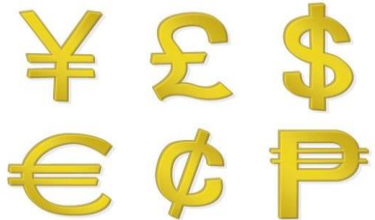
6 different processing entities



32 Gateway Accounts



21 currency combos



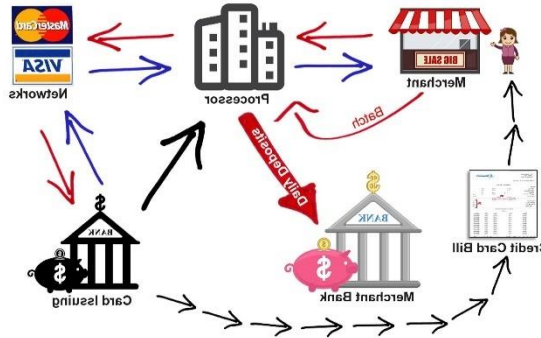
54 AMEX SE's



3 different PCI levels



54 Payment Processing Accounts



5+ Banking Relationships

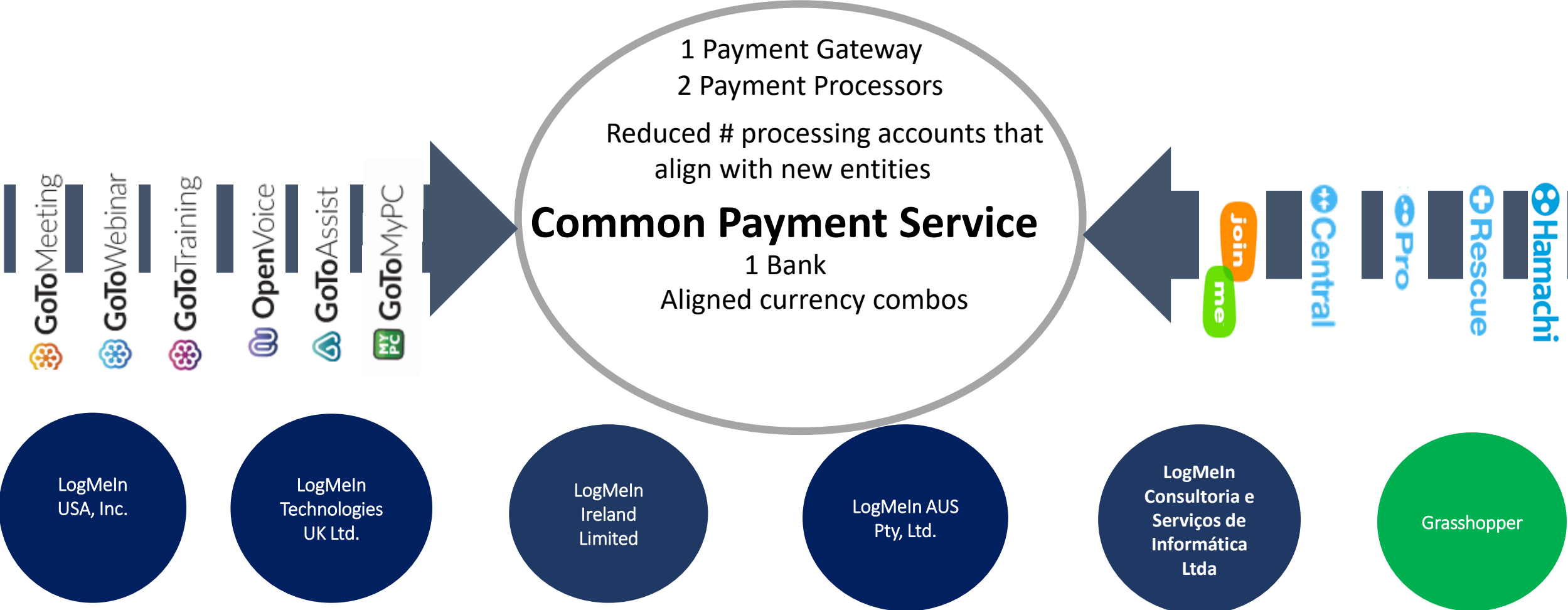


20 PayPal Accounts



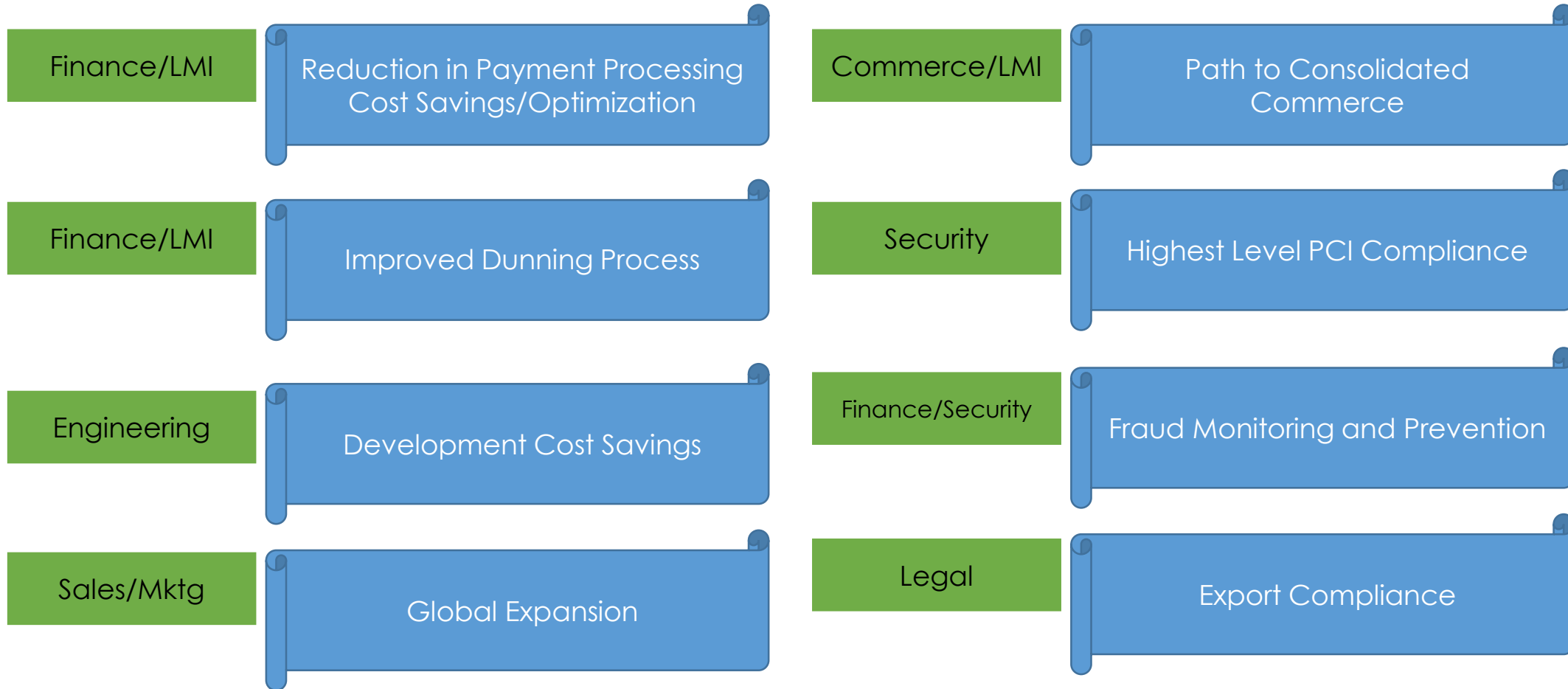
- Not Scalable
- Not Flexible
- Difficult to reconcile

# Focus on Products, Not Processing



# We All Win!

Many parts of the organization benefit from leveraging a common payment service:



# Summary & Key Takeaways

1. Understanding our landscape
2. Unifying processes and realizing cost savings(internal development and Processing costs)
3. Defining roles, responsibilities, contracting, shared end goals, technical resources, follow-through. Lather, rinse, repeat.



# Thank you

- Don't forget to submit your session evaluation!
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