

ThoughtFocus Paves The Way for Successful Acquisition

- Payments Technology Solution Provider
- Processes 9+ Million in Transactions
- Payments Volume exceeds \$6 Billion
- Innovations Award Winner

CHALLENGE

Building an acquisition-ready platform

Payments Provider was on a clear path toward acquisition. To make itself a more attractive target and maximize its acquisition value, the company was looking to scale and optimize its business and needed a vendor that could help establish the company as a mature payment service provider. This meant ensuring that a gateway platform was able to integrate seamlessly with leading processors. High performance, innovative features, and certification were also critical to delivering a market-leading solution that would attract the attention of potential investors.

SOLUTION

Proven end-to-end platform

ThoughtFocus took complete ownership of the project from discovery and design through to testing and EMV/MSR certification. The team architected a feature-rich platform with the technical backbone to drive seamless end-to-end processing. ThoughtFocus engineered integrations with other payment technology partners, plugging gaps in existing technology. The result was a powerful and scalable solution that could drive immediate returns for investors.

RESULTS

FAST & SUCCESSFUL ACQUISITION

ROBUST HIGH-PERFORMANCE SOLUTION

INCREASED PRODUCTIVITY

ONGOING PARTNERSHIP & SUPPORT

The ability of ThoughtFocus to deliver rapid value led to the acquisition by a global fintech company – significantly earlier than expected.

BENEFITS

Accelerating value through proven expertise



Leveraging **technical and industry expertise**, ThoughtFocus engineered a market-leading platform, showcasing the potential acquisition value.



A **flexible delivery model** comprising onsite and offshore teams increased productivity, speeding development.



ThoughtFocus **expertise in EMV and MSR certification** simplified and accelerated the journey to acquisition.



The team's **experience in micro-services architecture** significantly shortened implementation times.

ThoughtFocus helps forward-looking companies innovate. We are a technology leader in financial services and manufacturing. Our innovative and cutting-edge technology solutions enable new capabilities to be deployed faster, deliver better user experiences, and reduce operating costs. We do this through executional excellence, guaranteeing innovation, and mitigating the risk of change. ThoughtFocus has a single mission – helping you achieve a better future faster.

We are a US based privately held company funded by Blackstone with over 2300 employees across offices in 5 different countries.



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