



Merchant
Industry

Pathway to a BIN



Merchant Industry

Merchant Industry, established in 2007, is a leading nationwide credit card processing service provider. We excel in delivering best-in-class products and exceptional customer service to ISOs and their merchants.

40,000+
MERCHANTS

\$250 MILLION
IN SAVINGS PASSED TO MERCHANTS

\$9.5 BILLION
YEARLY VOLUME

1,200+

NEW MERCHANTS ADDED EACH MONTH

3 HEADQUARTERS

OFFICES IN NEW YORK, FLORIDA, & INDIA

2,000+

EQUIPMENT OPTIONS

**Inc.
5000**

FEATURED IN 2024 & 2013

2,057

RANKED OVERALL

193

IN NY, NJ, & PA

163

IN NEW YORK

118

IN FINANCIAL SERVICE



WHAT IS A BIN?

A BIN (Bank Identification Number) is a 6 digit number that helps identify the bank or institution processing credit card payments. **It's like a fingerprint for payment transactions.**

WHAT ARE THE BENEFITS OF A BIN?

For ISOs, having your own BIN means you get more control over how payments are handled and more ownership of your business. **It allows you to manage your portfolio, customize pricing, and keep a bigger share of the profits.**

HOW DO YOU GET A BIN?

Obtaining a BIN is a challenging process that requires financial stability, a strong operational infrastructure, and strict compliance with regulatory and technical standards set by card networks like Visa or MasterCard. Businesses must undergo rigorous approval processes, including due diligence by sponsor banks, and cover significant costs for registration, compliance, and operations.

WHAT ARE THE COSTS OF A BIN?

Acquiring and maintaining a Bank Identification Number (BIN) involves various costs, which can vary based on the sponsoring bank, card network, region, and scope of services. Here's an overview of some of the typical expenses:

- **Initial Registration Fee**
- **Annual Fees**
- **Compliance & Regulatory Costs**
- **Operational Expenses**
- **Risk Management Reserves**
- **Transaction Fees**

DIFFICULTIES OF GETTING A BIN

Limited Access to Card Brands and Banks

ISOs often struggle to establish direct relationships with card brands or banks due to their size. They lack the scale required to secure these vital partnerships independently.

High Infrastructure Costs and Complexity

Becoming a full-scale processor involves significant infrastructure investments, including compliance, risk management, and technical support. These costs and complexities can be prohibitive for many ISOs looking to expand.

Need for a Streamlined/Supported Pathway

Without a comprehensive and supported solution, ISOs face barriers that hinder their growth. There is a clear need for a streamlined process that allows ISOs to achieve processing independence while minimizing operational burdens.

For those unable to meet these requirements directly, partnering with a Merchant Service Provider to access a BIN is often a more viable path.

MERCHANT INDUSTRY'S BIN-IN-A-BOX PROGRAM

Our BIN-in-a-Box program provides ISOs with access to a BIN and its benefits without the complexity of obtaining one directly from a card network or sponsor bank.

This comprehensive solution allows ISOs to gain processing independence by becoming their own processor while leveraging our existing infrastructure and expertise.

By using Merchant Industry's BIN, you avoid the financial requirements and commitments, and we provide the necessary technology, infrastructure, and compliance support.

BIN-IN-A-BOX BENEFITS

- Faster Time to Market
- Lower Setup Costs:
- Reduced Complexity
- Access to Payment Infrastructure
- Scalability
- Increased Flexibility
- Focus on Core Business
- Ongoing Support

MERCHANT INDUSTRY'S BIN-IN-A-BOX PROGRAM

Merchant Industry provides a comprehensive suite of tech stack solutions to make your BIN possible. We also provide with the support infrastructure needed to start your BIN relationship with.

WHAT WE PROVIDE

- CRM/Boarding/Risk Management tools
- Support infrastructure: Finance book overview, ACH Rejects, Collections
- On demand additional departments - Risk, boarding, approvals, deployments

BENEFITS OF THE MERCHANT INDUSTRY BIN-IN-A-BOX PROGRAM

Benefits

- Infrastructure In Place**

Back Office Support, Admin Support, Underwriting, Risk & Compliance, Tech Support, Operations, and Finance Departments.

- No Escrow Reserve**

- Leveraging our buy rates**

- White glove / partnership**

PATHWAY TO A BIN

Requirements

Deal/ Processing Volume commitments (Forward pricing to Tier 2 for first 12 months)

Tier 1

Up to 1 - 899+ approved deals per year – 80%

Tier 2

900+ approved deals per year – and \$27M (in monthly processing volume) – 85%

Tier 3

1800+ approved deals per year – and \$72M (in monthly processing volume) – 90%

Tier 4

2400+ approved deals per year – and \$100M (in monthly processing volume) – 95%

Tier 5

7500+ approved deals per year – and \$225M (in monthly processing volume) – 98%

JOIN OUR TRAINING SESSIONS

View all our upcoming training sessions for 2025 by scanning the QR code or visiting the link below.



Training topics include:

- **White Label Opportunities**
- **Why M.I. is The Best for Cash Discounting, Dual Pricing, & Surcharging**
- **Credit Line Opportunities**

**Scan to view our 2025 Training Calendar
or visit merchantindustry.com/mitraining**

CONTACT MERCHANT INDUSTRY TODAY!



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