

Payment Experts Share Advice with Merchant Service Providers

Learn Revenue-Sustaining Tips at SEAA 2025, to be held June 3, in Orlando

FORT LAUDERDALE, FL, UNITED STATES, May 13, 2025 /EINPresswire.com/ -- Tech firms encroaching on incumbent merchant service providers will be the focus of a fireside chat at the annual [Southeast Acquirers Association](#) Conference, to be held Tues., June 3, 2025, from 3:30 to 4:20 p.m. at the JW Marriott Orlando Bonnet Creek Resort and Spa. Payments experts [Allen Kopelman](#) and [Jim Battista](#) will discuss this emerging threat.

Battista is managing partner at MAPP Advisors. Kopelman, CEO at Nationwide Payment Systems Inc., hosts the B2B Vault podcast and is a contributing writer at The Green Sheet.



Allen Kopelman

The industry leaders will focus exclusively on the impact of mergers and acquisitions on merchant services providers. Sales agents and independent sales organizations (ISOs) will receive valuable tips on how can protect their businesses from this persistent threat.

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Jim Battista

“Our business and others in our community are losing tens of thousands in residual earnings,” Kopelman stated, adding that the discussion will examine this fast-moving trend that is causing residual incomes to disappear overnight for many agents and ISOs.

Battista noted that integrated payments are here to stay, and ISOs and agents need to understand how to compete in the current environment. “Integrated payments isn't just

a buzzword in the payments industry; it's a reality. Merchants are shifting from standalone payment terminals to SAAS/fintech partners at a record pace. The benefits include improved

efficiency, security, and user experience. ISO's and agents should attend this session to understand how to best compete with these market dynamics."

Protect your turf

Kopelman further noted that numerous tech firms compete with former ISO and agent allies, forcing merchants to switch to new processing platforms and taking away income that had previously been paid to both service providers.

"My firm and numerous colleagues have lost tens of thousands in residual income to former partners who have become predators," Kopelman said. "Back in 2000, companies created software to sell hardware and maintenance contracts. Today, it's a very different game, which leads me to question if software is the new ISO."

Tech firms target processing revenue

The trend of tech firms seeking to share in processing revenue is disrupting the industry, Kopelman explained, citing the following red flags:

Acquisition: A processor or private equity firm acquires a processor-neutral point of sale company, taking with them all merchants that use that system and the former agent's hard-earned residuals.

Change of business model: A firm that has brought a value-added solution to market decides to embed credit card processing into its technology suite to simplify and streamline its product offerings and create new recurring revenue streams.

Visit <https://events.american-tradeshow.com/seaa2025/6859143> for agenda details and to register for the conference.



Jim Battista



SEAA 2025

About the Southeast Acquirers Association

Southeast Acquirers Association, Incorporated, is a non-membership, 501(c)(6) trade association. SEAA was formed in 2000 and produced the first SEAA Annual Conference in 2001. Since that time, SEAA has hosted thousands of industry professionals and presented hundreds of hours of education networking with the top vendors in electronic payments.

Audrey Blackmon, Judy Foster and John McCormick formed SEAA to facilitate the growth of the electronic payments industry, in size and integrity, through training, education and networking with other industry professionals.

About MAPP Advisors

MAPP Advisors is the leading boutique mergers and acquisitions firm serving the payment processing industry. With offices in Las Vegas, Los Angeles, Atlanta and Raleigh, MAPP Advisors provides exemplary advisory, portfolio optimization, portfolio management and operational consulting services proven to produce measurable results. The company's extensive transactional expertise and depth of industry knowledge distinguishes MAPP Advisors in the fintech industry. To learn more, visit www.mappadvisors.com.

About Nationwide Payment Systems

Nationwide Payment Systems was founded in 2001 by Allen Kopelman and David Burney to provide merchant services to local businesses in South Florida. After a few years, we were selling across the United States, and each year we have been in business, we have added on new services and products that can help merchants with their companies. We are a technology-first company, so we work with our clients and get them the right technology that will work for their business and or integrations they need for their technology stack

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