# Choosing SaaS Payment Solution Checklist

## Define Your Needs & Goals

- [ ] Transaction Volume: Estimate your average monthly transactions.
- [ ] Average Transaction Value: Calculate your typical transaction amount.
- [ ] Currencies: List all currencies you need to accept (consider current and future needs).
- [ ] Payment Methods: Specify preferred payment methods (e.g., credit cards, PayPal, local payment options, etc.).
- [ ] Business Goals: Define your growth plans (e.g., international expansion, subscription model variations).
- [ ] Target Audience: Identify your customer demographics and their payment preferences.

## Evaluate Features & Functionality

### Security:

- [ ] PCI DSS Compliance: Ensure the provider meets the highest security standards.
- [ ] Fraud Prevention Tools: Look for features like address verification, CVV checks, and velocity limits.
- [ ] Data Encryption: Confirm robust encryption methods for sensitive data.

### Integration:

- [ ] APIs and SDKs: Assess the quality and comprehensiveness of their developer tools.
- [ ] Check for pre-built integrations with your platform (e.g., Shopify, WooCommerce).
- [ ] Explore options for easy setup without extensive coding.

**Checkout Experience:**

- [ ] Can you customize the checkout page to match your branding?

- [ ] Mobile: Is the checkout process seamless on mobile devices?

- [ ] Localization: Can you offer checkout in multiple languages?

**Subscription Management:**

- [ ] Ensure support for automated recurring billing.

- [ ] Dunning Management: Evaluate tools for handling failed payments and reducing churn.

- [ ] Customer Portal: Can customers manage their subscriptions and update payment information?

**Reporting & Analytics:**

- [ ] Monitoring: Can you easily track and monitor transactions?

- [ ] Revenue Analysis: Does the platform provide insights into your revenue streams?

- [ ] Can you generate reports based on your specific needs?

## Compare Pricing & Fees

- [ ] Transaction Fees: Understand the percentage or fixed fee per transaction.

- [ ] Monthly Fees: Determine any recurring monthly charges.

- [ ] Chargeback Fees: Inquire about fees for handling chargebacks.

- [ ] International Transaction Fees: Assess fees for processing payments in different currencies.

- [ ] Hidden Fees: Clarify any potential hidden fees (e.g., setup fees, verification fees).

- [ ] Contract Terms: Review contract length, cancellation policies, and early termination fees.

## Assess Customer Support & Resources

- Check their support hours and availability across different time zones.

- Responsiveness: What is their average response time.

- Support Channels: Inquire about support channels offered (e.g., phone, email, chat).

- Developer Support: Evaluate the quality of support for developers integrating the gateway.

- Assess the availability of helpful documentation, guides, and FAQs.


## Consider Scalability & Future Needs

- Growing Transaction Volume: Can the gateway handle your projected transaction growth?

- International Expansion: Does the provider support your international expansion plans?

- New Payment Technologies: Are they adapting to new payment technologies and trends?

- Business Model Changes: Can the gateway accommodate changes in your subscription models or pricing?