



MEDIA RELEASE

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## Travellers Choice partners with Zenith to unveil exclusive payment solutions

01 December 2018: **Travellers Choice is now offering its members an exclusive package of cost-effective payment solutions – including a common-rated merchant fee, an exclusive new layby arrangement and a unique B2BPay portal – as part of a new strategic partnership with Zenith Payments.**

Managing Director Christian Hunter says the new payment solutions - collectively known as TC Pay - will make it easier for Travellers Choice members to process a range of business transactions, while at the same time safeguarding their businesses from risk.

Under the new partnership, all Travellers Choice members have immediate access to a group level credit card merchant facility, with no application or ongoing monthly fees.

The merchant facility is common-rated at a flat 1.5% for **all** Visa and MasterCard credit cards, regardless of whether they are gold, platinum, corporate or frequent flyer aligned. The fee is also inclusive of the AFTA Chargeback Scheme (ACS), providing users with protection against consumer debit and credit card chargebacks resulting from supplier insolvency.

"One of the problems travel agents currently face is that they do not know the merchant fee until a customer's card details are entered into the system," says Hunter. "Our members can now quote the fee up front, secure in the knowledge that the price is accurate and that their business is protected against chargebacks.

"This really is a win-win arrangement for both our members and their customers."

Zenith Payments is also providing Travellers Choice members with two additional payment solutions, including:

- **an exclusive layby solution** (offered through Zenith Payments' TravelPay brand) that, unlike standard layby arrangements, can be used to cover all components of a customer's trip and delivers funds into an agent's account within one business day (rather than the standard 3-5 days), ensuring timely payment of suppliers

- **a B2B payment portal**, which Travellers Choice agents can use from 1 January 2019 to settle payment of everyday overheads - from utilities such as rent, power and phone bills, to the ATO - using a company credit card.

Hunter says that the B2B payment portal will provide members with valuable loyalty points including earning Qantas Business Rewards.

"We estimate the value of the reward points will not only offset the cost of the facility but enable an average member to earn multiple business class return airfares to Europe each year."

For more information on Travellers Choice please visit [www.travelagentschoice.com.au](http://www.travelagentschoice.com.au).

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