

AMERICAN EXPRESS

American Express rolled out a new program called One Point in 2009. As of November 2009, iPayment, Inc. is one of only a handful of processors that can offer this. With this program all new merchants that sign up for American Express will receive their deposits from iPayment at the same time they receive their Visa/MC/Disc deposits. The details will appear on their iPayment merchant statement and their Amex accounts will be serviced by iPayment. This makes it a one stop shop for all their card needs. American Express will continue to manage the pricing and the merchant contract, so iPayment is not an acquirer.

A. Procedure

- a. The “American Express New Entitlement” section on the merchant application (page 2) must be completed with the appropriate discount rate, annual volume, average ticket and must be initialed by the merchant before submission of the merchant application. iPayment cannot apply without this criteria.
 - i. American Express still reviews and ultimately approves or declines a merchant to accept their card. If approved, the new Amex One Point MID will be added and ready for use within 24 hours of iPayment processing their application.
 - ii. In some cases (high risk business, industry types, high volume) accounts cannot be approved for One Point. Therefore, Amex will approve and assign an ESA number. Amex will provide merchant with a welcome and merchant will need to contact Amex directly for any and all inquiries regarding Amex.
 - iii. iPayment will note in the agent site whether an account is approved or declined and if it is a One Point or ESA merchant.
- b. Existing American Express Merchant: The “American Express New Entitlement” section on the merchant application must still be filled out with the existing American Express merchant number and all the criteria mentioned above. Even if a merchant is already accepting One Point through another company, they need to sign off stating they now agree for iPayment to be their processor for Amex transactions.

B. Existing Merchants Adding Amex:

- a. For merchants who have applied directly with American Express or wish to apply through iPayment after their merchant application was submitted, please submit the Card Addition/Change Request Form. Here you can indicate if they wish to apply or want to add their current American Express MID. This form is available in the Request Forms section of this manual and also on the iPayment Inc. Web site.

C. Pricing:

- a. Please refer to the American Express U.S. Merchant Pricing Quick Reference Guide in the Supporting Documents section of this guide.
 - i. These rates cannot be raised, lowered or waived. The rates are set and determined by American Express.
 - ii. The rates are the same for ESA and One Point.
- b. Merchants that are approved on ESA and are mail order, telephone order, home-based and Internet physical delivery merchants are charged a flat fee of **\$7.95** per month by American Express until merchants reach \$5,000 in charge volume within any consecutive 12-month period. If charge volume exceeds \$5,000 during this 12-month period, the pricing will automatically be adjusted to the discount rate applicable to the business type. All other merchants have the choice of Flat Fee or Discount Rate.