



ETA's latest Podcast "*Trends and Tactics for Payments Innovation*" Featuring eProcessing Network's Founder and CEO, Steve Sotis

On Wednesday, September 4th, Steve sat down with ETA's *Transaction Trending* podcast host, Amy Zirkle for a conversation on his business, his observations on the changing landscape for payments companies like his, and his views on the trends and tactics that are driving payments innovation.

As introduced in the podcast, Steve a payments entrepreneur with a technical background in engineering, has forged a path to founding a tech-forward supplier of payments services to ISOs and merchant-level sales organizations. Amy and Steve discussed the early days when Steve saw the need to find the differentiator – the “value-add” so to speak – within the payments landscape, offering integrated transaction processing software and services to ISOs and MLSs. The approach to business is as relevant to sales organizations today as it was years ago; to communicate how merchant processing and value-added tools can integrate seamlessly through the eProcessing Network secure payment gateway.

Steve also discussed how ePN differs from other gateway providers – ePN doesn't compete with ISOs and MSLs for merchant accounts. And ePN is considered a progressive provider within the industry, one that partners with ISVs to bring new services and solutions to the table. Another differentiator is the support team at eProcessing Network. The team, a group of experienced and diverse professionals, is responsible for communicating with resellers and their merchants about the features and benefits of the processing tools that ePN offers for payment acceptance.

The final moments of the interview focused on what the future holds for payments. For Steve, understanding mergers and acquisitions and what that means to the industry, specifically as it pertains to the independent sales organizations. Steve mentioned that although change is a given in all industries, the one constant that remains is the ability to build and foster strong relationships that will stand the test of time. Building a professional environment that allows both his employees and customers to thrive and grow, is something that Steve has been successful at for many years.

To hear the podcast in its entirety, visit ETA's website at:

<https://www.electran.org/publication/transactiontrends/transaction-trending-ep39-trends-and-tactics-for-payments-innovation-with-steve-sotis-eprocessing-network/>