

The Merchant Courier



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Star Merchant – Neal Macrossan
of Incorporator sings
WebPac's praises

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Star Merchant

incorporator.com.au and WebPac are keeping good company online.

Incorporator.com.au offers a unique, fully automated online service for the creation of any type of Australian company, saving customers a significant amount of time and money. If you've been through the process without their help, you'll understand why Incorporator has been so successful to date.

Westpac has been an important part of Incorporator's business since its inception in 2000, and will now provide Incorporator with a complete online payments solution through WebPac, Westpac's eCommerce solution.

Merchant Courier recently interviewed Neal Macrossan, a former practicing solicitor and Incorporator's founder and Managing Director.

Why did you decide to use Westpac and our WebPac product?

We found the Westpac Merchant Business Solutions Specialist Sales Team to be easier to get hold of, more responsive and knowledgeable about their product and quicker in responding with prices and other relevant information.

Their promise is simple – with its unique array of features, WebPac can get businesses of any size online. It combines

your eCommerce merchant facility and online payments solution in one package, and allows you the flexibility of working with a web developer of your choice.

Secondly, with Westpac's WebPac there is no 'per transaction charge' in addition to the usual merchant service fee. And thirdly, our customers will not be diverted to the bank's site/server in order to make an online payment, increasing their responsiveness.

WebPac will wholly integrate into the Incorporator site's 'look and feel', providing both a seamless e-payment solution and a seamless brand experience for our customers.

What will be the day-to-day benefits to Incorporator of the Westpac service?

First, it will make it impossible for us to suffer bad debts, because the e-payment

system automatically checks the validity and availability of funds on the paying credit card.

Secondly, as with our existing Westpac accredited payment system, we will never have to make a single trip to the bank to deposit funds. It is all done automatically. And we don't even have to process payments or run cards through terminals. It is all done directly by our customers via the Incorporator website... even while we sleep!

Will WebPac also help you with your accounting?

Certainly – WebPac is a highly advanced online business administration tool.

It will allow us to monitor and process all of our transactions in real time and will link up smoothly with our existing MYOB accounting software. It will also provide us with the convenience of being able to get up to the minute information on all our accounts at any time via the Westpac Business Online facility, as well as make electronic payments and transfers.

If you'd like to explore the possibilities of using WebPac to get your business online, follow the lead of Neal Macrossan and Incorporator.com.au

**Contact Merchant Telesales on
1800 029 749 (press Option 2).**