

# Retail: optimising payments performance

Infographic | 



# 73%

This infographic will outline key payment challenges, important factors for optimisation and steps to improve payments performance within retail.

Optimising payments performance is an important process for all businesses to undertake. Payment professionals across the UK, Italy, Poland, Sweden and Russia cite the burden of regulation as a barrier to investment. This is also the case for those working in the retail industry.

Despite these challenges, 73% of payment professionals working in retail are excited to learn more about improving payments performance. Payment knowledge is essential, but it is integral to have the following steps in place for optimisation.

## Payment challenges:



Customer demands



Fraud and security



Changing regulations

# 50%

Payment professionals can recover up to 50% of lost revenue if they commit to optimising their payments performance.

## Most important factors for optimisation:



Efficient processing through gateway



Analysing decline codes



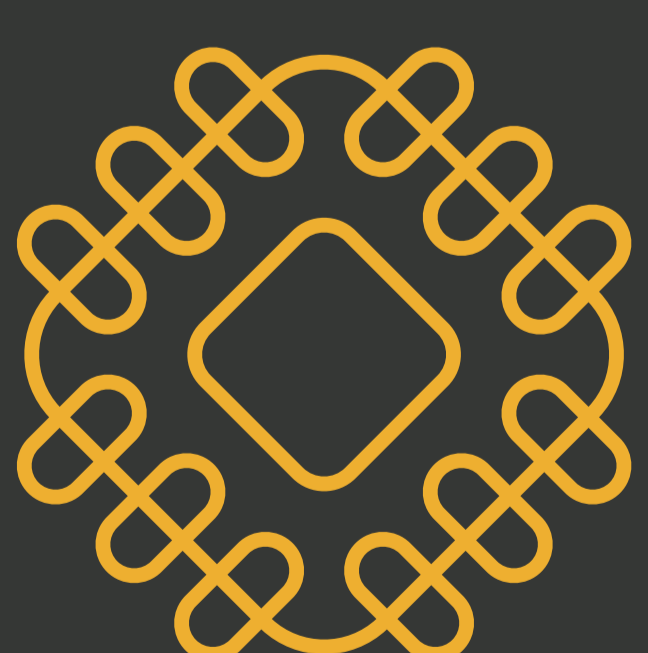
Monitoring fraud in real-time

## Steps for improving payments performance:



### Better data leads to better decisions.

Our research showed that 71% of payment professionals operating within retail believe they could increase revenue by better leveraging payment data.



### A well-structured payment ecosystem.

58% of retail payment professionals say they are losing revenue through shortcomings in their payment gateway. It is important to have a fast and secure system to process transactions.



### Demonstrate small wins.

Proving the commercial value of payments performance is a good way to secure further investment in this area and show the importance of optimisation.





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