

How multi-acquiring drives merchant success

97%

of retailers now report working with multiple payment acquirers

Among retailers that adopt a multi-acquiring strategy:

84%

increased their revenue by more than 2%

26%

reported over 5% increase in revenue

66%

reduced their costs by more than 2%

20%

realized over 5% savings

How are retailers making the most of their multi-acquiring strategy?

62%

of retailers report using a payments orchestration platform

30%

with another 30% actively evaluating one

Retailers that use an orchestration platform are

8x

more likely to report revenue growth >5%

5.6x

more likely to report cost reductions of >5%

85%

of retailers plan to expand into new global markets within the next 12 months

Of these,
69% are adding local acquirers

63% are seeking acquirers with broader geographic coverage

58% are adding acquirers that support local payment methods

54% are renegotiating contracts with existing acquirers to support cross-border volume

54% are exploring orchestration/routing solutions

Retailers’ top reasons for working with additional payment acquirers

61% - Expand into new markets

43% - Improve authorization rates

57% - Support additional payment methods

34% - Negotiate better terms

54% - Gain access to better reporting or analytics

30% - Reduce transaction fees

52% - Maintain business continuity

Get the Insights