



**Press Contact:**

Alison Hinderaker, Maccabee Public Relations for ClientPay—+1 612.337.0087

**FACT SHEET**

**CLIENTPAY – PAYMENT PROCESSING FOR LAW FIRMS**

**WHAT:**

A cloud-based payment processing solution for law firms designed to make the accounts receivable process easier. ClientPay is client-centered and meets or exceeds federally mandated security regulations for digital payment processing.

**INTEGRATIONS:**

Directly integrated with many of the industry’s leading matter management platforms including:

- Thomson Reuters’ Elite 3E, Enterprise, ProLaw, and Firm Central
- Rippe & Kingston’s Legal Management System
- Devlos’ Soluno
- Aderant’s Expert

**FEATURES:**

- Secure, Level 1 Payment Card Industry (PCI) compliant
- Customer payment portal and click-to-pay links
- Robust Application Program Interface (API) protocols for ease of integrations
- Capabilities to allow flexible fund distribution between operating and trust accounts
- Dedicated customer support from experienced payment professionals

**BENEFITS:**

- Lower processing fees—Successfully reduces law firms’ processing fees by 10-40 percent or more.
- Enhanced client satisfaction—Strengthens current law firm relationships and helps attract new clients.
- Strengthened security—PCI compliance and state-of-the-industry security features protect cardholder data.
- Accelerated cash flow—Credit card acceptance can shave an average of 10 days off a billing cycle.
- Reduced write-offs—Makes it easy for law firm clients to pay on time, every time.
- Improve efficiency and accuracy—Improves accounting performance through integration, automation and real-time processing.

**LEADERSHIP:**

Jay Bruber – Chief Executive Officer

Vince Arnoldi – President

Ryan Beck – Vice President

Elizabeth Walsh – Vice President of Marketing

**CONTACT:**

For more information, law firms may contact ClientPay at 1-855-299-0476 or at [www.clientpay.com](http://www.clientpay.com)

**About ClientPay**

*Based in St. Paul, Minn., ClientPay is an award-winning technology solution developed to make life easier for professional service firms through innovations in digital payment processing. ClientPay has been acknowledged as an industry leader, having been awarded the Software and Information Industry's (SIIA) Best Financial Technology Solution at the 2018 CODIE Awards in San Francisco. Through integrations with some of the legal industry's top matter management platforms, ClientPay helps companies get paid faster and reduce write-offs all while eliminating billing errors. Learn more at: <https://www.clientpay.com>.*

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**BORN OF A CHALLENGE; A LEGAL TECHNOLOGY SOLUTION WITH IMPACT**

**ClientPay – A Backgrounder**

While paying bills online is a common practice in today's world, it was virtually unheard of in the legal industry in 2010. In fact, nine years ago it was common practice for a law firm's accounting processes to be a manual, paper-based practice which was time-intensive and prone to inaccuracies. Plus, firms housed the voluminous payment information in paper form in office file cabinets, a practice which is now understood to be a potential security risk. So, when a law firm needed someone to analyze and streamline the accounts receivable function, they approached the technology leaders behind ClientPay, who were some of the first innovators to design a process for paying through the internet. These innovative leaders quickly understood that there was a need for a comprehensive payment processing system specific to the legal industry. That solution? ClientPay.

ClientPay is a dedicated cloud-based payment processing solution that turns the error-prone and time-intensive task of payment acceptance into an efficient, accurate and cost-saving process for law firms. ClientPay is a solution that offers payment entry and management, invoicing, automated recurring billing, in-depth reporting, payment pages, click-to-pay links, and unparalleled ease-of-use. ClientPay is a proven, cloud-based solution that continues to save law firms countless hours and dollars after adopting its technology.

ClientPay is the leading technology in the professional services payments industry, helping law firms' payment practices become more efficient, economical, and customer friendly. The benefits of ClientPay include:

- Lower processing fees—Successfully reduces firm clients' processing fees by 10-40 percent or more.
- Enhanced client satisfaction—Strengthens current firm relationships and helps attract new clients.
- Strengthened security—PCI compliance and state-of-the-industry security features protect cardholder data.
- Accelerated cash flow—Credit card acceptance can shave an average of 10 days off a billing cycle.
- Reduced write-offs—Makes it easy for law firm clients to pay on time, every time.
- Improved efficiency and accuracy—Improves accounting performance through integration, automation and real-time processing.

ClientPay's technology has been recognized for its impact in the industry as a best financial management solution. Most recently, ClientPay was awarded the Software and Information Industry's (SIIA) Best Financial Technology Solution at the 2018 CODIE Awards. With a team of in-house developers, ClientPay is continually improved to better serve end-users and meet the increasing demands facing law firms.

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**BIOGRAPHIES**

**Jay Bruber**

Chief Executive Officer—ClientPay

As Chief Executive Officer, Jay Bruber is the entrepreneurial leader of ClientPay. Bruber’s focus on honesty, integrity, and passion has translated into a core philosophy that is ingrained in ClientPay company culture and has helped transform the company into the technology innovator it is today.



Bruber is passionate about ClientPay’s products and business partners, which has led to multiple integration partnerships with some of the country’s largest solution providers to the legal industry, including Thomson Reuters, Aderant and Rippe & Kingston. Bruber held a position on the advisory board for Vantiv, the second largest payment processor in the United States. He is currently serving as an Advisory Member of the Board of Directors for Achieve Services, a day training and habilitation program serving adults with developmental disabilities based in Blaine, Minnesota. Bruber has been honored with a Lifetime Achievement Award from Vistage Minnesota, a peer-mentoring organization for CEOs, business owners and executives. He also serves as Chairman of the Board for food manufacturer Simek’s Inc., which he led as president for 25 years.

**Vince Arnoldi**

President—ClientPay

As president of ClientPay, the premier credit card processing company offering custom solutions for law firms, Vince Arnoldi spearheads the development and refinement of ClientPay’s team of world-class developers, while building relationships with key legal technology partners and law firm clients.



Under Arnoldi’s leadership, his team developed ClientPay software, a proven, cloud-based payment processing solution that turns the error-prone and time-intensive task of accepting a credit card payment into an efficient, accurate and cost-saving process for law firms. One of the first products developed in-house by the his team, ClientPay has won a TEKNE award from the Minnesota High Tech Association and been recognized with multiple Best in Biz Awards. Most recently, ClientPay was awarded the Software and Information Industry’s (SIIA) Best Financial Technology Solution at the 2018 CODIE Awards.

Prior to joining ClientPay, Arnoldi served in a customer service capacity for Eaton Hydraulics.

## **Ryan Beck**

Vice President—ClientPay

As Vice President of ClientPay, Ryan Beck oversees the strategic growth and development of the ClientPay payment processing solution for the legal industry. He works closely with professional service firms to implement fully integrated payment processing solutions. He has a proven track record for easily walking law firms and other businesses through successful rollovers of their credit card processing systems to solutions that save them both time and money.



Prior to ClientPay, Beck held positions in the finance industry, serving as a senior loan consultant for Wells Fargo Mortgage, and a Premier and Private Mortgage Consultant at Bank of America.

## **Elizabeth Walsh**

Vice President Marketing—ClientPay

With deep experience in business-to-business and SaaS marketing, Elizabeth Walsh recently joined ClientPay's leadership team as Vice President of Marketing. In her role, Walsh is developing a comprehensive integrated marketing program to drive paid, earned, owned and shared content strategy, and continuously improve demand generation, product positioning and channel marketing while leading a team of marketing professionals.



Over her 25-year career, Walsh has held progressive marketing leadership roles in Accenture, Oracle, ADC and MTS Systems Corporation. Additionally, she brings to ClientPay professional services experience from her time at Deloitte Services LP, and recently, Walsh led the global marketing transformation and growth initiatives at IDeaS Revenue Solutions, a wholly owned entity of SAS.

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