

Driving Efficiency and Control: Optimising Payment Solutions for MotorSport Vision

Through this process ERA has demonstrated an in-depth knowledge of the banking sector and have been able to find a tailored solution for us that delivers the efficiencies to processes we were looking for but unable to achieve ourselves whilst reducing the cost to our business. This is clearly a win-win-win. 🏆



NICK SHELDON – FINANCIAL CONTROLLER MSV GROUP



Savings Breakdown:

Acquiring, Gateway, and Terminal Costs **3% - 35%**

The client

MotorSport Vision (MSV) is a privately owned UK company led by Chief Executive and former Formula One driver Jonathan Palmer, alongside Sir Peter Ogden. As Europe's largest motor racing circuit operator, MSV manages six venues in the UK and one in Spain, with plans to establish a self-sufficient eco circuit in northeast France.

The challenge

MSV independently reviewed their Merchant Card Fees and received proposals promising cost savings and efficiency but lacked software integration, flexibility, control, and real-time reporting.

ERA client managers Keith McGregor and David Keating saw potential improvements and enlisted ERA Banking experts Jon Barras and Paul Davidson. They found that MSV needed a solution to:

- Consolidate systems for ticketing, hospitality, and merchandising, reducing time costs.
- Enable flexible integrations for switching card terminals between revenue streams and race circuits, streamlining processes, and cutting costs.
- Reduce reconciliation time and improve real-time sales revenue visibility.
- ERA proposed using the improved pricing as a baseline to identify further cost reductions and efficiencies on a success fee basis, covering merchant card acquiring, gateway services, and payment terminal costs.

The solution

Jon and Paul conducted a market review for MSV and proposed several business case options that would:

- Streamline back-office processes and give MSV control by using in-house APIs to flexibly integrate the latest Android terminals directly with the acquirer. This allowed MSV to easily move card terminals between revenue streams and race circuits, even weekly during the season.
- Adapt and grow with MSV's changing needs.
- Simplify reconciliation and use data flows to allocate costs to accounts and events.

While savings were not the primary goal, ERA negotiated savings of 3% to 35% on all solution components (Acquiring, Gateway, and Terminal Costs) with the incumbent supplier and selected alternatives.

