

Profile of Success

Republic Payment Systems

A Woodlands-based credit card processing firm Terry McBurney, President and CEO

If you are a business owner, chances are you've had to deal with credit card processing in some capacity. Unless you have a PhD in Quantum Physics, it can be very difficult to understand. Even then, it's complicated.

In 2003, Terry McBurney had just put the finishing touches on a new business plan in which credit card processing was an integral component. During the due-diligence phase, he discovered the difficulties in understanding exactly how the credit

card processing industry worked. Out of his own frustration as a business owner, he set out to learn all he could about the industry. In 2005, he formed his first credit card processing firm. His goal? To simplify credit card processing!

Today, Terry McBurney is President and CEO of Republic Payment Systems, a venture he formed and self-funded in 2008. Republic serves merchants in many industries including Restaurants, Retail, Healthcare, Churches and E-Commerce. Republic has forged a key strategic relationship with Sysco Foodservices of Houston and is a leading provider in the Sysco ICARE Program. As part of this alliance, Republic provides exclusive services to Sysco customers throughout Southeast Texas.

Republic's simple approach

to a complicated industry has proven to be a great commodity to business owners throughout The Woodlands, Montgomery County and the State of Texas. "Why further complicate an already complex industry?" states Terry McBurney. Since its inception, Republic has differentiated itself from a typical provider by offering terms previously unheard of in the industry. Month-to-Month Agreements, No Cancellation Fees and \$0.06 Transaction Fees are standard for all Republic customers. "Our business model is based on trust. If we fail to deliver as promised, what gives us the right to charge a cancellation fee?" he asserts.

Hundreds of businesses in The Woodlands and Montgomery County area have discovered the professional approach by Republic to be a welcome change. Don Mudd, owner of Woodlands Oriental Rug Gallery, is a tremendous supporter. "When Terry and I first met, I made the mistake of assuming he was just like the countless other individuals I had encountered in the credit card

industry," said Mudd. "They all tried to convince me that each of them had the best price. Needless to say, I was pleasantly surprised with Republic's approach. Terry is the most honest and knowledgeable person I have had the pleasure of doing business with in the credit card processing industry."

Terry business philosophy is also a reflection of his personal life. He and his wife, Jennifer, have four wonderful daughters and have been residents of The Woodlands for more than ten years. Terry also serves as a Board Member for the Montgomery County Restaurant Association.

Republic Payment Systems is located at 1610 Woodstead Court in The Woodlands. For more information, please call (281) 719-0541 or visit www.republicpayment.com.



— Paid Advertisement —

