

# Payment Gateway Expansion for Cross-Border Payments Solution

## PROJECT DETAILS

 Staff Augmentation

 Sep 2020 - Sep 2022

 \$1,000,000 - \$9,999,999

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*"They are genuinely a part of our team."*

## PROJECT SUMMARY

Objective Group Inc - OGI was hired by a cross-border payments solution to expand their payment gateway integration across multiple markets. The vendor is involved with the key deliverables and new products.

## PROJECT FEEDBACK


Through their partnership with Objective Group Inc - OGI, the client has integrated more than 50 more payment partners over the last two years. The team works as an extension of the client's internal development team. Moreover, their skills and technical expertise are vital to the client's success.





## The Client

Please describe your company and your position there.

I am the VP of software engineering at EBANX. Our platform connects millions of Latin-Americans to international businesses through a cross-border payments solution.

 **Kalecser Kurtz**  
VP of Software, EBANX

 **Financial services**

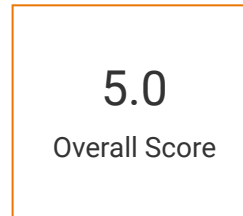
 **Curitiba, Brazil**

## The Challenge

For what projects/services did your company hire Objective Group Inc - OGI?

To expand our payment gateway integration across several markets with new and existing partners; including the full lifecycle of the project from system api integrations through back-office solutions and user experience.

### CLIENT RATING



Quality: 5.0

Schedule: 5.0

Cost: 4.0

Would Refer: 5.0



## The Approach

How did you select this agency and what were the deciding factors?

We have other partners that also help us with similar initiatives but the technical expertise, accountability and management experience from Objective's team sets a high bar on our benchmark.

Describe the project in detail and walk through the stages of the project.

We have over 25 engineers from Objective working with us on three different internal engineering teams, they are constantly involved with our key deliveries and with new products we are constantly launching to market.

Describe the recruitment process in detail.

We outline the general expertise needed and conduct interviews with the employees Objective selects for us. After that they conduct an internal training and ramp-up the new engineer into our team, always keeping a close eye on performance, quality and adaptation.

## The Outcome

Can you share any outcomes from the engagement that demonstrate progress or success?

With their collaboration we were able to integrate over 50 new payment partners over the last two years. Furthermore, the collaboration with Objective was key for us to make our platform more extensible for integration new international payment methods.



## How effective was the workflow between your team and theirs?

The developers work as if they were part of the team, participating in all rituals and contributing new code, as well as reviewing code of internal EBANX's engineers. Objective also has an HQ here in Curitiba, Brazil, and promote frequent, productive in-person team gatherings.

## What did you find most impressive or unique about this company?

Their focus on quality and technical experience, alongside their commitment to partner with us, giving a sense that they are genuinely a part of our team ♥

## Are there any areas for improvement or something they could have done differently?

There were some minor bumps around the way they reported their monthly bills and some isolated cases of sub-par team-member productivity. Really normal for a project of this magnitude, and Objective always helped us figuring things out and greatly expedited the solution process.