



Versatile Credit Offers Web Credit Cascade Service Through Tablets and Merchant-Owned Computers

Retailers may choose from new options or combine with existing kiosks

Mechanicsburg, Pa. – April 25, 2017 – Versatile Credit, the leading provider of innovative solutions linking lenders with consumers applying for credit in retail stores, today announced it continues to revolutionize the in-store application process by offering handheld tablet and web browser-based service options.

The company now offers the industry's widest array of credit application choices – from floor-standing and tabletop kiosks to the new tablets and merchant-owned computers, said Kevin Lawrence, Versatile Credit's vice president of sales and marketing.

"This is really a game changer for Versatile Credit, our customers, consumers and the in-store credit application process," he said. "These new options provide more convenient solutions to help retailers increase sales."

Lawrence said the decision to add the new options was a response to customer requests.

"Retailers continue to tell us how much they value our service, but some asked to use tablets and/or their own computers," he said. "We listened and created the new service options to meet their needs. We now offer an unmatched managed service with the most device options and finance partners."

Benefits offered by the tablets or merchant-owned computers are identical to those provided by the kiosks. Shoppers complete their credit applications in private with limited involvement of store personnel. Credit decisions are returned in seconds. Any declined applications can cascade to second look and no-credit-required options.

The result is more applications, reduced declines and increased sales for big-ticket merchants — those offering mattresses, home furnishings, flooring, jewelry and automotive services.

"At Versatile Credit, we're constantly looking to expand technology solutions, making it easier for our retail partners to provide their customers with the added credit they require to purchase the merchandise they want and need."

The Versatile Credit system is used in thousands of North American retail storefronts. Since 2007, applications using the system have resulted in more than \$16 billion in approved credit.

About Versatile Credit

Privately held Versatile Credit offers a managed service consisting of leading lending partners, proprietary software and services, beautifully designed hardware, and engaging visual content. This results in an exceptional experience for customers that drives more credit applications, more approvals and more sales for retailers. For more information about Versatile Credit, visit Versatilecredit.com. Follow Versatile Credit on Twitter at <https://twitter.com/VersatileCredit>.

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