

Bankbrokers help the UK's hospitality industry





Robert Richardson
FIH, MI

CEO Institute of Hospitality (IOU)



In a previous leadership role at one of the UK's grand hotels, Robert had the opportunity to work with Bankbrokers:

"Bankbrokers were recommended to me by the Editor of H&C News, Denis Sheehan, as being a trusted advisor to the industry. As the General Manager of a large hotel in Kent, I gave Bankbrokers a mandate to benchmark and renegotiate our merchant services arrangements. They did a fantastic job and reduced our annual costs of taking client payments by almost 30%.

When I became CEO of the Institute of Hospitality, I gave them the same brief: save the organisation money without the overhead of changing providers. So I was absolutely delighted to see them deliver the same result again - this time reducing the Institute's costs by a whopping 50%.

Bankbrokers did all the work. They kept my Finance team and me fully informed. But I didn't have to do anything apart from give them the brief and the authority to benchmark and renegotiate on our behalf.

I would highly recommend their services to all our members. The UK hospitality industry is doing a tremendous job rising up from the impact of Covid. So I am a supporter of any initiative that can improve the financial situation of our members."





**Neil
Fillbrook**

President North America
and CEO UK & Ireland

Neil Fillbrook FCII, President of Bankbrokers North America and CEO of UK and Ireland, commented:

“My team is always delighted to take on merchant services review projects anywhere in the world for any company in any sector wanting to ensure they are paying a fair market rate. However, I have a particular affinity for the hospitality industry, given the disproportionately devastating impact of COVID-19.

Since first working with Robert in 2018, I’ve followed his meteoric career and admired his contribution to promoting the interests of the UK’s hospitality industry. So it was with great pleasure that we took on a second project for Robert, this time for the Institute of Hospitality.

A 50% annual saving was a particularly good outcome for the IOH, and I’m now interested in continuing to deliver similar results across the rest of the sector.”

Bankbrokers is a market-leading business with high-quality products, services and value. It goes beyond benchmarking to supply the best independent banking, payment gateways and merchant services to support businesses. This is achieved through in-depth knowledge of the markets and products. Also, global benchmarking capability and an extensive international network.

From its Nordic origins and launch in Stockholm in 2008, Bankbrokers has built a solid international business headquartered in Oslo, with offices across Europe and in the US. Also, clients worldwide and in every sector. A team of specialists increases transparency, reduces complexity, and improves the value of banking and merchant services for clients.

Contact us for further testimonials and how Bankbrokers can assist with banking and merchant services advisory. Our team of friendly experts can help your business secure the support you need.

Email: contact@bankbrokers.co.uk, Web: www.bankbrokers.co.uk or call our UK Partners on 02071600075, or write to our office: Bankbrokers, Bank Chambers, Brook Street, Bishop’s Waltham, Hampshire. SO32 1AX.