

A Billion and Counting

BC Processing marks a milestone, holds tech expo.

{ BY SHARON HARRIS-ZLOTNICK }

When BC Processing co-Founders Tim Chew and Nick Biagi started their business eight years ago, it would have been hard for them to imagine that their little two-man experiment would eventually turn into South Jersey's largest privately owned, electronic payment processing company.

This month the company achieved a major milestone transacting its one billionth dollar.

From humble beginnings in Biagi's parents' basement, the firm has now grown to employ 17 full-time staff members and transacts more than 260,000 payments totaling over \$25 million a month for nearly 1,300 merchants in 17 states. "Which should make it a little quicker to get to the next billion," joked company President Tim Chew. Original co-founder Biagi moved on to pursue other business interests in 2011, but Chew was quick to say, "There would definitely be no BC Processing today if it weren't for Nick and the contributions he made when we were starting out."

While still a payments company at heart, the firm has broadened its product and service offerings to keep pace with the changing business landscape and the impact technology is playing in all types of business. Formed in 2011, BC Technologies is a full-service managed IT provider specializing in:

- Server and desktop virtualization using VMWare, Citrix, and HyperV
- Restaurant Point of Sale Solutions
- Payment collection & invoicing software
- Email management and service
- Online & local backup of business critical data
- Business continuity solutions
- Desktop deployment and management
- Remote server and desktop management/monitoring
- Remote user access
- Network installation and management
- Apple certified repairs and Apple installations

Last year another subsidiary company, Lucid Frog, was started to develop custom software for area businesses looking to improve operational efficiencies and better their mobile presence. Lucid Frog has developed a retail management system/retail point-of-service product that replaces the old Casio cash register and dial-up credit card terminals of the past. Additionally the firm created a product called Bidditt, which helps non-profit organizations run their fundraising events more efficiently. They've helped organizations like Big Brothers Big Sisters, Habitat for Humanity, YMCA, Wish Upon a Hero and many more increase their

silent auction performance by more than 60 percent in some cases. The company also develops custom mobile phone apps for businesses large and small, providing West Coast technology at Cumberland County prices.

Now located at 258 N. Main Rd., the company thinks they have found their permanent

"The way we buy and sell things in the near future is going to look a lot different than it does today. We're here to help business understand, navigate and take advantage of these coming changes."

For information on BC Processing, BC Technologies and Lucid Frog software devel-



The company has changed locations, moving four times in its first four years, but is now settled in at 258 North Main Road in Vineland.

home after four moves in eight years, due to constantly outgrowing facilities on Harding Highway, Chestnut Avenue and Elmer Street.

"We've always considered ourselves a Vineland Company," said Chew, who was born in Newfield and has been a Vineland resident for the last seven years. "We really care about this community and understand we have a responsibility to help small- and mid-size companies compete with their larger competitors. We aim to deliver competitive rate structures and technology solutions that were historically not available to businesses in this market."

Chew thinks the future looks bright for small business in South Jersey in the coming years, "Technology does a great job of leveling the playing field; we expect to see a new generation of entrepreneurs revitalize Cumberland County and our surrounding area."

Chew estimates BC Processing has saved area merchants tens of millions of dollars over the years by providing cost savings on their processing fees; money that has been put to use helping those businesses grow. They hope to work with even more businesses in the future as they anticipate more and more of their transactions taking place electronically.

TECHNOLOGY EXPO/ PRODUCT SHOWCASE

To celebrate the processing of its billionth dollar transacted, BC Processing will host a Technology Expo trade show on Thursday, June 6 in the Greenview Inn at the Eastlyn Golf Course in Vineland. BC Processing professionals will be available to display and explain the company's latest products, plus answer questions about businesses' specific technology needs.

The free event is open to the public, but registration is required. It will be held 4 to 7 p.m. and will feature hot and cold hors d'oeuvres and a complimentary cocktail. To register for the expo, guests should contact techexpo@bcprocessing.com.

opment, visit their website at www.bcprocessing.com or send an e-mail to info@bcprocessing.com, follow them on Twitter or check them out on Facebook. Or you can always use the old telephone—1.888.223.GOBC. ☎