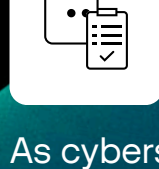


Checklist

SaaS Commerce Capabilities for Success: Cybersecurity & Digital Security Merchants



As cybersecurity SaaS and digital security merchants scale globally, the payment experience has become a critical factor in customer trust, retention, and growth. Beyond securing digital systems, these companies must manage complex B2B transactions, global compliance, and recurring billing at scale.

This checklist outlines the essential commerce capabilities needed to support buyers and shoppers, streamline operations, and drive growth in an increasingly competitive market.



01. Payment Optimization for Cybersecurity Products & Services

✓ Tackle industry challenges

Choose a payment provider experienced in SaaS sales specifically and with a proven track record in your vertical.

✓ Offer flexible pricing models

Support monthly, annual, usage-based, and tiered plans for different security needs.

✓ Reduce involuntary churn

Use payment retries and account updater tools to recover failed transactions.

✓ Support both **B2B** & **B2C** buyers

Enable instant SMB payments and offer invoicing or Net 30/60 terms for enterprises.

✓ Handle large-value security contracts seamlessly

Smoothly handle \$10K+ deals with wire transfers and other enterprise-friendly methods.

02. Security, Compliance & Fraud Prevention in Payments

✓ Adhere to **PCI DSS Level 1 compliance**

Essential for handling payment data securely.

✓ Enable Strong Customer Authentication (SCA) with minimal friction

Comply with PSD2 regulations while using frictionless authentication techniques to avoid user drop-off.

✓ Prevent false declines with effective fraud detection

Security tools are often flagged by fraud filters—use refined detection methods to minimize this risk.

✓ Tokenize & encrypt payment details

Prevent breaches by ensuring end-to-end encryption of stored payment data.

✓ Enable Multi-Factor Authentication (MFA) for high-risk transactions

Protect against unauthorized purchases, especially for enterprise security tools.

✓ **Reduce chargebacks** from misunderstood auto-renewals

Clearly communicate subscription terms to avoid disputes.



03. Subscription & Recurring Billing for Cybersecurity Services

✓ Auto-renew security licenses

Ensure customers don't lose protection due to a failed payment.

✓ Enterprise-grade invoicing & flexible payment terms

Support ACH, wire transfers, SEPA, and digital invoicing to accommodate large enterprise security buyers.

✓ **Dunning management** for cybersecurity renewals

Automate failed payment reminders and retry strategies to prevent security service lapses.

✓ Flexible upgrade & downgrade options

Allow cybersecurity teams to scale their protection based on evolving threats.

✓ Multi-currency billing & localized pricing

Sell cybersecurity SaaS in different regions without currency conversion friction.



04. Global Expansion & Payment Localization for Cybersecurity Merchants

✓ Accept regional **payment methods**

Support ACH (U.S.), SEPA (Europe), PIX (Brazil), PayNow (Singapore), and Alipay/WeChat Pay (China) to maximize conversions.

✓ Enable dynamic multi-currency pricing

Display prices in local currencies to increase enterprise security software adoption globally.

✓ Ensure tax compliance for global security SaaS sales

Automate VAT, GST, and sales tax handling for worldwide customers.

✓ Offer localized checkout experiences

Adjust payment methods, language, and pricing based on customer location and business type.

05. Enhancing the Cybersecurity Customer Experience Through Payments

✓ Seamless one-click checkout for IT & security professionals

Reduce friction for busy cybersecurity teams purchasing licenses and services.

✓ Enable self-service billing & payment management

Allow customers to update payment methods, download invoices, and manage subscriptions with ease.

✓ Provide clear and transparent pricing

Avoid hidden fees or unexpected charges that can erode trust in cybersecurity services.

✓ Reduce refund & chargeback risks

Clearly communicate product trials, refund policies, and renewal terms to avoid disputes.



06. Sales Enablement & B2B Commerce for Enterprise Cybersecurity Merchants

✓ Multi-user account & billing management

Allow enterprise IT teams to manage multiple users under a single billing account.

✓ CRM, ERP & security platform integration

Seamlessly connect payments with Salesforce, SAP, HubSpot, and cybersecurity dashboards.

✓ Channel sales support & partner enablement

Equip resellers, MSPs, and channel partners with tools to manage pricing, and payments for enterprise buyers.



Why choose 2Checkout?

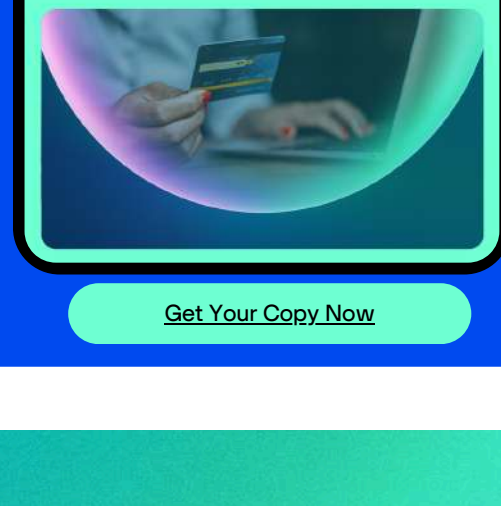
The all-in-one monetization platform maximizes your revenue and makes global digital sales easier. [Contact our sales team](#) to find the best solution for your needs.

<p>Expand Your Business Globally</p> <p>Scale with ease. Go after global market share. We'll handle the backend stuff.</p> <p>LEARN MORE</p>	<p>Enable Speed-to-Scale, with Extra Flexibility</p> <p>We can help you speed things along and seize opportunity.</p> <p>LEARN MORE</p>	<p>Maximize Customer Lifetime Value</p> <p>Focus on generating world-class user experiences with a business model that lets you take the long view.</p> <p>LEARN MORE</p>
<p>Grow Recurring Revenues</p> <p>It's not hard to move to subscriptions or to grow your subscription business when you work with us.</p> <p>LEARN MORE</p>	<p>Leverage New Distribution Channels</p> <p>Expand global reach with affiliates and reseller partners.</p> <p>LEARN MORE</p>	<p>Partner with a Trusted Industry Leader</p> <p>Founded in 2006, 2Checkout has been supporting security solutions sellers innovate and scale cross-border.</p> <p>LEARN MORE</p>

Solution Brief

2Checkout Fraud Management

Learn how our advanced technologies and adaptive strategies ensure secure transactions, minimize fraud, and optimize the customer experience.



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