

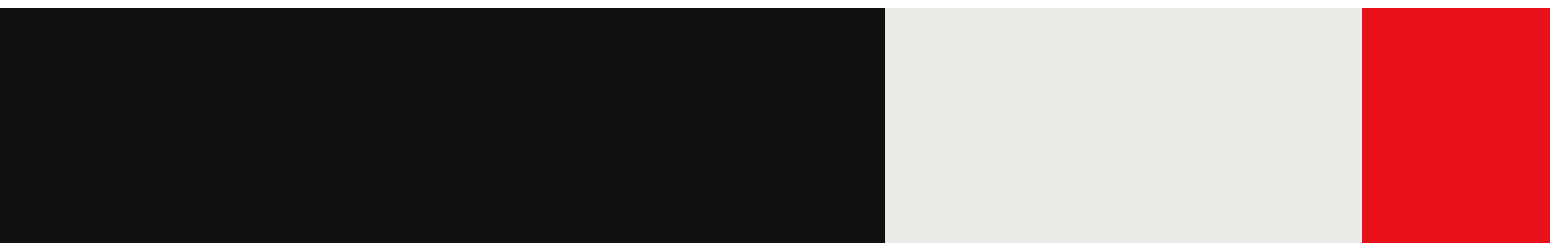
PayPal's Bold Commerce tie-up can diversify its payment volume

Article



The news: PayPal expanded its partnership with **Bold Commerce** so that merchants can add **Fastlane** and **Pay with Venmo** to their checkouts.

Small and medium-sized businesses (SMBs) that use Bold Commerce's **OpenCart** and **Gravity Forms** can add either payment solution. The SMBs previously could only access **PayPal Complete Payments (PPCP)**.



Why it matters: PayPal has been trying to grow merchant acceptance for both Fastlane and Pay with Venmo.

- In the six months since [Fastlane launched](#), it notched big-name partners like [Fiserv](#), [Adyen](#), [Salesforce](#), and [BigCommerce](#).
- Pay with Venmo, meanwhile, scored a [partnership with eBay](#) last summer, and [JetBlue added it](#) as a payment method earlier this month.

Both of these payment ventures are part of PayPal's larger goal of diversifying its payments volume across both products and payment types. To that end, it also [upgraded the PayPal Debit Card](#) and brought PPCP to [new markets](#).

Our take: This partnership with Bold Commerce helps PayPal make progress towards these goals. The Canada-based checkout platform boasts a customer base of 90,000 brands across 170 countries.

It should help PayPal bring in greater payments volume, which will in turn boost revenues: PayPal's [total revenues increased 6% YoY in Q3 2024 to \\$7.8 billion](#).

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