

FanDuel: Scoring big by getting players their winnings in real-time*



266k

transactions using
Visa Direct-enabled
cards in 2020¹

45%

of all dollars withdrawn
from TVG in the first
quarter of 2021 were
enabled by Visa Direct²

54%

of the withdrawal
transactions on TVG in the
first quarter of 2021 were
enabled by Visa Direct²





Using Visa Direct-enabled real-time payments has been a game changer for our business. Not only does it provide the withdrawal speed users have been asking for, but it sets us apart from our competitors by providing a differentiated experience users can't get on other sites.

Trent Striplin

FanDuel Customer Finance

Director



Challenge:

Before FanDuel worked with its financial institution to implement Visa Direct's push-to-card solution, winners who placed wagers with a debit card didn't have the option to access their winnings with that same debit card. So, FanDuel sought a fast and easy way to disburse funds in real-time.

Solution:

FanDuel worked with Visa and the merchant services processor Fiserv, to launch a real-time* payout solution on its horse races betting website in October 2019. Now, funds are available within 24 hours³ and winners can receive funds through the same card they used to make deposits for wagers, so they don't have to add a new payout method.

Result:

FanDuel was one of the first in the U.S. gambling space to offer real-time* access to winnings via a debit card, and the offering quickly became one of the most popular withdrawal methods. In less than five months, Visa Direct-enabled transactions grew to account for 25% of withdrawals by eligible customers on the horse racing site.⁴

Learn more

[**Click here to visit the Visa Direct website.**](#)

Footnotes:

* Actual funds availability depends on receiving financial institution and region.

1. VisaNet transaction data, January 2020 - December 2020.

2. FanDuel internal data, January 2021 - March 2021.

3. FanDuel internal data. Anti-fraud processes could take up to 24 hours. Once they are completed, it takes minutes to push the payment to the Visa Direct card.

4. FanDuel internal data, November 2019 - March 2020.

5. Users were compensated for their feedback.