



Automotive Case Study

This OEM accelerated its program by \$500M, reduced costs and increased customer loyalty.



Overview

Managing a National Accounts Program in-house is complex, requiring ongoing capital outlays, large investments in resources and technology to provide a seamless customer experience. Leveraging TreviPay this OEM accelerated the growth of its program, reduced costs, drove efficiencies and increased customer loyalty.

The solution provides consistency to the OEM's end customers, even when purchasing from a disparate network of dealers. Customers receive one billing statement per period, dynamic pricing controls to validate contract pricing to the SKU level, and integrations with their ERP systems automates reconciliation. Finally, a branded managed services team of professionals handle customer service and collections on behalf of the OEM.



**Accelerated
Program Volume**



**Reduced Billing
Errors and Costs**



**Increased
Customer Loyalty**

Customer Profile

Company Size
> \$15 Billion

Industry
Manufacturing

Operates
More than 20 Countries

Results

 **Over \$500m**
Program Volume

 **Reduced billing errors**
below 2%

 **Globally supported**
in more than 20 countries

 **Cost avoidance**
of over 100 FTE

Problem

The National Accounts Program for this OEM was stagnant at \$20M. They were searching for a solution to help the program grow. Challenged with a disparate network of dealers and distributors, frustrated customers, billing error rates greater than 20% and wasted FTE time, a solution from TreviPay was sought.



Solution

- Closed-loop network of dealers and distributors for purchasing
- TreviPay powered credit lines that preserve the OEM's capital
- Instant customer account setup upon credit approval and integration into business systems
- Dynamic pricing controls validate contract pricing by customer, to the SKU level, and across geographies
- Branded customer service and collections
- Program supported in over five currencies



About TreviPay

TreviPay is a global B2B payments company, facilitating \$6 billion in transactions per year in 18 currencies for customers in more than 27 countries. We specialize in payment and credit management for B2B companies across the globe, setting the stage for the future of omni-channel B2B payments by extending terms, handling invoicing and managing collections.

For more information, visit trevipay.com.