

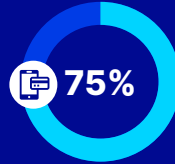
# A brief guide to B2B Payments for Marketplaces

**B2B marketplaces are seeing exponential growth in sales making it the fastest growing sector in eCommerce, but marketplace fraud is also on the rise.**



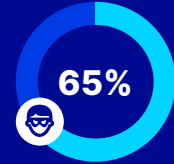
### Worth \$130 billion in 2022

B2B marketplaces are the fastest growing eCommerce channel, with sales of \$130 billion in 2022. (Channel Advisor)



### 75% of B2B transactions on online marketplaces

The next five years will see a 75% increase in B2B transactions through online marketplaces.



### 65% of marketplaces experience rise in fraudulent activity

Fraudsters are hacking into trusted seller accounts with 65% of marketplaces reporting a rise in account takeover.

## Three ways marketplaces can attract B2B buyers and simplify processes:



### Add a B2B-centric payment method to your marketplace

Offer a line of credit and payment on terms as an alternative to escrow to encourage additional spending, repeat visits and increased loyalty with B2B buyers.



### Make your B2B Marketplace stand out

Payment on terms is often the missing link to a rich suite of payment options. Differentiate your marketplace with extended terms up to 90 days.



### Eliminate late payment and reduce fraudulent orders

Remove risk by placing risk assessment, underwriting and collections with one trusted provider.

## TreviPay in numbers:

# \$5K-\$20M+

### Credit lines of \$5K to 20M+

TreviPay enables you to offer market-leading uncapped credit lines to your B2B buyers.



### Zero credit risk

TreviPay underwrites the risk so there is zero credit risk or A/R overheads for your business. All processes are digital, so you'll never need to handle this manually.



### 32 countries

TreviPay offers pay in and pay out capabilities in 32 countries.

\*\*<https://www.channeladvisor.com/uk/blog/marketplaces/b2b-marketplaces-are-the-fastest-growing-e-commerce-channel-says-new-report/>

\*\*\*<https://www.ravelin.com/blog/online-product-service-marketplace-industry-pulse-challenges-fraud-risks>

\*\*\*<https://financesonline.com/b2b-statistics/>

**Find out how TreviPay differentiate and grow marketplaces.**

**TreviPay.com**

The Global B2B Payments & Invoicing Network