



# Loyalty Begins at the Payment™

A Collection of TreviPay Customer Stories

# About TreviPay



At TreviPay, we believe loyalty begins at the payment. Thousands of sellers use our global B2B payments and invoicing network to provide choice and convenience to buyers, open new markets and automate accounts receivables. With integrations to top eCommerce and ERP solutions and flexible trade credit options, TreviPay brings 40 years of experience serving leaders in manufacturing, retail and transportation.

To learn more about TreviPay, visit [TreviPay.com](https://TreviPay.com).

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# Client: Lenovo

The Lenovo logo, consisting of the word "Lenovo" in white sans-serif font on a red rectangular background.

## Customer Story

Lenovo is a global manufacturer of laptops, tablets, monitors, accessories, smartphones, software and other technology solutions.

## The Challenge

To scale their international B2B sales, Lenovo wanted flexible and convenient payment options for their business buyers at checkout, including the ability for buyers to pay by purchase order with flexible net term options.

## The Solution

Lenovo leveraged TreviPay to launch LenovoPRO offering buyers a flexible and seamless online checkout experience.

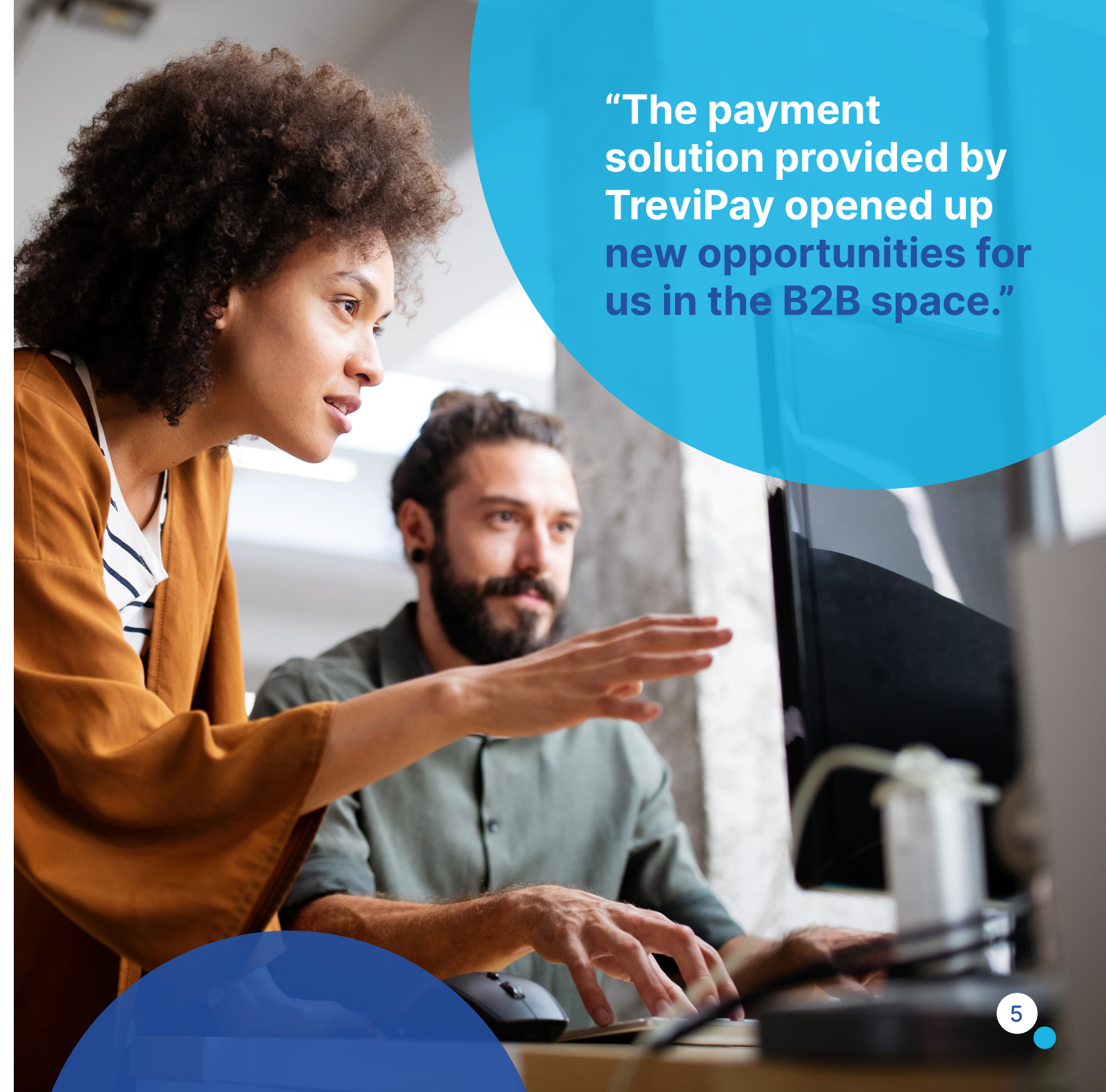
## The Results

Enabling the PO line of credit program resulted in a 114% increase in AOV

AOV grew 4.5X

A blue circular graphic containing a quote in white and dark blue text.

**“The payment solution provided by TreviPay opened up new opportunities for us in the B2B space.”**



# Client: Fortune 500 Semiconductor Manufacturer

## Customer Story

A Fortune 500 manufacturer of electronic semiconductor components built a strategy to sell direct to their end customers.

### The Challenge

Looking to convert buyers to direct online ordering, this semiconductor manufacturer knew they needed to offer an intelligent, automated and invoicing credit program to optimize growth without taking on risk without additional back-office processes.

### The Solution

TreviPay's global network immediately met the needs of selling direct in dozens of countries. Combined with flexible APIs, integration was a snap and the program was program up and running quickly.

### The Results

3.3x increase in order frequency for buyers with a corporate account versus credit card users

Order sizes increased 5.6x when invoiced versus paying with credit cards

Profit margins increased 30%

Multiple payment options give this semiconductor manufacturer a competitive advantage in helping their customers effectively manage cash flow.

# Client: Major Hotel Chain

## Customer Story

One of the largest lodging franchisors in the world aimed to increase average occupancy rates (AOR) and build loyalty among corporate travelers with a seamless payments and invoicing experience.

## The Challenge

Finding ways to use technology to automate billing to enhance the experience for corporate travelers while reducing time and money spent on manual operations was key for this hotel chain.

## The Solution

TreviPay's direct billing solution gave corporate clients a way to reserve stays and checkout without presenting a physical payment card, as all stays are invoiced directly to the employee's company.

## The Results

Increased RevPAR

Convenient booking experience equals more brand loyalty & increased occupancy rates

Easy integration via TreviPay's APIs

**Leveraging payments technology builds customer loyalty, solves operations pain points and helps increase occupancy rates and grow revenue.**





**This retailer increased volume by \$215M and fully automated their underwriting process.**

# Client: Electronics Retailer

## Customer Story

This retailer has more than 1,000 brick-and-mortar locations serving 15,000 businesses, including Fortune 1000 enterprises, public schools, furniture retailers and consumer financing companies.

## The Challenge

Scaling its commercial program to meet the demands of commercial customer A/P departments by being able to provide the technology to enable purchase controls and invoices with SKU-level detail.

## The Solution

TreviPay's B2B payment solution provides net 30 terms and extends lines of credit exclusively for this retailer, bolstered by back-office resources to support B2B transactions. TreviPay introduced automated application decisioning which runs all applications through automated fraud checks to reduce risk.

## The Results

A fully automated underwriting process that integrates with the retailer's business systems, including POS and internal ordering systems for sellers, TreviPay helped streamline processes, decrease manual work and improve the customer experience.

# Client: uShip



## Customer Story

uShip is an online platform that connects shippers of large and bulky items with cross-country carriers.

## The Challenge

As part of uShip's marketplace strategy, uShip wanted to offer real-time net terms with dynamic pricing at checkout.

## The Solution

TreviPay provided a seamless checkout experience with instant trade credit solutions to provide predictable cash flow and the scalability uShip required to manage future growth.

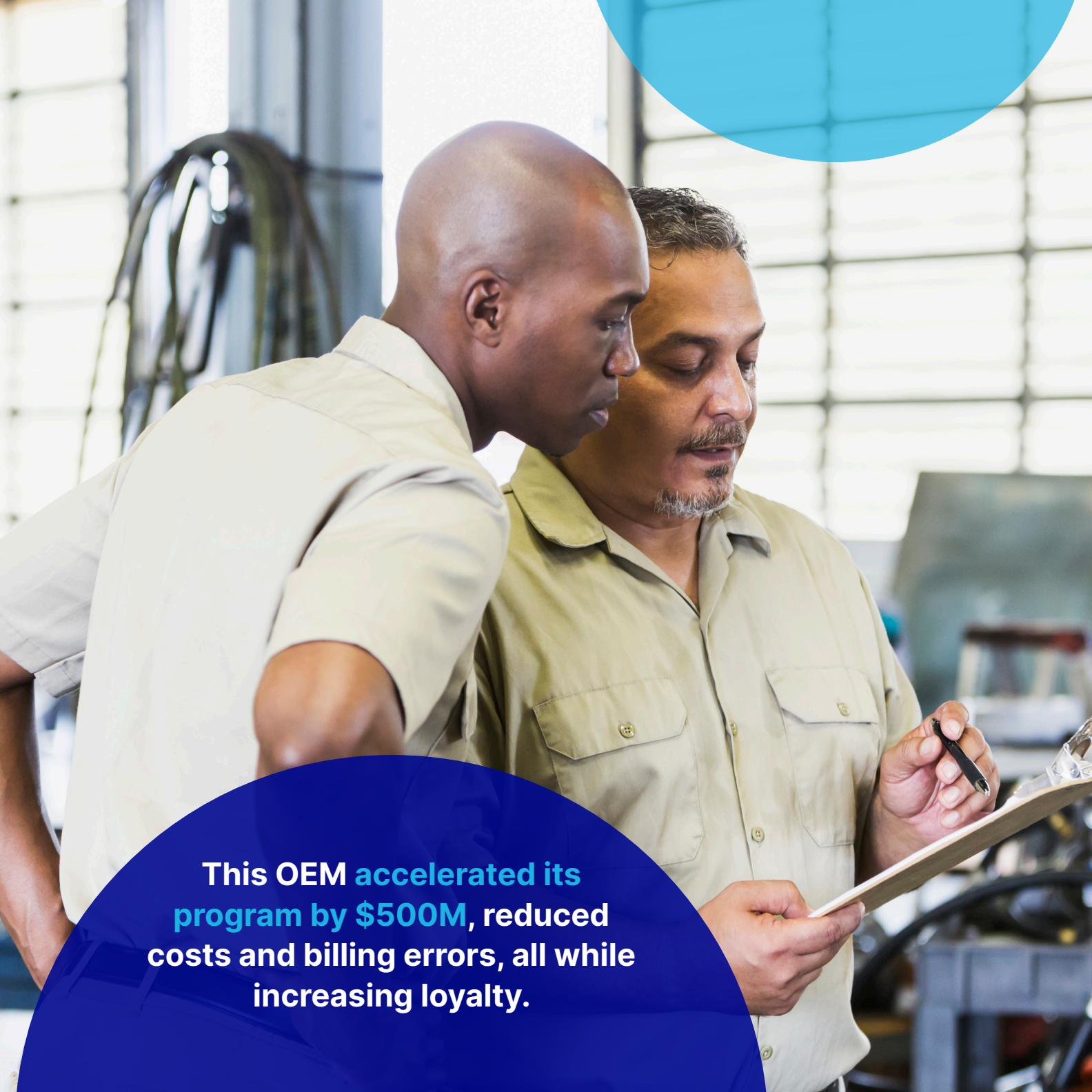
## The Results

**450% increase**

in average month-over-month spending per account



**“B2B Buyers demand payment on terms for large repeat purchases when credit cards aren't practical, which is why we chose TreviPay as our trusted partner.”**



**This OEM accelerated its program by \$500M, reduced costs and billing errors, all while increasing loyalty.**

# Client: Automotive OEM

## Customer Story

This \$15 billion Fortune 500 automotive OEM is one of the largest manufacturers of trucks in the world.

## The Challenge

Challenged with a disparate network of dealers and distributors, frustrated customers and a high rate of billing areas, this OEM needed to overcome those issues and grow its national account program volume.

## The Solution

TreviPay's program allowed this OEM to offer dynamic pricing controls that validated contract pricing by customer, to the SKU level, across geographics, all on one billing statement per period. Easily integrating with the client's ERP system, reconciliation is automated and TreviPay's branded managed services team manages collections removing the administrative burden for the OEM's finance team.

## The Results

**\$500M in program volume**

**Reduced billing errors below 2%**

**Globally supported in over 20 countries**



Access all of the downloadable case studies using the QR Code below.

