



CASE STUDY

TreviPay Increases Buyer Spend with Invoice Integrations

Merchants see an average monthly spending increase of 97% after invoicing implementation



The Challenge

Integration Complexity

By offering electronic invoicing (eInvoicing) capabilities, merchants can solve several buyer expectations that make it easier for buyers to do business with them, but integration into a buyer's back-office ERP system can be difficult and oftentimes off-putting to buyers during onboarding. These barriers leave merchants searching for a way to offer their buyers an easy way to integrate into their back-end systems.

21% of B2B buyers

said the "inability to easily integrate into the system" was a serious pain point while purchasing

30% of B2B buyers

said integration into their invoicing system was an onboarding barrier

The Problem

Manual Processes Contribute to Missed Revenue Opportunities

Manually processing invoices causes friction throughout the buyer payment experience, including higher risk of error, longer invoice processing time and general inefficiencies due to paper processes and manual data entry. This is especially true for large buyers with a significant volume of invoices. For B2B merchants, the real cost of manual invoicing is seen in the loss of wallet share due to inefficient processes and inaccurate invoices.

[Buyers are clear](#) about what they expect from their purchasing experience:

80% of buyers

said integration into ERP platforms is a very important factor when selecting a supplier

17% of B2B buyers

would buy more often if ERP systems were integrated with merchants

The Solution

eInvoice Integration with TreviPay

TreviPay's eInvoicing integrations with buyers seamlessly incorporate electronic invoicing capabilities into existing business systems and processes. TreviPay eInvoicing is the process of generating, sending, receiving and processing invoices in a digital format, typically adhering to standardized formats such as XML or EDI.

The integration of eInvoicing by TreviPay is easy and increases buyer spending and stickiness. Merchants will experience a reduced manual effort, faster payment cycles and improved accuracy with eInvoicing.

On average, TreviPay has seen a 203% increase in processing volume in the year following implementation of eInvoice integration with their buyers.

Faster Payments

Invoices can be processed and exchanged electronically in real-time, enabling faster payments

Visibility

Gain greater visibility into processes and identify inefficiencies and areas for improvement

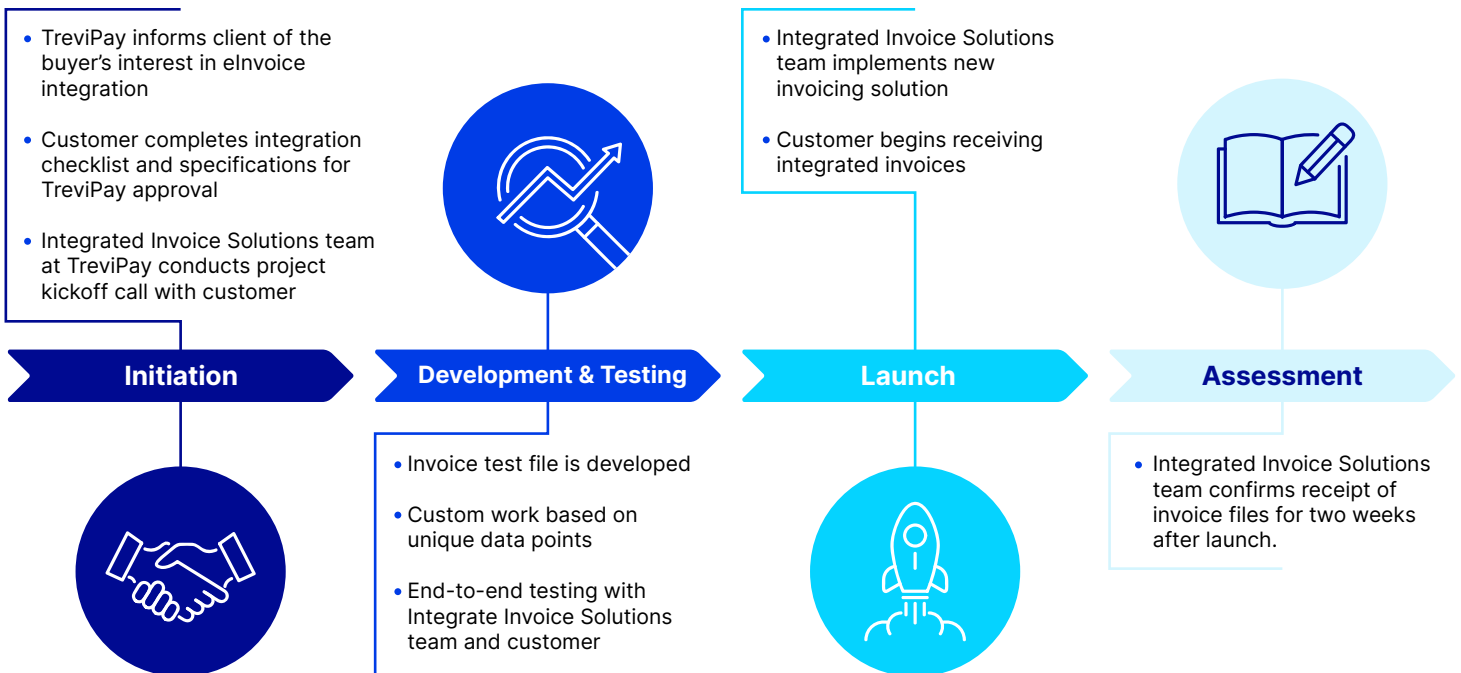
Cost Savings

Reduces paper-based processes and associated back-office costs such as manual entry, printing, postage and storage

Automation

eInvoicing eliminates the need for manual data entry, reducing the risk of errors, inaccuracies and payment disputes

How does eInvoice integration work?



The Result

Successful Integrations, Fewer Manual Errors and Increased Spend

Merchants see an average monthly spending increase of 97% after eInvoicing implementation. TreviPay clients have experienced reduced manual work and risk of errors for their buyers, leading to stickiness and an increase in spending for merchants.

“It made sense to move it over because we know when EDI works, it’s amazing.”

Senior Accounts Payable Manager

“There is less risk of an invoice getting lost in the process, especially if you compare a vendor that is emailing invoices to our AP team or someone in the field. I know there’s a direct line so those invoices are getting from our vendor to us.”

Senior Manager of Accounting Services

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.

www.TreviPay.com

Contact TreviPay’s integrations team today for more information on eInvoicing integration.

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