

DUNOMO

PayMate

A leading Sydney-based hotel technology firm streamlines key supplier payments and improves cash flow



Industry - Hospitality software

Efficiently processes
AUD 1.6+ Mn / Month
for key partnerships

Rapid 72-hour
platform setup

Project Highlights

The Client

- A trailblazing company in Australia optimizing digital channel management for reputed hotel brands worldwide
- Exceeds AUD 80+ million in annual recurring revenue
- Winner of multiple recognitions in the technology and hospitality spaces

Top Challenges

Need for:

- Greater speed of varied payables for easier collaboration with key partners
- Optimizing working capital by leveraging virtual commercial card usage

Outcomes Achieved



Significant boost to speed of local payments to valuable partners ensuring better relationships and smooth daily operations



Enhanced efficiency for the finance team freeing up time for optimization and strategy



Improved working capital management with days payable extended to 55 days

High-value, strategic partnerships are critical to the success of our technology business's digital offerings. By enabling access to a commercial credit card as an alternative credit line for prompt payments, DuNoMo helps us foster trust in these key partnerships. Additionally, it also addresses a major industry challenge of relying on slow, traditional payment methods.”

Chief Financial Officer
Hotel Technology Firm



The Business Context

Digital platforms have transformed the hospitality industry by facilitating seamless connections between guests, hotels and ecosystem enablers. The nature of these interactions evolves daily. To keep pace, financial transactions on the platforms with crucial partners must adapt with proportionate agility, offering speed and flexibility.

The Client

Our client is an innovative hotel technology partner headquartered in Sydney, Australia. It was set up more than a decade ago with a mission to empower leading hospitality brands to formulate their digital channel strategy for maximum profitability. It now partners with leading technology and hospitality partners to unlock millions of dollars of revenue for hotel brands worldwide. Its pioneering engagement models have consistently won global recognition in the technology and hospitality arenas.

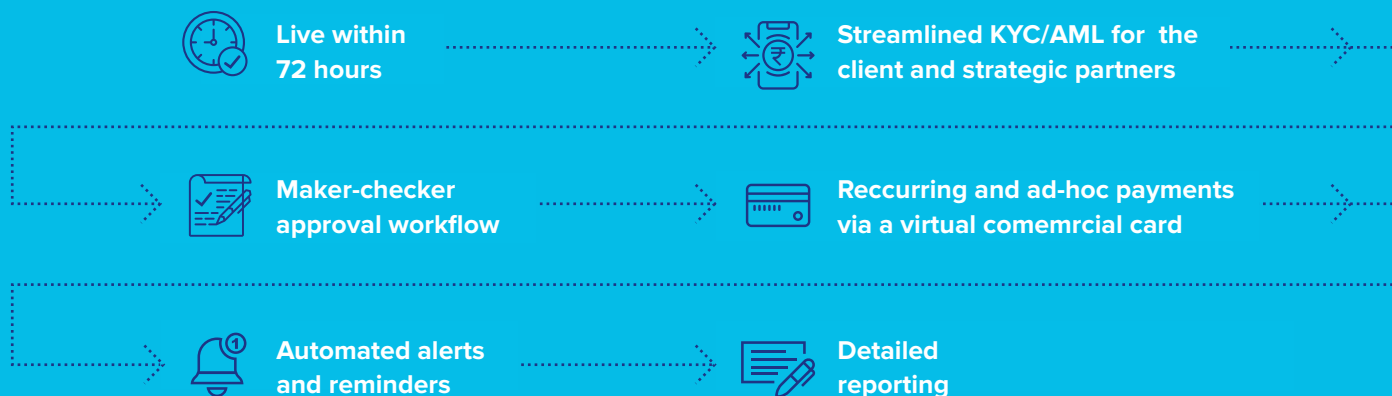
The Business Challenge

The company wanted to streamline cash flow and payments to ensure competitiveness for their technology-led business in an end-to-end digital ecosystem.

- For our client to run operations and empower customers with winning digital strategies, key digital ecosystem partners and technology partners, all of them internationally reputed, had to be punctually paid recurring and ad-hoc amounts totaling up to AUD 1.6+ million per month
- The finance team relied on EFTs via traditional banking rails to make these critical payments. However, since customer payments were often delayed, credit lines had to be tapped into, posing a considerable strain on cash flow
- To resolve this working capital issue, as well as accelerate the crucial payments to the pivotal partners, the client sought a solution that would facilitate rapid recurring and ad-hoc transfers through the use of a virtual commercial card

The Solution

The client was issued a high-limit virtual commercial card by a prestigious multinational bank. DuNoMo had an established relationship with this bank and also offered the flexibility, speed, and accuracy required for key partner payments, Since DuNoMo was also easy to use with friendly interfaces and automated workflows, it emerged as the accounts payable solution of choice.



Swift implementation

With the solution's high degree of integrability, the DuNoMo team was able to get the platform up and running within 3 working days, with almost no disruption to daily operations.

Enablement of virtual commercial card as a payment instrument

In a short period, DuNoMo helped the client leverage a high-limit virtual commercial card to pay strategic partners on demand, resolving two issues at once: improving key partnerships and extending days payable to 55 days.

Seamless partner onboarding

A reliable platform, DuNoMo enabled the client to onboard key partners in one go. End-to-end automation ensured that AML and KYC processes were carried out quickly and compliantly, and created multiple approval workflows for different kinds of payables.

Flexibility and ease-of-use

DuNoMo facilitates recurring and ad-hoc high-value payments, enabling the client to meet a range of financial commitments to ecosystem partners. The user-friendly platform has ensured that client teams have not hesitated to migrate to it.

The Outcome

DuNoMo helped the client migrate to a unified solution that unlocked working capital and accelerated payments.

Key outcomes included:

Improved cash flow

DuNoMo empowered the client to use a high-limit virtual commercial card to extend the days payable to 55 days. The client now has access to improved cash flow.

Enhanced efficiency

The client no longer has to wait for customer payments or tap into cash flow to make key partner payments. Automated maker-checker workflows and alerts ensure accuracy and timeliness. No longer held back by these points of friction, the finance team is more productive.

Improved partnerships

The client's finance team can now rapidly meet varied financial commitments spanning recurring and ad-hoc high-value payments. The DuNoMo team is working on facilitating international payments as well. This flexibility has helped the client win trust as a reliable ecosystem partner and progressively build new combined offerings.

Optimization and innovation

The finance team can use the detailed reporting to monitor their processes and institute continual improvement. With time freed up from manual tasks and access to better cash flow, greater attention can be paid to innovation crucial, to competitiveness in the digital sphere.

2024

AUD 1.6+
million
payables per month
for key partnerships

Leveraged
interest free credit
period of up to
55 Days

Enhanced
visibility and control





Let's have a conversation

Allow us to show you how you can improve your businesses-supplier and buyer experience and create revenue generating payments.

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DUNOMO

PayMate

DuNoMo, is a subsidiary of PayMate India Ltd – a leading digital B2B payments company that empowers businesses of all sizes to enhance financial efficiency and streamline B2B payments. Our platform simplifies and digitizes B2B payment processes, optimizing working capital, and ensuring timely supplier payments through corporate credit cards. Rooted in innovation within the PayMate ecosystem, DuNoMo is committed to revolutionizing business payments. PayMate's solutions encompass Accounts Payable, Accounts Receivable, Invoice Discounting, Embedded Finance, Cross Border Solutions, and Commercial Card Program Management. In FY23, PayMate processed USD 11 billion in transactions, serving over 390,000 customers worldwide. With a strong presence in India, CEMEA, and APAC regions, PayMate is the trusted partner for businesses seeking to streamline payment processes.

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