

PayMate

DUNOMO

**Integrated logistic partner
modernizes global supplier payments
boosting efficiency and cash flow**



Industry - Logistics and Supply Chain

Single
payment platform
for all suppliers

USD 760,000+
in Supplier Payments
processed

Access to
collateral-free
working capital

Project Highlights

The Client

- A mid-sized, award-winning, integrated logistics provider of innovative end-to-end supply chain services in India.
- Leveraging a strong global network to free clients from supply chain worries and focus on their core business.

Top Challenges

Need for:

- A single, bank-agnostic, secure platform to pay all suppliers.
- Unlocking digital transactions via multiple commercial credit cards
- Greater process automation

Outcomes Achieved



Higher working capital to invest in, growth unlocked by extending DPO through use of commercial credit card



Automated reconciliation frees up manpower for innovation



Total visibility of all supplier information, with detailed reports on payments made helps identify supplier traits and customize engagement for increased loyalty



'One platform, one view' for all supplier payables supports ongoing monitoring and process improvement



Significant cost saving due to higher efficiency and accuracy



Stronger supplier relationships built upon timely, precise payments



Earlier, managing high-value, bulk supplier payments was a significant pain point. The obstacles included having to track invoices, arrange cash flow for constant transactions, and ensure the payments happened in a timely, compliant manner. PayMate has completely solved this by providing us with a single bank-agnostic, automation platform. Our teams use the solution to rapidly facilitate commercial credit card payments punctually, with minimal impact on cash flow and leverage the visibility for continuous improvement. This has boosted efficiency, cash flow, and employee engagement.”

Chief Financial Officer
Integrated logistics solution company



The Business Context

Logistics is a time-bound sector. A minute late is a minute lost. Therefore, logistics providers need to be on excellent terms with their supplier partners. Timely, complaint payments and tailored supplier engagement are critical contributors to this outcome.

The Client

Our client is a distinguished provider of comprehensive logistics solutions. Operating from a major hub in Northern India, it serves a global clientele. The company has risen to prominence in the logistics field since its inception. It specializes in delivering complete supply chain management solutions across industry sectors, enabling clients to concentrate on their principal business activities.

The Business Challenge

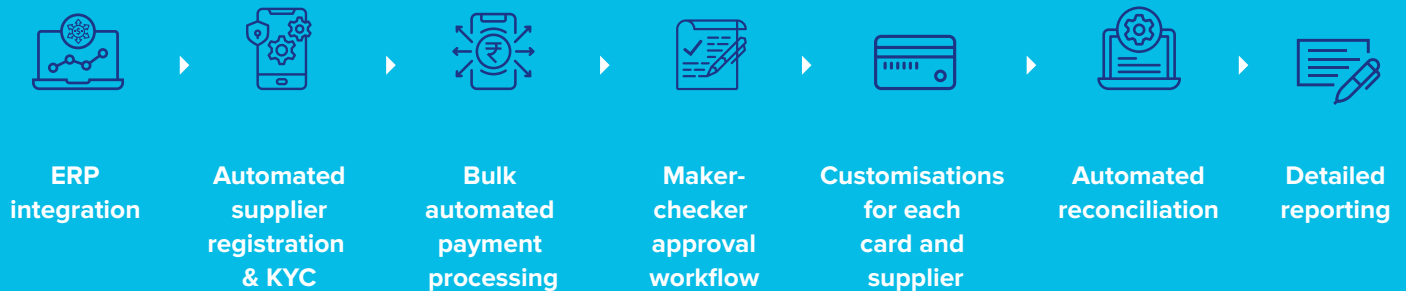
Before adopting PayMate, the client relied on a few modes to pay suppliers. While conventional bank transfers were used, commercial credit cards were also being explored. Commercial credit cards could extend the days payable outstanding, unlocking working capital to invest in growth and innovation. However, there was no digital channel to facilitate the use of commercial credit cards, requiring the client team to visit supplier offices for payments and limiting the usage to those suppliers who had POS terminals.

To resolve this and also accelerate bulk payments, the client sought a solution that would enable the use of multiple commercial credit cards issued by various banks in a secure, compliant manner.

Maintaining oversight for several manual processes had become cumbersome and hampered optimization. The new solution would have to automate daily processes like reconciliation and provide live visibility over all supplier payment-related engagement for continuous improvement.

The Solution

The client chose PayMate's Account Payable platform as a one-stop-shop solution to streamline supplier payments, leverage commercial credit cards, and tap into more working capital. Easy integrability, user-friendliness, security, and flexibility were some of the features that sealed the deal.



A single versatile platform

The client can now use a unified solution to pay suppliers speedily through bulk transfers via several commercial credit cards. Going forward, it can also choose to leverage additional features such as statutory payments, collections, and invoice discounting.

Process automation

Supplier onboarding is fast, seamless, and compliant on the bank-agnostic platform. Integration of PayMate APIs with the client's ERP automatically fetches outstanding invoices onto the PCI DSS-certified and Visa-registered BPSP platform for speedy, simplified bulk transfers. Automated reconciliation ensures accounting accuracy.

Comprehensive visibility

All supplier information and transactions are available in one place. Client teams do not have to waste time looking for relevant details while keeping a sharp eye out for likely minor or major disruptions as well as inefficiencies.

Accessibility to working capital

The easy use of commercial credit cards to pay suppliers has extended the days payable outstanding. This has released collateral-free access to working capital for up to 45 days, helping the client team manage cash flow more efficiently.

The Outcome

In less than a year, PayMate modernized the client's supplier payments landscape, unlocking efficiency, cost savings, and significant intangibles.

Key outcomes included:

Swift bulk payments on a single platform

The client no longer had to arrange for cash flow via multiple banks to pay multiple suppliers. The PayMate Accounts Payable solution has considerably simplified the process by enabling swift bulk payments via commercial credit cards.

Enhanced efficiency

Since daily processes are automated, employee productivity has seen a noticeable uptick. By March 2023, the client onboarded 60+ suppliers post complete KYCs, and a team of just 3 has processed USD 760,000+ supplier payments across banks, regions, and credit cards.

Process optimization and ecosystem trust

The client team leverages comprehensive visibility to continuously improve processes and saving costs. The consolidated views with granular details also help understand how engagement with each supplier can be improved, helping deepen relationships.

An engine of business growth

Supplier payments were once a time-consuming and resource-draining activity. PayMate's Accounts Payable solution has altered this. While improved efficiency and optimization are driving down costs, the client is also harnessing greater working capital to propel competitive agility.

Driving efficiency with a transaction processing value of

**USD
760,000+**
in supplier payments

60+
Suppliers





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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PayMate, a leading digital B2B payments company, provides a full stack supply chain payments automation platform that enables large enterprises, middle market companies, and small businesses optimise working capital and make timely supplier payments. Our solutions stack covers Accounts Payable, Accounts Receivable, Invoice Discounting, Supplier Funded, Embedded Finance, and Commercial Card Program Management. In FY23, we processed USD 11 billion in transactions and reached over 390,000 customers and users. With a strong presence in India, CEMEA, and APAC, PayMate is the trusted choice for optimising business payment processes.

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