

PayMate

DUNOMO

Leading global trading firm, maximizes corporate credit card usage for business payments



Industry - International trading company

100%
digitized and
automated
payments

USD 2 Million
Transaction
processing value
(FY 22 -24)

< 8 hours
SaaS platform
implementation
time

Project Highlights

The Client

- The client is a leading provider of electronics, textile, FMCG, hardware, jewellery, real estate and packaging services
- Established in 1976 and headquartered in Dubai

Top Challenges

Need to:

- Expand the use of corporate credit cards from travel and entertainment (T&E) expenses to supplier payments and create more avenues for usage
- Circumvent the payment acceptance infrastructure challenges at the suppliers' end

Outcomes Achieved



100% utilization of available credit limit on corporate cards



Expanded corporate credit card usage



24*7 credit access at disposal



Fast, easy and seamless supplier payments directly into their bank accounts.

Prior to PayMate, our commercial credit cards were restricted to T&E expenses. Now, we are able to make optimal utilization of the credit limit assigned to us for making supplier payments. All our suppliers are happy with the timely and sometimes even early payments being made to them. Additionally, by utilizing the funds assigned on the card, we have eased the management of our cashflows.”

Chairman and Managing Director
Leading global trading firm



The Business Context

Quick credit and timely supplier payments are integral for trading companies, not only for sustaining healthy relationships but also for maintaining financial health, operational efficiency, and a reputable standing within the industry. A well-functioning payments machinery also helps traders improve compliance, reduce risk of any supply chain disruptions, and maintain adequate liquidity for additional investments or expansion.

The Client

Leading global trading firm with business interests across several industries including Electronics, FMCG, Hardware, Real Estate, Textile, Industrial, Distribution, and Packaging. Started in 1976 the client group is a family-owned business renowned for its commitment to core values that underscore every business venture.

The Business Challenge

The client faced three key challenges related to payments:

- Prior to adopting PayMate, the client's usage of their corporate credit cards was restricted to serving only T&E and utility expenses. This prevented the client from fully utilizing and maximizing its credit limit.
- Lack of payment acceptance infrastructure at the suppliers' end prevented the client from using their corporate credit card to make B2B supplier payments
- The above required the client to regularly use their bank funds for supplier payments and corporate expenses, in turn impacting their working capital flows.

The client needed a solution that would open up more avenues to use their corporate credit cards, in addition to simplifying supplier payments, especially for those that lacked a digital payment accepting infrastructure.

Leading global trading firm maximizes commercial credit card usage and eases cashflow management leveraging PayMate's automated Accounts Payable Solution



Automated vendor registration and KYC



Maker-checker approval - workflow



Bulk automated processing



Payments to card & non-card accepting suppliers



Automated alerts and reminders



Detailed reporting

The Solution

The client selected PayMate's Accounts Payable Solution to streamline payments to their enrolled suppliers and enable better utilization of their corporate credit cards. Key features included:

Maximized corporate credit card usage

PayMate enabled the client to fully utilize available credit limit on their cards and avail loyalty benefits, in addition to eliminating the need to withdraw funds from their bank account for payments. This enabled them to increase the credit days by 30 + 22 days by using Corporate credit card.

Additional layers of approval and security

Maker-checker 'payment approval workflow' allowed one person to book the invoice for payment, while automatically triggering a request for approval to a designated individual. The workflow would have multiple approvers and would support different workflows, such as amount wise, conditional, and sequential approval for different limits on payments.

One-time KYC process

PayMate onboarded the client's suppliers on its platform after a one-time KYC process. No ERP integration was needed, and all suppliers were added, verified, and made live on PayMate's bank-agnostic platform within just a day. This enabled the suppliers to accept payments from the client, irrespective of whether they were card-accepting or non-card-accepting merchants.

The Outcome

PayMate expanded corporate credit usage for the client, in turn streamlining supplier payouts and working capital flows. Key benefits of PayMate's automated Accounts Payable solution included:

100% digitized and automated payments

The client is able to pay suppliers before their due date using commercial credit cards, reducing delays and chances of any human error.

Real-time reporting and reconciliation

PayMate's bank-agnostic advantage enables the client to holistically reconcile different supplier payments in a consolidated manner. The platform provides detailed reports with key information captured as on a particular date, with the identities of suppliers, payment information and transaction references, approver details, and more.

Holistic view of the entire payments landscape

PayMate's end-to-end reconciliation and consolidated reporting enabled 'one platform, one view' for the client giving them greater visibility and control over their entire payments processing landscape.

Extended credit at disposal

The client leverages PayMate's platform to use their credit cards to pay non card accepting suppliers and partners and enjoy the extended credit period without impacting their working capital.

Improved working capital

Through the use of corporate credit cards, the client was able to use their working capital better for project and/or expansion-related expenses rather than having to dip into funds frequently to pay suppliers.

Stronger buyer-supplier relationships

Seamless and timely payments helped the client foster deeper, meaningful connections with suppliers, thus strengthening the client's market reputation and trust.

FY 22 -24

**2 Million
USD**

Supplier payments





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.

India:

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sales@paymate.co.in

Australia:

dunomo.au
sales@dunomo.au

CEMEA:

paymate.ae
sales@paymate.ae

South Africa:

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APAC:

paymate.sg
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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 through the utilisation of corporate credit cards. Our solutions stack covers Accounts Payable, Accounts Receivable, Invoice Discounting, Supplier Funded, Embedded Finance, Cross Border Solutions, 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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