

CASE STUDY



COMPANY OVERVIEW

Nvoicepay entered the fintech arena in 2009 with a sharp focus on improving the end-to-end payments processes for the automotive industry. In addition to offering multiple payment options (card, ACH, and print check), reducing manual check counts, and increasing control and visibility into the payment process, Nvoicepay provided its customers with full vendor data management services.

Soon, other industries expressed interest in Nvoicepay's paperless solution, so they developed new software capable of integrating with any ERP system. Since its inception, Nvoicepay has enabled AP and finance teams to overcome the burdens caused by their decades-old, paper-heavy processes, and become a strategic asset to their organizations.

In early 2019, when Nvoicepay announced their acquisition by FLEETCOR, they joined a robust team of industry disrupters, including Cambridge.

400+
customers across
thousands of locations

98%
supplier support
satisfaction rating

500,000+
vendors
enrolled in the network

97.7%
customer
retention rate

THE CHALLENGE

Nvoicepay offered a strong solution for U.S.-based businesses, but encountered roadblocks when their customers wanted to make international payments. Likewise, enterprise companies couldn't centralize their international accounting offices through the solution. In 2015, Nvoicepay began working toward their next goal: elevating their solution into a global platform.

They had their work cut out for them—introducing concepts like foreign currency exchange rates and country codes meant redeveloping many aspects of their previously domestic infrastructure. To accomplish this enormous task, Nvoicepay set out to find a partner for their international B2B payment system.

WHY CAMBRIDGE

Nvoicepay is a versatile fintech company that thrives on innovation. They wanted to imitate the competitive scope of their domestic solution on a worldwide scale by presenting a variety of electronic payment options—not just virtual card—and they needed a partner that possessed a similar philosophy. Cambridge appealed to Nvoicepay because of their payments technology—particularly their API solution—and their expertise in the global B2B marketplace. Their ability to process payments in over 145 currencies, and deliver them to 200+ countries, enabled Nvoicepay's customers to make payments virtually anywhere and connected businesses around the world.

THE SOLUTION

- Cambridge's payment technology—particularly their API solution—enables Nvoicepay to offer a comprehensive cross-border payments solution to their customers and vendors, ultimately allowing them to scale their business globally.
- Access to a dedicated and knowledgeable customer support team that understands Nvoicepay's business.
- Cambridge reduces risk by validating new vendor accounts via the API solution.
- Cambridge provides ongoing transaction monitoring in order to prevent fraudulent payments, and notifies Nvoicepay immediately of suspicious activity.

cambridge **fx** .com

Our customer for 3 years



Prior to Cambridge Global Payments, Nvoicepay had limited international payments options available. Cambridge enabled us to offer our customers and their vendors a more robust payment solution. They also reduced the risk of payment fraud by continuously monitoring global transactions and communicating with foreign banks on our behalf.

BYRON BIGGINS

VP OF BUSINESS DEVELOPMENT, NVOICEPAY



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SUCCESSFUL JOURNEYS OF OUR CUSTOMERS ACROSS
A VARIETY OF INDUSTRIES AND ORGANIZATION SIZES,

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WHAT OUR CUSTOMERS HAVE TO SAY ABOUT
THEIR POSITIVE EXPERIENCES WITH US,

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