

Navigating the B2B Payment Network

TSG Case Study



The B2B Payment Network has evolved significantly.

Are you up to speed on the market opportunities currently available? TSG has proven results of helping clients navigate the emerging B2B space. Whether starting new or improving the program you already have, there are critical questions you must ask.

CASE STUDY:



The Company

Conservice is a billing company in the utility industry that works with properties nationwide developing comprehensive and custom solutions.

The Ask

Identify the best partner for their payables business that will help optimize virtual card payments, streamline processes, and provide an optimal incentive. A partner who has the capacity to develop and automate the process for making utility payments with single-use virtual cards that allows the company to (i) identify property name and address on each card, (ii) set parameters for authorized amounts, and (iii) allow cards to roll up to a single account.

The Process

1. Performed a review of the existing commercial card program including processing agreements, monthly statements, and AP payment lists
2. Assessed the current structure for processing payments to suppliers to identify opportunities to increase payment that produce financial benefits
3. Identified opportunities to improve and increase the financial benefits from payment processing (acceptance and payments)
4. Provides overall strategic recommendations and identify areas of improvements
5. Designed an RFP to manage the virtual card business of paying bills on behalf of consumers

= **10%** increase in revenue over 5 years

"TSG provided the insight and capabilities to drive higher profitability from our commercial card program. TSG's management of the request for proposal process and analysis of the proposals allowed us to find the best provider. As a result of partnering with TSG to find the right Issuer, we have exceeded our revenue expectations and supplier acceptance targets for the year."



TSG Can Help

Whether you're looking to start a new program or improve your current accounts payable system, TSG is fully equipped to guide you through this initiative. TSG can help you partner with the right issuer to derive the most benefit from your program and maximize your ROI.

Looking to Start a New AP Program?

- Do you know there is a simple way to start this program at no cost to you?
- Do you know how much additional revenue you could potentially be generating?
- Are you aware that you could be reducing manual processes and costs?
- Are you looking for a way to improve reconciliation processes for yourself and your suppliers?

Already Have an AP Program?

- How old is your AP program?
- Are you optimizing your returns? Do you know you could potentially be leaving money on the table?
- The competition among AP Automation companies is aggressive when bidding for new business, do you know how your program compares against the industry?
- Are you looking to exceed supplier acceptance targets?



About TSG



TSG (*The Strawhecker Group*) is a globally recognized analytics and consulting firm that supports the entire payments ecosystem, serving over 1,000 clients from Fortune 500 leaders to dozens of the world's most valuable brands. Trusted by industry leaders, TSG's strategic services, market intelligence, and analytics merge to empower clients with actionable and accessible information.

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20+ YEARS AVERAGE ASSOCIATE EXPERIENCE IN THE PAYMENTS INDUSTRY



1000+ CLIENTS ADVISED, INCLUDING MANY IN THE FORTUNE 500

~4M

CARD-ACCEPTING MERCHANTS IN TSG'S AIM ANALYTICS PLATFORM, DRIVING MILLIONS OF DOLLARS IN ROI FOR ITS USERS



250+

COMPLETED PAYMENTS COMPANY EVALUATIONS; AS WELL AS ~30 BUY/SELL/INVESTMENT ADVERTISEMENTS



40+

OF THE TOP 50 MERCHANT ACQUIRERS SERVED, INCLUDING 9 OF THE TOP 10



COMPLETED MARKET INTELLIGENCE ANALYSES ON THE GLOBAL PAYMENTS LANDSCAPE, UNCOVERING HUNDREDS OF THOUSANDS OF DATA POINTS