



Client Case Study

Diversified Hospitality Conglomerate Generates Revenue Through Virtual Card Program

Industry

Hospitality, Lodging & Resorts

Challenge

Reduce AP Payment-Related Costs and Maximize Rebates

Solution

REPAY AP Automation with Virtual Card Rebates

Results

- Increased virtual card payments from \$30M with bank to over \$100M with REPAY
- 3X more rebates earned
- Lower labor and check processing costs
- No cost for implementation
- Realtime continuous vendor enrollment

••• The Background

Owning some of the most recognizable lodging and resort brands globally, a diversified hospitality organization based out of Nevada was seeking to replace the legacy payment services being used by their empire of hotels and entertainment companies.

The hospitality giant, looking for continuous improvements, wanted to implement new technology which could improve both their operational efficiencies and rebate income while optimizing, simplifying and streamlining Accounts Payable (AP) processes.

••• The Solution

REPAY leveraged its vendor engagement strategies to address the hospitality company's goals and provided a complete audit of their AP expense payments. This audit included a review to determine which payment methods were preferred by their vendors and how many payments were often left unaddressed by similar providers.

Unlike the company's bank, REPAY's customizable solutions met vendors' critical payment flow and efficiency criteria and boosted the number of vendors enrolled to receive digital payments.

••• The Results

Offering a full suite of digital payment options, such as virtual cards and ACH, REPAY automated the company's AP processes to relieve their teams of labor-intensive, paper-heavy payments. The hospitality company went from paying \$30 million in vendor payments using virtual cards to over \$100 million with REPAY, all while tripling their monthly rebates earned.

"We were able to help the company earn 3X more in monthly rebates without having to change their ERP system, headcount, or existing banking relationship."

– REPAY Sr. Operations Manager