

Case Study

Commercial
Analysis – Regulated
Global Money
Remittance Sector



Paycross is a deeply analytical business, constantly looking to improve client conversion rates, always questioning why?

BACKGROUND

This business was founded by people who recognize the challenge of sending money abroad. Having seen excessive costs, at times over 10%, for a money transfer, they perfected the best-in-class technologies with Paycross to support their vision of 'fee free money transfers'. Having experienced exponential growth from \$0 revenues to over \$40m this year and total movements of over \$1bn, Paycross has always been the Company's trusted payments advisor. Now, with multiple geographical locations, 300+ personnel, regulatory frameworks and operations spanning the world and with Paycross' help, the business is looking to scale to new levels of handling online fraud, exploring deeper reporting, reducing FX and Interchange costs and improving conversions so that they can create a seamless, market leading and globally trusted remittance giant.

RESULTS WITH PAYCROSS

#1

ELIMINATED 'DEAD' TIME IN TRANSFER

We took an average money movement from T+3 to T+1 on all currencies to reduce merchant cashflow exposure. This was done through targeting the right local acquirers capable of supporting specific currency types for faster settlements.

#2

REDUCED FRAUD AND CHARGEBACK INCIDENCES

Paycross' Dynamic Fraud Rules have shown a reduction in fraud and chargebacks to near zero levels representing a 62% drop for the merchant.

#3

REDUCED COST OF INTERCHANGE

Paycross recognized the impact that Brexit might have on fees, Advising this client to localize all its operations resulting in a drop in costs, constituting a \$4.56m annualized saving. This represents an 82% cost reduction on interchange fees.

AT A GLANCE

82%

Interchange Savings

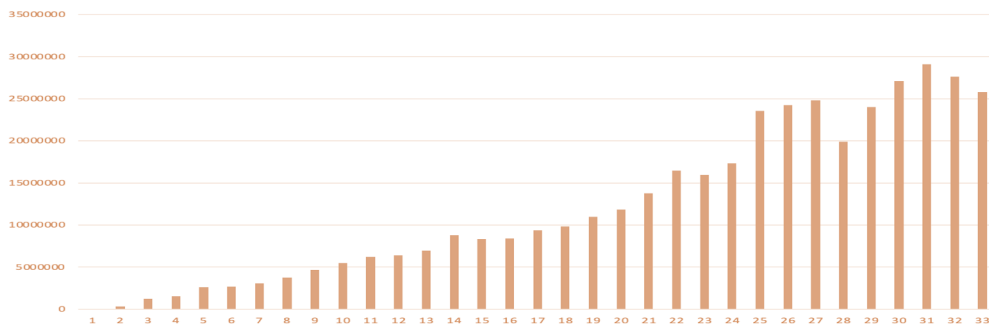
62%

Reduction in Fraud

5.5%

Average Monthly Growth

MONTHLY GROWTH



0.0009%

CHARGEBACK RATIO

3m

TRANSACTIONS
PROCESSED WITH PAYCROSS

96%

OVERALL APPROVAL RATE

“Paycross has revolutionized our business with the way in which payments are made, settled and reconciled. Their back-office and fraud functions are excellent with a suite of over 150 fraud rules and computations. Paycross’ deep technology, tools and customer support are some if not the best in the industry”