

# case STUDY

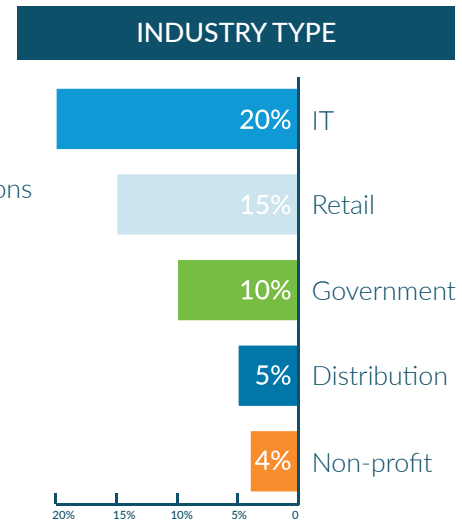
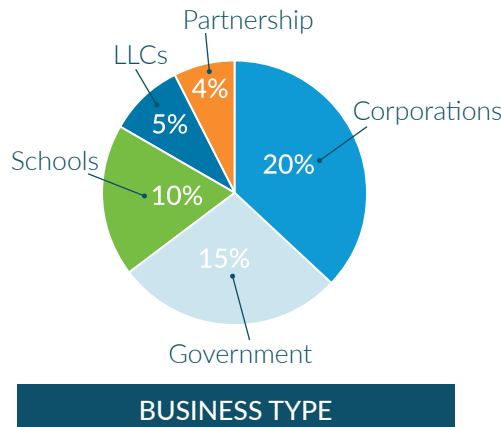
RADIO.PARTS

# RADIO.PARTS

Radioparts is a rapidly-growing distributor of hand-held radios and accessories. They are almost purely business-to-business (B2B), servicing a broad depth of customers from public companies to government entities. Several of their customers purchase on terms (Net 30, Net 60, etc...).

Radioparts partnered with Apruve to completely manage and finance this process. Radioparts is paid within 24 hours for any new invoice and Apruve handles all credit applications, invoicing, collections and payment reconciliation with the buyer.

## BUYER profiles



“

Apruve has allowed our customers the option of flexible payment terms with little negative impact to our cash flow.

— John Conley, Director of Operations, Radioparts

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THE PROBLEM

Extending payment terms created a drain on cash flow, working capital, and back-office resources. Radioparts also wanted to go after larger deals that would require unique, customer-driven financing needs.

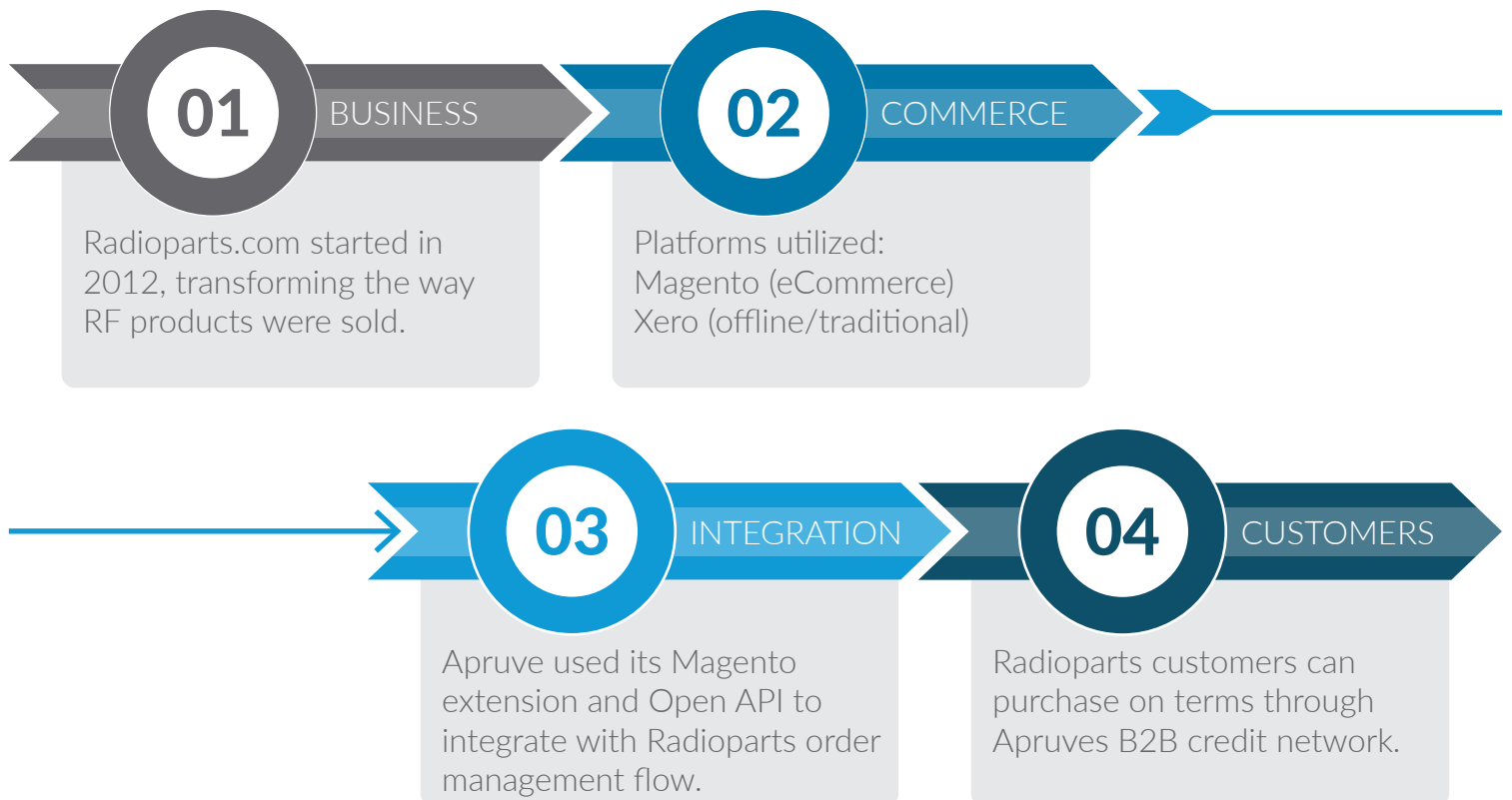
THE ISSUE

Using Apruve, Radioparts was able to get out of the business of lending to their customer and fully automate their credit program.

THE SOLUTION

## How it works

Radioparts utilizes separate platforms for their eCommerce (Magento) and traditional or offline (Xero) customer orders. Apruve integrates to these different platforms through an API call. A Radioparts customer would use their Apruve account when placing an order with Net 30 credit terms.



\$2,233

Average order size



\$2M\*



Total credit extended

*\*this number will continue to rise*



## ACCOMPLISHMENTS IN 8 MONTHS

Radioparts.com has been utilizing Apruve for over 8 months, and here is the highlight of benefits they have experienced.

62

MANAGED BUSINESS ACCOUNTS

136

AUTHORIZED BUYERS

203

TOTAL MANAGED INVOICES

\$566k

PROCESSED ORDER VOLUME

32

before Apruve

DSO

Days Sales Outstanding

02

using Apruve

## ABOUT APRUVE

Apruve is a B2B credit network that connects business buyers, their suppliers, and third-party banks to drive B2B sales through easy, risk-free lines of credit. Apruve integrates directly into online stores or ERPs to manage credit programs for suppliers with and without eCommerce. To learn more about how Apruve can grow your business, visit [www.Apruve.com](http://www.Apruve.com).

Contact us today to learn more.

Call us 844-4-Apruve

Email us [hello@apruve.com](mailto:hello@apruve.com)

