

WORLDWIDE TECHNOLOGY LEADER ELIMINATES STAGGERING FEES WITH DIGITIZED BANK TRANSFERS



LOCATION

San Francisco, CA,
Founded 1999



INDUSTRY

Media and
Entertainment



SOLUTION

Accounts
Receivable

CUSTOMER

This worldwide technology leader in the media and entertainment sector combines world-class research and innovation laboratories with an extensive intellectual property portfolio to deliver advanced video services, imaging innovation, and sound technologies. The company's singular goal is to bring the universal art of storytelling to audiences everywhere.

CHALLENGE

Virtually all DVDs and CDs in the world are produced by one of two companies, and this worldwide technology leader is one of them. Even though CD and DVD usage has plummeted in the U.S., massive quantities are still in use in Africa, Asia, and Central & South America.

The process to deliver large quantities of DVDs and CDs prior to using PayStand was extremely costly for the company. After production, CDs and DVDs are placed in cargo containers and shipped to ports around the globe.

These shipping containers are taken off the ship and dropped at a loading yard, but they can't be released until the port has verified proof of payment. Any payment delays incur drummage fees for sitting at the dock. These drummage fees cost the company hundreds of thousands of dollars per month.



B2B PAYMENTS FOR THE DIGITAL ERA

The worldwide technology leader also had an expensive process to secure payment confirmation from buyers. Each buyer had to send a wire transfer to pay for products, which incurred a total cost of \$100 per wire - \$60 paid by the sender and \$40 paid by the receiver. With roughly 20 customers paying for shipments in one cargo container, those transaction fees added up quickly.

SOLUTION

The worldwide technology leader began accepting eCheck payments through Paystand's platform, which offered the ability to move funds automatically and deliver payment confirmation instantly. The company now has access to digital reporting on payment activity, and a bonus: accepting eCheck payments required zero changes to existing A/R processes.



RESULTS

With the launch of eCheck payments, the worldwide technology leader was able to eliminate exorbitant drummage fees and drastically reduce transaction costs by implementing digitized bank transfers. Hundreds of thousands of dollars in drummage fees dropped to zero, and wire transfer fees plummeted from \$100 per wire to \$.50 per eCheck.

\$100K

DECREASE IN DRUMMAGE FEES



REDUCTION IN TRANSACTION COSTS

99%

DECREASE FROM WIRE TO ECHECK FEES

B2B PAYMENTS FOR THE DIGITAL ERA