

Case studies

# How **businesses** pay with Extend

Learn how companies are getting more out of their preferred card program with Extend.

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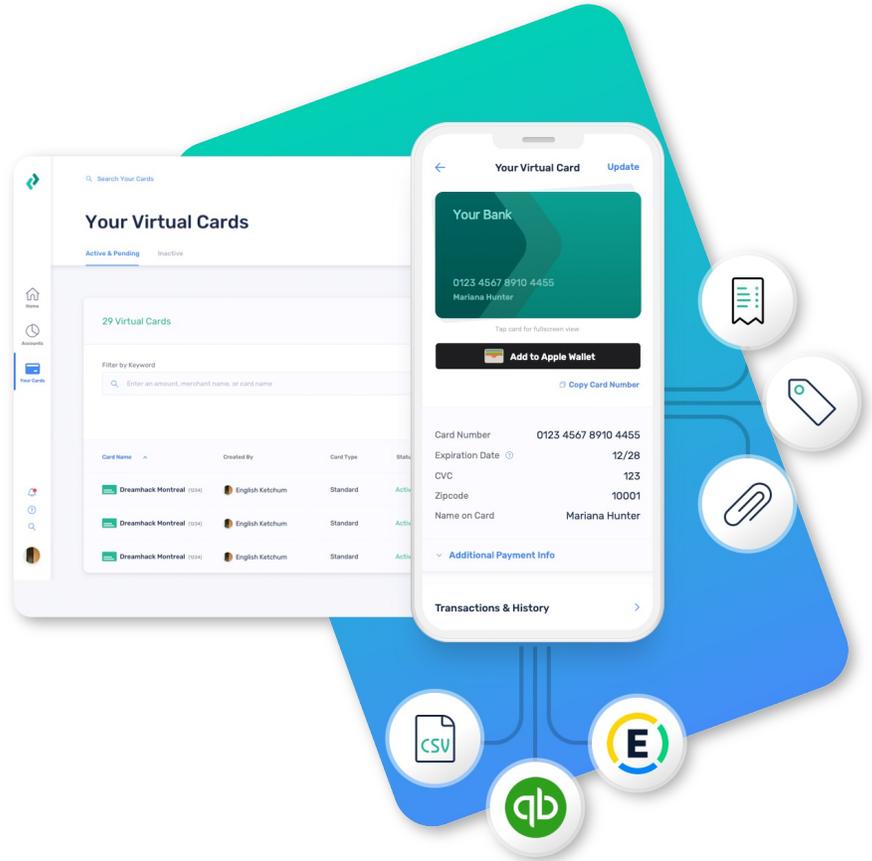
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## Introduction

# A powerfully simple way to manage company card spend

Whatever business you're in, managing company spending is an arduous task. But with Extend, companies have finally found a simple solution to many pain-staking challenges.

From managing employee spending to streamlining reconciliation, see how these customers have gained control and transparency over company card usage—and how finance managers have made their jobs a whole lot easier.



## Benefits



### Increase security

Keep dedicated virtual cards on file and reduce the hassle of fraud



### Control every charge

Prevent overcharges with set limits



### Streamline reconciliation

Tag cards and transactions with custom reference codes



### Simplify processes

Email cards directly to vendors via a secure link





## Life sciences

# Moving at the speed of science

### Virtual card spend

- Lab supplies
- Equipment
- Electronics
- Software
- General & admin

## Summary

Transforming the payments management process for a pioneering oncology company focused on precision medicine.

## Challenge

Managing payments with a handful of credit cards created a cascade of challenges. All transactions lumped into a few statements meant slower reconciliation and chasing down receipts. And without visibility into credit limits, *“Lab Ops would place orders and sometimes get declined,”* shared, the company’s controller.

## Solution

The controller was able to onboard with Extend in a matter of minutes and bring order to the chaos. Now, he instantly issues virtual cards with a specific limit, to specific team members, for specific purposes. *“I also like that they can tag expenses and add receipts right in the platform.”*

## Outcome

**No more over-credit-limit declines.** Team members can request and receive virtual cards with custom expiry dates and credit limits to keep the company on budget.

**Close the books in half the time.** Transaction activity is categorized and easily translated into their ERP system to accelerate bookkeeping.

**Improved budget planning.** Full and organized view of spend and easy reporting provide insights for budget allocation.

**Reduced fraud.** Allocating a virtual card per vendor keeps the parent card more secure and avoids the hassle of replacing it with every supplier in the event of fraud.

*“Science moves fast. With Extend, I’ve been able to enable our scientists to work without interruption—and that’s the most important thing.”*





## Software development

# Paying smarter to play harder

### Virtual card spend

- Supplies
- Subscriptions
- International purchases
- General & admin

## Summary

**Streamlining spend management for a leading software company developing augmented reality games.**

## Challenge

The company lacked a payment solution fit for its growing team. Sharing one card across the company was hard to track and led to fraud. To mitigate this exposure risk, their accounting operations lead began making all purchases herself. She was responding to requests across time zones and on weekends to keep business moving. *“I was a ‘round the clock payment service,”* she said.

## Solution

Onboarding with Extend ended accountant’s overtime. Instead of asking her to make a purchase, employees now request a virtual card. *“I just push a button and it’s approved,”* she shared. For software subscriptions, she prefers creating auto-refill cards to manage credit limit exposure.

## Outcome

**Streamlined payment process.** Requesting and creating virtual cards in the app is easy and supports an organized spend tracking system for smooth reconciliation.

**Secure online payments.** Using unique virtual cards for online purchases keeps the primary card number secure, reducing the hassle of fraud.

**Smarter subscription management.** Creating one auto-refill card per subscription limits exposure to only the payment due each month, instead of the full year’s cost.

**Countless administrative hours saved.** By no longer manually managing purchases on one credit card, accounting teams have time to focus on more important tasks.

*“For every single online purchase, we pay with a virtual card. They’re easy to create and it mitigates our risk.”*





## Real estate development

# Securing spend with existing credit

### Virtual card spend

- Construction
- Shipping
- Utilities
- Municipal payments
- General & Admin

## Summary

**Securing and organizing payment processes for a real estate development company specializing in both single-family residential and commercial properties.**

## Challenge

With back-office operations moved abroad, the real estate development company needed a way for offshore employees to *“safely make payments without putting financial information at risk,”* said the Managing Partner.

## Solution

The perfect solution was found in Extend, which works with the company’s existing credit cards. Employees abroad now use virtual cards to pay for everything from construction supplies to shipping fees, all while protecting the parent card details. And when the Managing Partner is on the go, he uses Extend’s mobile app to *“approve card requests in three seconds. I love that about Extend.”*

## Outcome

**Leverage existing credit.** Getting started is as easy as registering the existing company credit card with Extend—no new bank partner or contracts required.

**Secure payments.** Distributing virtual cards to employees and creating unique ones for unknown vendors facilitates seamless payment without exposing the primary account number.

**Clear spend visibility.** Cards can be organized by property or group project, allowing for easy spend tracking and simple reconciliation.

**Speed and efficiency.** With an intuitive mobile app, employees can quickly request, create and send virtual cards from wherever, whenever.

*“Extend gave us the ability to transact safely—and that’s what we needed most.”*





## Manufacturing

# Centralized purchasing with virtual card APIs

### Virtual card spend

- Equipment & materials
- Freight shipping
- Office supplies

## Summary

**A regional manufacturer integrated Extend into their purchasing order system to automate virtual card distribution for employee purchases within the company's existing procurement platform.**

## Challenge

To keep a close eye on cashflow, a regional manufacturer used one card to manage purchasing across the entire business. Because the same card was left on file with hundreds of suppliers, it led to occasional instances of fraud. When this happened, *"contacting vendors and updating our information became a full-time job,"* said the Chief Finance Officer.

## Solution

Now they use virtual cards to mitigate fraud. When an employee needs to buy supplies, they submit a request through their purchasing order platform. The approved request generates a unique virtual card for an employee to use. While other solutions required using multiple systems, the company turned to Extend's APIs to integrate into their P.O. requisition software, *"giving employees one place to go to for purchasing."*

## Outcome

**Secure vendor payments.** Fraud and wrongful billing now rarely disrupt business operations. Virtual cards protect the primary card number and control how much vendors can charge.

**Maximized rewards.** Requesting a virtual card makes it easier for employees to utilize the company's credit line and helps the business earn more money back in rebates.

**Convenient access.** Connecting to Extend's API embeds virtual cards in the platform employees already use, keeping purchasing activities centralized in one place.

**Custom configuration.** Using Extend's API made it easy to create a custom solution for the company's payment process. They integrated a few lines of code and launched in just weeks.

*"Instead of forcing us to change, Extend flexibly integrated into our existing process."*





Education non-profit

# Efficient purchasing creates opportunities

## Virtual card spend

- Educational materials
- Office supplies
- Utilities

## Summary

**Optimizing expense management for a non-profit dedicated to bringing at-risk students access to educational opportunities.**

## Challenge

A rapidly growing staff was sharing one credit card for all purchases that support the non-profit's programs. It was a logistical challenge that bred a lack of accountability with budgeting and receipts. *"Reconciling 300 transactions on one statement was a headache."* said the accounting lead.

## Solution

They turned to Extend to organize purchasing. Staff members now request a virtual card per purchase order, providing budget visibility. After making a payment, they then attach receipts right in the app. No longer chasing paper, *"I'm able to use my time in a more efficient way,"* they shared.

## Outcome

**One card becomes many.** The non-profit uses its existing credit card to generate unique virtual cards for hundreds of staff members in need of a payment method.

**Clear spend visibility.** Staff members can easily track their spend and accounting teams can easily view pertinent details associated with each purchase.

**Simplified reconciliation.** Transactions are clearly tied to purchase orders and associated receipts with reference fields and attachments, cutting time-to-reconcile in half.

**Budget accountability.** By using unique virtual cards per purchase order, staff members can track their purchases against their defined budget.

*"We needed someone to grow with us and Extend was that perfect partner. It's made life a lot easier."*





## eCommerce

# Adding an extra layer of fraud protection

### Virtual card spend

- Educational materials
- Office supplies
- Utilities

## Summary

Extend helped protect payments for an online retailer and wholesaler of electronics that supplies thousands of customers.

## Challenge

The online retailer was managing inventory purchases using one corporate card. They saw fraudulent charges once or twice a year, but *“with 200 vendors all using the same card-on-file, any instance of fraud became an eight-month-long nightmare,”* said the retailer’s business manager.

## Solution

By registering their existing corporate card with Extend, they started creating new virtual cards in just minutes. Now they keep a unique virtual card-on-file with every vendor. *“Virtual cards help protect my primary card number from being exposed,”* the business manager shared. And by using Extend, they also enjoy earning rewards on their preferred card program.

## Outcome

**Reduced hassle of fraud.** An instance of fraud can be easily isolated and managed without the headache of updating hundreds of vendor files.

**Prevented wrongful billing.** By setting the spending limit of each virtual card to the exact invoice amount, the company’s full credit line is protected in the event of fraud.

**Maximized card rewards.** Capturing more purchases on credit with the flexibility of virtual cards means getting more benefits out of the corporate card program.

**Increased oversight.** Reconciling the charged amount back to the original order placed with a supplier is much easier.

*“Using Extend gives our business so much more control over vendor payments.”*



# The possibilities are virtually endless

These stories are only a few examples of how companies are leveraging Extend for their spend management needs. Customers across industries have found clever ways to maximize control and efficiency across their organizations with the ability to make, manage, and track card spending all in one powerfully simple platform with the credit cards they're already using.

To learn more about how Extend can work for your business, contact your bank rep or request a demo at <https://www.paywithextend.com/contact>.

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## About Extend

Extend Enterprises Inc provides digital payment infrastructure for trusted financial institutions to enable modern card experiences for their customers. Leading banks, businesses, and other innovators can now access the full power of virtual cards for their business, products, and clients. For more information visit [paywithextend.com](https://www.paywithextend.com)

