



AR TESTIMONIAL

**“Time savings,  
cost savings and  
no tech  
resources  
needed for  
implementation?  
Huge.”**

**Manager, Cash Applications**

**INDUSTRY: GLOBAL TRAVEL  
TECHNOLOGY**



# Overview

A Cash Applications Manager at a global travel technology company was managing a growing volume of incoming virtual card payments across a highly diverse customer base. The company serves hotel customers ranging from major global brands to independent properties, which means the cash applications team must support a wide range of payment types including ACH, wire, check, credit card and virtual card.

As virtual card usage continued to grow, the team faced increasing manual work associated with keying and processing those payments. After working with Boost, the company identified a meaningful opportunity to optimize a portion of its credit card transactions, reduce fees and eliminate the need for internal technology resources during implementation.

## MAIN CHALLENGES



INTERNAL  
BUY-IN



MANUAL  
PROCESSING



PROCESSING  
FEES

## PRIMARY USE CASE

"I'm the cash applications manager, so every payment that a customer sends in hits my team. We receive payments by ACH, wire, check, credit card, you name it. If they want to send it by carrier pigeon, we'll take it. Because our customer base is so diverse, from any major hotel brand to the mom-and-pop motel on the corner, we have to be flexible with how we receive payments.

As the virtual card world has grown exponentially, it has taken a huge chunk out of my team's and the collections team's time to key everything. Although we offer customers the option to complete their own transactions through our customer portal or a QR code on the invoice, there is still a huge number of virtual cards that keeps growing and keeps coming in. When this option was proposed to me, I was like, 'Oh.' **The fact that it didn't require any of my tech resources and Boost does everything.** I thought, 'What kind of an idiot wouldn't agree to that?'"

# What is most valuable?

## 💰 ⌚ TIME & COST SAVINGS

“Credit cards are not an easy thing to understand. Interchange, fees... there are just so many pieces of the puzzle. Even I still learn something new every time I dig in again, so trying to explain it to people who have never had exposure is hard.”

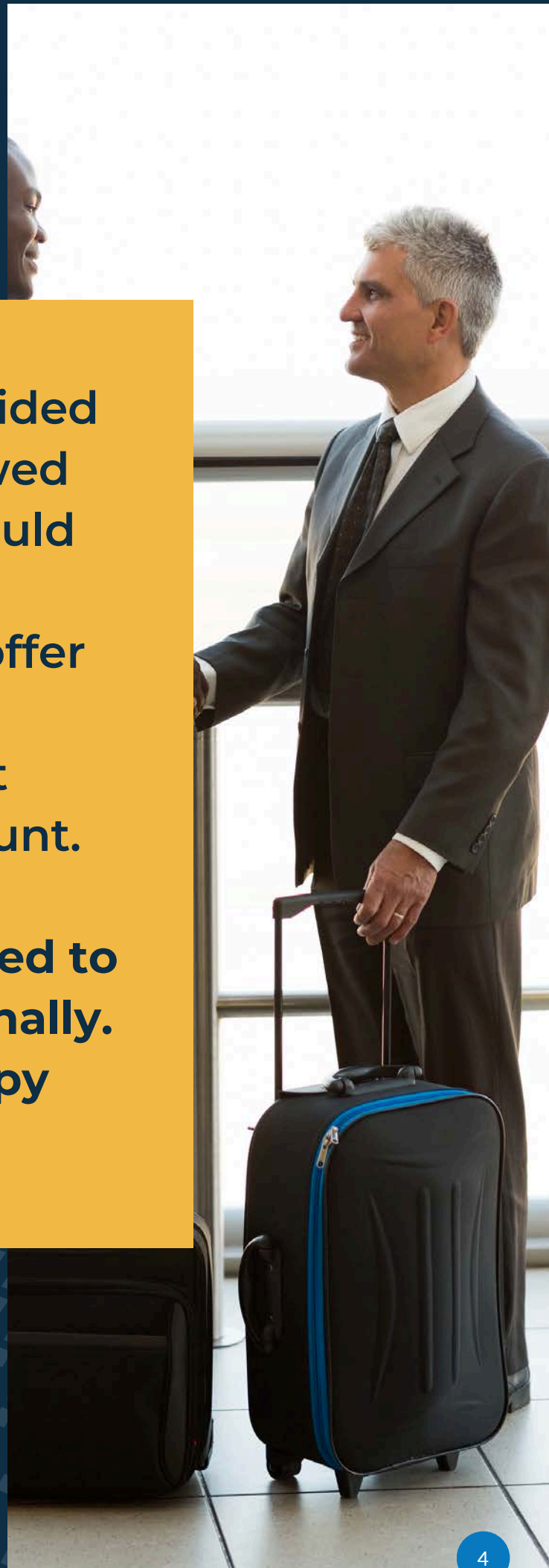
“I had sent over some of our credit card data, and [Boost] analyzed the volume of transactions that Boost would be able to optimize. It was about 40% of them. That’s a significant savings. We process about \$100 million in credit card transactions a year, so optimizing the fees on 40% of those transactions is going to **save us a couple hundred thousand dollars...** When I let the decision makers know, it was pretty easy to convince them. **The team doesn’t have to key it anymore, they’re saving time, the fees are lower for that 40% of transactions and there are no tech resources needed. All wrapped up in a bow.**”





**“The Boost team provided the analysis that showed which transactions could be optimized, the fee structure they could offer and that our fee percentage would not exceed a certain amount.**

**That was what I needed to be able to sell it internally. Everyone's really happy with it.”**



# Overall Experience

**“So many good things, and your people are probably your best asset.”**

## **Stability**

“It’s been super consistent. They’re super responsive. No complaints.”

## **Scalability**

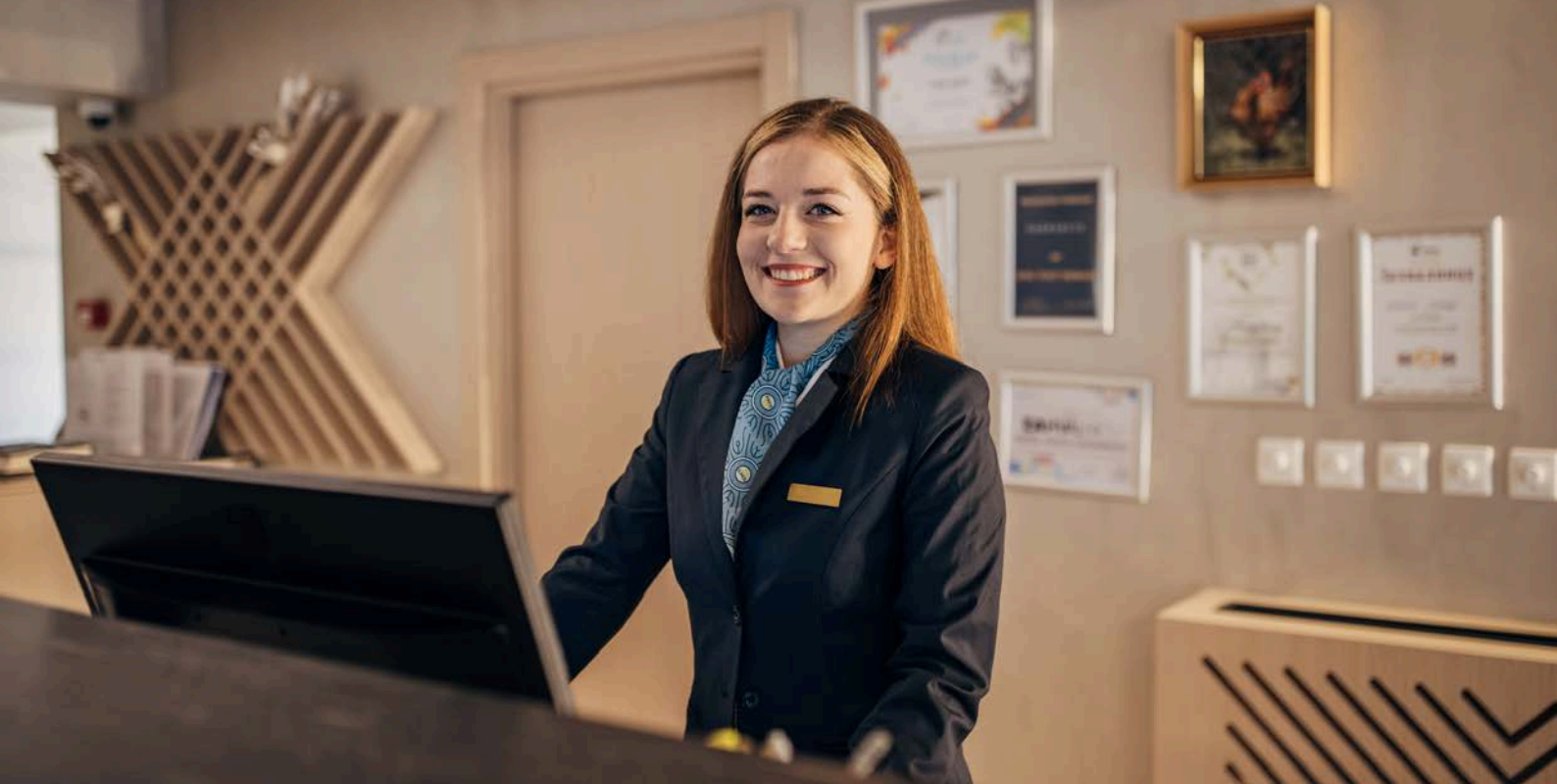
“It’s absolutely seamless.”

## **Return on investment**

“The savings with the fees has exceeded what I had told the decision makers it would be.”

## **Customer support**

“Brandon (*at Boost*) is like... Johnny on the spot. I mean, they all are really. Brandon, Liam, Craig, even Zach, when he did his analysis, they are, wow, like same day responses on everything.”



**“I would rate Boost a ten out of ten.  
It’s a great product.”**

## **ABOUT BOOST**

Boost Payment Solutions is the global leader in B2B payments with a technology platform that is purpose-built to meet the complex demands of today's commercial trading partners. Our proprietary technology solutions bridge the needs of buyers and suppliers around the world, eliminating friction and delivering process efficiency, payment security, data insights and revenue optimization. Boost was founded in 2009 and operates in 180+ countries.

Boost Intercept<sup>®</sup>, our patented Straight Through Processing (STP) platform, eliminates manual workflows with end-to-end payment and data automation. Breaking the mold of traditional rigid credit card pricing constructs, Dynamic Boost<sup>®</sup> offers buyers and suppliers payment flexibility based on business rules that fit their mutual needs. The Boost 100<sup>®</sup> platform brings together all the solutions and services that large enterprises need to enable up to 100% of their AP spend on their commercial card. Boost 100XB<sup>®</sup>, the newest feature of Boost 100, makes it easy and affordable to use a U.S.-issued commercial card to pay suppliers worldwide without the hassle of foreign BIN requirements.

Learn more at [www.BoostB2B.com](http://www.BoostB2B.com)