

Find out how a Visa Commercial card program can enhance spend management.



The success stories of industry peers can help you optimize the value of Visa® Commercial card integration in your own organization. This case study highlights the numerous benefits realized by one mid-size company.

Company Profile

Insurance provider to medical practitioners

The member doctors own the company and surplus funds are distributed each year.

Visa Commercial Card Use

Making travel easier for employees. Also used for limited purchasing needs, as each department has a designated purchasing employee with an assigned Visa Commercial card.

Visa Commercial Card Program Goals

- Increase spending controls
- Have more information for better vendor negotiations
- Streamline and improve procure-to-pay processes
- Manage Visa Commercial card spending online

Benefits Received

- Transaction costs reduced through:
 - Fewer checks written to vendors
 - ACH payment of a single bill to commercial banker
 - Use of department Visa Commercial cards
- Implementation of online features resulted in:
 - Streamlined processes through download of spend data for upload to financial software
 - Reduction in reconciliation time

Company Statistics

Revenue

\$87 Million

Average Monthly Card Spend

\$16,344

Monthly Credit Limit

\$77,500

Card Restrictions

Account Credit Limits

No Cash Access on Card

No. of Employees

140

No. of Commercial Card Accounts

43

Billing Options

Central Bill

Individual Statements

Payment Options

Central Pay via Automated Clearing House (ACH)

- Employee review of individual account spending
- Online review of account spending levels and adjustment of credit limits by finance
- Improved vendor negotiation through use of online reporting function:
 - Number of vendors on preferred vendor lists reduced
 - Better rates negotiated with vendors on the basis of accurate data
- Spending controls increased through:
 - Audit of expenses for use of preferred vendors and negotiated rates
 - Spend tracking through individual account statements and online reporting, including date, location and cost for each transaction

“Our main objectives for the Visa Commercial card program were to have better internal controls, streamline the process and have data available to conduct better vendor negotiations.”

ACCOUNTING MANAGER,
MEDICAL INSURANCE PROVIDER