

LOWER RISK INTERNATIONAL PAYMENTS.

Since 2010, eNett has been working closely with an international OTA with a strong European presence.

The Challenge

The company is a multi-faceted business with a large number of suppliers across multiple geographies and transacting in numerous currencies. They found that managing payments to suppliers was hugely complex and carried significant risk of fraud and supplier default. They needed a payments solution that would address these challenges.

The eNett Solution

In order to address these needs, the company switched to eNett's VANs for low-cost carrier (LCC) air spend, integrated into the company's existing booking and payment system via an API connection. eNett's ability to automatically generate VANs across multiple currencies is ideally matched to support the company's large volume of cross-border payments, all while increasing efficiency.

Results

Since payments are protected by the MasterCard guarantee, eNett VANs increase security against default and fraud. Through eNett's range of currency offerings, the company has access to more suppliers, at lower costs than traditional payment methods. As a result, the company has generated significant revenue through the rebate received on most transactions made through eNett.

Based on these successes, the company increased its business with eNett by 245% from 2012 to 2016, earned over US\$2.42m in rebates just last year, reduced costs on cross-border payments and recovered over US\$2m from European airline defaults..



“ eNett improves the payment process for travel agencies by addressing the risks of fraud or default, costs of reconciliation, and other inefficiencies that are prevalent in traditional payment methods used today. ”

Anthony Hynes

Managing Director and CEO
eNett International



If you would like more information on how VANs can help your business visit:
www.enett.com

1. PhoCusWright Payments Unsettled Report 2013.
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