

Clark Hill

Established in 1890, Clark Hill is an international and top-100 ranked client service law firm in the United States; home to 60+ "Best Lawyers in America."

Finexio's 24/7 support enabled optimal supplier communication

The Challenge

The law offices of Clark Hill follow several guiding principles, including maintaining strong relationships with their clients, their communities, and suppliers (including the way they pay they pay their suppliers). Trends of innovation were obvious in the legal industry, and Clark Hill wanted to keep up in the area of AP Payments as a Service. Combined with these trends within the payments industry, as well as the rising costs of paper checks, Clark Hill saw the issue of supplier payments as a heightened priority coming into 2018 and wanted a partner to help them in this area.

The Solution

From the beginning, Finexio worked to onboard Clark Hill with their white-glove service approach. They worked in seamless collaboration with Finexio's supplier enrollment team to segment suppliers for an effective campaign, as well as to define a prioritization and communication strategy. This consistent communication between Clark Hill and Finexio resulted in successful electronic payments campaigns.

Within the first six months of launching, over 30% of Clark Hill's suppliers were enrolled in electronic payment methods. Suppliers were now being paid faster and more securely, which prompted happier relationships. Clark Hill also benefited through gaining revenue share opportunities.

The Results (first 6 months)

- ✓ **30%** of spend enrolled in electronic payment methods
- ✓ **\$12M** of spend enrolled in virtual card payments
- ✓ **\$100K** projected revenue share and costs savings

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