

Gallagher Fluid Seals, Inc.

Gallagher Fluid Seals, Inc. is a global distributor and manufacturer of fluid sealing products, such as O-Rings in addition to providing engineering solutions and fabrication of custom gaskets.

90% of check spend moved to digital payment methods.

The Challenge

Gallagher Fluid Seals, Inc. was working off inefficient, manual credit card processes prior to working with Service First Processor (SFP)'s partner AP Payments solution, Finexio. Gallagher's productivity was at an all time low.

In order to scale the business further, Gallagher's CFO knew they would either need to hire on additional AP staff to take on filing more invoices and purchase orders, or find a provider to help remove the burden of manual AP payments processes.

The Solution

SFP has been Gallagher's trusted credit card processor for many years. When Gallagher approached SFP about bringing on a new AP solution years later, SFP recommended Finexio.

Finexio's AP Payments as a Service would provide the increased productivity that Gallagher was seeking, decrease manual check processing and check-runs, and eliminate the need to hire on additional headcount.

In addition, this move to revenue-generating electronic payments offset the investment in this service offering on top of the time savings.

The Results (to-date)

- ✓ Invoices paid by check were reduced to **17%**
- ✓ **21%** of all spend paid via virtual card
- ✓ **55%** of Gallagher's supplier base converted to digital payments

"SFP and Finexio make it possible to get time back in your day, and money in your pocket."

–John Kates, CEO of Gallagher Fluid Seals, Inc.