

# Worldwide Produce



## The Challenge

With supplier check payments totaling over \$150m annually, the CFO at Worldwide Produce was spending hours each week signing checks. Upon assessing accounts payable, it became clear that the use of manual, paper-based processes presented an opportunity for modernization and savings, but an effective solution was not necessarily clear. They made a decision to partner with Finexio and embrace new technology with a goal to streamline their AP processes and improve supplier communication.

## “Finexio is a lifesaver.”

-CFO, Worldwide Produce

Worldwide Produce is a leading distributor of the highest quality fresh fruits, vegetables, dairy products, and specialty foods to local restaurants, chains, hotels, golf courses, entertainment venues and catering facilities across the Western United States.

## The Solution

To achieve this, Finexio’s dedicated supplier enablement and support team developed a three-tiered supplier segmentation analysis and outreach strategy to communicate the Finexio partnership to Worldwide Produce’s suppliers.

With custom messaging built into multi-touch campaigns to optimize segment performance and increase digital payment adoption, Finexio promoted the importance of electronic conversion with Virtual Card as the primary choice and ACH as a secondary option in order to move as much spend off of paper checks as possible.

## The Results (to-date)

**67%** total spend moved to digital payment methods  
**\$131.2m** in annual AP spend processed by Finexio  
**27k** invoices paid

The CFO is happy to report that he no longer has to spend any time signing checks.

Worldwide Produce went from \$150m+ to \$0 in check payments on day one.