



TreviPay partners with FIS to fund continued global expansion

When global B2B payments company TreviPay needed a better funding alternative, it turned to FIS Supply Chain Finance (formerly Demica).



At a glance

Objective: Find a less restrictive and cumbersome alternative to a legacy asset-backed credit facility program.

FIS Solution: FIS Supply Chain Finance Suite (formerly Demica)

Results: Replaced inflexible asset-backed loan (ABL) with a more advantageous off-balance sheet securitization and invoice discounting program.

The impact: The solution grows as the company grows, allowing it to offer flexible payment terms to an ever-greater number of B2B buyers while streamlining processes, reducing overhead and improving reporting.

TreviPay's global B2B payments and invoicing network enables enterprises to provide payments choice and convenience, open new markets and automate accounts receivables. Powering more than \$8 Billion in global trade, TreviPay was named a Leader in the IDC MarketScape for Worldwide Embedded Payment Applications 2024-2025 Vendor Assessment (#US51793524, Dec. 2024).

Reassessing financing

As a fast-growth fintech, flexible financing is vital to TreviPay as it manages money movement. When the company was acquired by private equity firm Corsair in 2020, it put in place a \$175 million on-balance sheet asset-backed loan. However, it soon became clear that a better alternative was needed.

"That legacy asset-backed credit facility program was very restrictive and cumbersome," says Joel Campbell, CFO at TreviPay. "We had several funders that were providing liquidity into that facility, with quite onerous constraints and challenging reporting mechanisms that we had to adhere to every month."

FIS Supply Chain Finance (formerly Demica) spent time digging into our business, understanding our receivables portfolio, then took that information to the market, looking for potential funders on our behalf. Then they helped us structure the facilities, as well as bringing competitive funders to the table, negotiating pricing, and putting a term sheet in place.

Joel Campbell,
CFO, TreviPay

A tailored solution

Campbell and his team began to look for a more advantageous arrangement. Ideally, the replacement funding solution would be off-balance sheet, with a reduced cost and a much lower administrative burden. In their discussions with FIS Supply Chain Finance (formerly Demica), it became clear that simply replacing the ABL was not enough. Instead, a customized solution powered by the FIS Supply Chain Finance Suite (formerly Demica) was structured as a dual transaction – a securitization together with an invoice discounting facility – to fund the breadth of TreviPay's receivables.



FIS Supply Chain Finance (formerly Demica) designed a \$215M bespoke funding solution for TreviPay that featured:

- Multiple products, including receivables discounting and securitization
- Off-balance sheet
- Management through a single platform
- A securitization structure that allow for future growth

Streamlined process

When the new facility went live, it replaced \$175 million of on-balance sheet ABLs with a flexible \$215 million off-balance sheet securitization and invoice discounting program. Crucially for TreviPay, the facility can grow as the company grows, allowing it to offer flexible payment terms to an ever-greater number of B2B buyers.

Equally important, the cumbersome and restrictive administrative overhead has been removed and replaced with a streamlined process using the FIS Supply Chain Finance Platform, including reporting receivables transactions daily. FIS Supply Chain Finance (formerly Demica) continues to work with TreviPay to ensure that the level of funding generated through the receivables finance facility increases in step with the business.

More liquidity: Less admin

“The FIS Supply Chain Finance (formerly Demica) solution provides us with substantially more liquidity and less administrative work, allows us to upsize, and, as the business grows, to provide even more liquidity to new programs, new buyers, and new customers.”

FIS Supply Chain Finance Platform (formerly Demica) ensures your clients’ money works harder by removing operational barriers.

Our **technology** powers the global economy across the money lifecycle.



Money at rest

Unlock seamless integration and human-centric digital experiences while ensuring efficiency, stability, and compliance as your business grows.



Money in motion

Unlock liquidity and flow of funds by synchronizing transactions, payment systems, and financial networks without compromising speed or security.



Money at work

Unlock a cohesive financial ecosystem and insights for strategic decisions to expand operations while optimizing performance.

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