

CASE STUDY: BANKING

Bank finds a payments solution that makes cents for business

The Client

Union Bank & Trust (Union), providing consumer and commercial banking services in Virginia.

The Challenge

Operating in a highly competitive, highly fluctuating market, Union was seeking new ways to create efficiencies that would allow them to continually deliver value to shareholders and customers. The bank's accounting team was spending hours each day issuing checks and enrolling vendors into ACH payments. Union wanted to streamline operations and build an automated process that would meet current needs and scale for future ones.

The Solution

Paymerang worked with Union to outsource virtually all of their check, ACH and virtual card payments, including those they had already enrolled in their in-house ACH program. As Union grew through acquisitions, Paymerang gave them the agility to add new payments and vendors into the service, enabling a smoother and less expensive integration process.



“We are thrilled with the efficiency, rebates and agility that Paymerang has delivered.”

– Lori Bevans, Vice President,
Director of Accounting Operations

The Results



\$90K

in additional annual revenue
through cash rebates



\$15K

in direct cost savings by
outsourcing payments



400+ hours
of administrative time
saved each year



Increased scalability
through flexible automated
processes



More bandwidth
for value-added activities

Want to see your payments turn a profit? Contact us today. paymerang.com

