



Case Study

Global Automotive Parts Manufacturer Cuts Credit Approval Time by 75% and Boosts Sales by 16.2%

A multinational automotive parts manufacturer with operations across multiple continents identified a critical opportunity: digitising and automating its credit processes to improve onboarding speed for new credit customers. Faster approvals would enable the organisation to increase sales, improve customer experience, and expand its active customer base.



Challenge

- Manual credit review processes slowing customer onboarding.
- Approval delays impacting sales growth and customer acquisition.
- Need for a scalable, automated solution to support complex international operations.



Solution

The organisation implemented Trade Shield's end-to-end credit application and decisioning platform to modernise its credit processes.

Key capabilities included:

- Full Digitisation of credit applications and credit reviews.
- Automated Decisioning to accelerate approvals and reduce manual workload.
- Integrated Risk Controls to maintain compliance while managing exposure.



Impact

- -75% reduction in time to approval
- +12.9% growth in active buyers
- +16.2% increase in sales within 90 days

Why Trade Shield

- 1** Proven expertise in credit process automation.
- 2** Scalable platform designed for multinational operations.
- 3** Real-time decisioning enabling speed, accuracy, and control.