



Case Study

Global Logistics Leader Achieves +20% Sales Growth with Credit Automation

A leading global logistics provider operating across hundreds of countries and managing extremely high shipment volumes faced a critical challenge: inconsistent and non-standardised credit decisioning and monitoring across its customer base. This lack of uniformity created poor credit risk performance and unsustainable levels of delinquent debt.

Challenge

- Fragmented credit processes across regions.
- Limited visibility into customer credit status across the debtor book.
- Rising delinquent debt impacting cash flow and operational efficiency.
- The organisation required a solution that could standardise credit decisions, enable continuous monitoring of its entire customer base, and improve overall credit risk performance.

Solution

TTrade Shield partnered with the organisation to automate and standardise its end-to-end credit decisioning processes.

Key capabilities included:

- Continuous Monitoring – Automated tracking of hundreds of smaller customers' credit status.
- Real-Time Limit Reviews – Instant credit limit adjustments based on live data.
- Risk-Based Decisioning – Standardised workflows for approvals, alerts, and credit governance.
- This transformation enabled the business to increase sales and purchase volumes from strong customers while improving overall payment behaviour.



Impact

- +20% sales growth within 90 days
- +16% increase in average purchase volumes
- -10% reduction in Days Sales Outstanding (DSO)

Why Trade Shield

- 1** Proven expertise in credit risk automation.
- 2** Scalable technology designed for complex, multi-region operations.
- 3** Real-time analytics and decisioning capabilities.