



Case Study

Global Logistics Provider Boosts Sales by 34% with Real-Time Credit Decisioning

A leading logistics and freight services provider operating across Southern Africa faced a critical challenge: incomplete and fragmented credit data was slowing decision-making. In an industry where speed and responsiveness directly influence growth, these delays were limiting their ability to onboard new customers quickly and compete effectively for business.

Challenge

- Incomplete credit data slowing approval processes.
- Missed opportunities in a fast-moving, time-sensitive sales environment.
- Need for comprehensive, real-time insights to manage risk with confidence.

Why Trade Shield

- 1** Predictive analytics for proactive risk management.
- 2** End-to-end workflow automation for speed, consistency, and accuracy.
- 3** Proven results in high-volume, competitive industries.

Solution

The business implemented Trade Shield's predictive analytics platform and end-to-end credit workflow automation, enabling:

- Comprehensive credit data for more confident decision-making.
- Faster credit reviews to accelerate customer onboarding.
- Real-time risk monitoring without compromising commercial growth.

Impact

- +34% increase in sales within 90 days
- +21% growth in average purchase volumes
- Significantly improved speed and efficiency in credit decisioning, strengthening competitive advantage.