



Case Study



Trade
Shield

How Trade Shield Transformed Credit Management for

Major South African supplier of stationery, office furniture, technology, and cleaning products.

This South African company is a long-established national supplier of stationery, office products, office furniture, cleaning and hygiene essentials, technology items, and specialised filing and consumables, serving both businesses and educational environments through a wide retail footprint and an extensive online catalogue.

Challenge

- Managing credit risk across a large and diverse customer base.
- Manual onboarding and debtor reviews were time-consuming and prone to delays, making it difficult to maintain accuracy and efficiency.

In June 2024, the company partnered with Trade Shield. The goal was clear; streamline credit processes, improve risk visibility, and free up valuable time for the credit team.

Solution

Trade Shield introduced its automated digital onboarding and vetting platform, which:

- Digitally onboarded new customers with speed and precision.
- Monitored existing debtors continuously.
- Delivered daily risk profiles and recommended credit limits.
- Automated reviews that previously required hours of manual work.



Impact

- **Faster Processes:** Credit reviews that once took days were completed in record time.
- **Improved Accuracy:** Risk assessments became more reliable, reducing exposure.
- **Operational Efficiency:** The credit team could focus on strategic decisions instead of repetitive tasks.

Why Trade Shield

- 1** Proven reliability and adaptability for complex workflows.
- 2** Scalable automation for compliance and efficiency.
- 3** Exceptional client support and innovation-driven partnership.

Client Testimonial

“Trade Shield demonstrates a strong commitment to service excellence, data accuracy, and partnership. Their reporting is timely, and their advice is practical and commercially sound”

Group Credit Manager