



Case Study

 **introstat**

Introstat Achieves Faster, More Accurate Credit Decisions

Leading provider of business technology solutions

Introstat needed a modern, automated approach to onboarding new customers and managing its debtor review process. With increasing volumes, the business required a solution that could deliver speed, accuracy, and continuous monitoring without adding administrative strain to its credit team.

In June 2024, Introstat partnered with Trade Shield to transform its credit processes with intelligent automation and real-time insights.

Challenge

- Manual onboarding processes slowing down customer approvals.
- Need for accurate, real-time risk profiling to guide credit decisions.
- A time-consuming debtor review process requiring consistency and visibility.
- Limited efficiency due to manual checks and fragmented data sources.
- Requirement for a reliable partner offering both technology and credit expertise.

Solution

Introstat implemented Trade Shield's advanced digital credit management platform, gaining:

- Automated onboarding and vetting of all new customers.
- Continuous monitoring and automated reviews of existing debtors.
- Daily insights into customer risk profiles and recommended credit limits.
- Accurate, timely reporting that is commercially sound and practical.
- A Trade Shield team that is professional, responsive, and highly knowledgeable, ensuring smooth adoption and ongoing optimisation.