

case STUDY



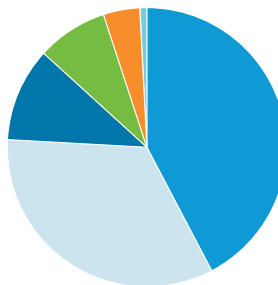


Safety Glasses USA, Inc., a veteran-owned company, is an international online retailer of personal protective equipment, with eyewear as their core product. They have been serving individuals, B2B, and government since 2000. As a premier resource for protective eyewear and equipment they

provide affordable safety products while employing a commitment of excellence that is expressed in their customer service principles, policies and practice. By adding in Apruve, they are able to offer more to their customers while sticking to their mission.

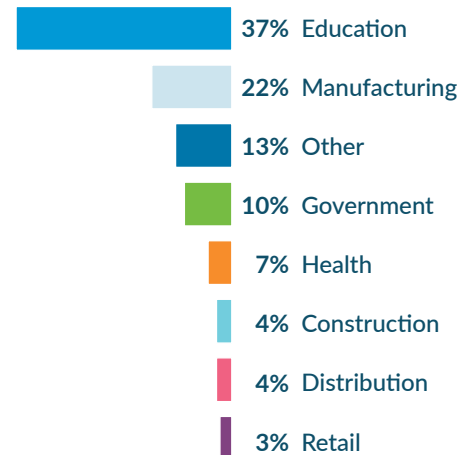
BUYER profiles

- 40% Corporation
- 36% Education
- 10% Municipality
- 9% LLC
- 4% State
- 1% Partnership



BUSINESS TYPE

INDUSTRY TYPE



“Overall we have been very satisfied with our decision to go with Apruve. They provide a niche service that small businesses like ours simply cannot do well - check the creditworthiness of and establish new term accounts. They have taken the risk of extending credit away from us.

Kendra Eldridge, Vice President, HR Manager



THE PROBLEM

Extending payment terms created a drain on cash flow, working capital, and back-office resources. Safety Glasses USA was unable to easily tell which customers have a good repayment history along with accessing necessary credit needs.

THE SOLUTION

Using Apruve, Safety Glasses USA is able to check credit worthiness of potential new clients, quickly add new credit accounts, establish appropriate terms, and get expedited customer payment.

How it works

Safety Glasses USA utilizes BigCommerce as their platform for all of their customer orders. Apruve integrates with this platform through an API call. A Safety Glasses USA customer would use their Apruve account when placing an order with specified credit terms.



\$253

Average order size



\$537k* ↑

Total credit extended

**this number will continue to rise*



ACCOMPLISHMENTS IN 10 MONTHS

Safety Glasses USA has been utilizing Apruve for over 10 months,
And here is the highlight of benefits they have experienced.

135

MANAGED BUSINESS ACCOUNTS

276

AUTHORIZED BUYERS

320

TOTAL MANAGED INVOICES

\$81k

PROCESSED ORDER VOLUME

32

before Apruve

DSO

Days Sales Outstanding

02

using Apruve

ABOUT APRUVE

Apruve is a B2B credit network that connects business buyers, their suppliers, and third-party banks to drive B2B sales through easy, risk-free lines of credit. Apruve integrates directly into online stores or ERPs to manage credit programs for suppliers with and without eCommerce. To learn more about how Apruve can grow your business, visit www.Apruve.com.

Contact us today to learn more.

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