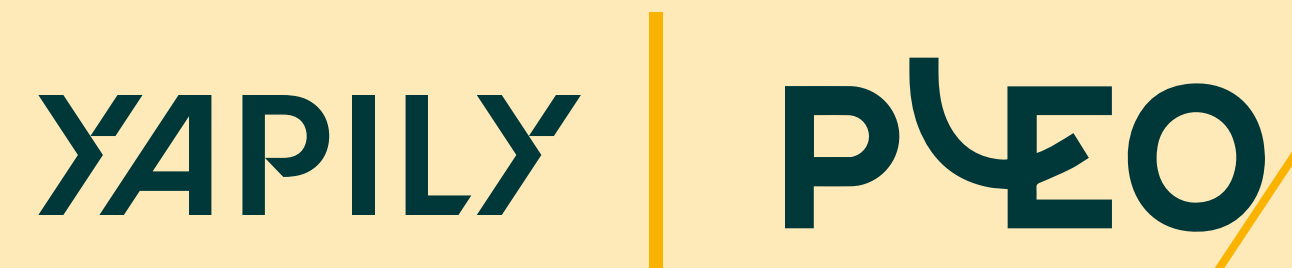**Case study:**

Changing how businesses manage spend

Learn how Pleo is harnessing the power of open banking to redefine business spending with Yapily.

YAPILY | **PLEO**

PLEO

Pleo at a glance

Headquaters:

Copenhagen, Denmark

Industry:

Expense Management Software

Use cases:

Employee Expense Management

Spending Software

Products:

Yapily Payments

Yapily VRP

What problems does Pleo solve?

Pleo is on a mission to be the go-to spending solution for forward-thinking teams. It offers its customers a new way to manage business spending by eliminating expense reports, reducing administrative complexity, and simplifying bookkeeping for finance teams.

Pleo customers receive company cards for their employees and the finance team can use a simple dashboard to track and manage all their expenses in real-time.

Where does Yapily come in?

Pleo's goal was to create a seamless and instant payment experience for finance teams when topping up their Pleo wallet. The product team wanted to completely eliminate the friction and manual work required in their payment journey.

Previously, finance managers had to go through lengthy and manual payment processes, and play the waiting game as to when the money would land in their account. This added friction in the product experience using Pleo and created unnecessary cash flow uncertainty for the business.

> "
> We wanted to enable instant and frictionless user journeys for our customers loading their Pleo wallet. We want to enable our users to focus on what really matters - their business livelihood - without having to go through long manual payment processes.
>
> **Mette Gade**
> *Chief Product Officer at Pleo*

Single infrastructure to support Pleo's expansion plans

Pleo needed a provider that offered bank coverage for business accounts to support their existing customer base across Europe, as well as for their future expansion plans. Yapily stood out as the best solution with its extensive account coverage and infrastructure-first focus that enabled Pleo to own and customise the product experience and customer journey fully.

> "
> Loading my Pleo wallet is super quick and easy with no need to manually enter bank details or even visit our bank's webpage.
>
> **Stellar Sports**
> *Pleo Customer*

With open banking and Yapily as their infrastructure provider, Pleo were able to offer their customers a simple and efficient instant payment method for account top-ups across all regions.

This made a significant difference, especially as they expanded into new markets including France and the Netherlands. Instead of integrating and managing separate payment methods and flows, Pleo can now expand into new markets with ease thanks to Yapily's extensive bank coverage and single API integration.

> "
> We have seen great adoption of open banking amongst our customers. €7.3m across UK, Netherlands and France have been topped up by our customers using Yapily's open banking infrastructure.
>
> **Clara Schindler**
> *Product Manager/Payments at Pleo*

The impact

Since partnering with Yapily, Pleo has:

- ✓ 80% of customers return to use open banking as a payment option for repeat account top-ups

- ✓ 60% of customers in the Netherlands did their first Pleo wallet top-up using open banking since its launch in November 2022

- ✓ Consistent month-on-month growth in the number of customers using open banking as their preferred payment method to transfer funds into their Pleo account

- ✓ €7.3m paid into Pleo accounts across UK, Netherlands and France using Yapily's open banking infrastructure

Using Variable Recurring Payments to further innovation with open banking and Yapily

With the success of the UK, Netherlands and France, Pleo plans to launch open banking payments in more of its core markets across Europe this year.

To further drive innovation with open banking and streamline the payment experience, Pleo is also looking to leverage Variable Recurring Payments to automatically sweep money into their Pleo wallets when funds have reached a set threshold limit. That way Pleo's customers can automate their top-up rules and streamline their expense management process even further with open banking.

Overview

The solution

The impact →

Learn more about Yapily

Yapily is on a mission to enable innovative companies to create better and fairer financial services for everyone, through the power of open banking. We securely connect hundreds of companies to thousands of banks around the world, giving them access to data and the ability to initiate payments.

Our customers range from disruptive fintechs to big banks and financial institutions, and we operate in verticals including Payments, Lending, Accounting, Investing, Crypto, and more.

One platform. Limitless possibilities.

Request a demo →