



Case Study

PCCA



A Currency Risk Management
Customer for Over 8 Years

Company Overview

Professional Compounding Centers of America, PCCA, began in 1981 as a small network of pharmacists. Today, it has 4,000 members, with more than 300 employees worldwide and five distribution centers servicing the US, Canada and Australia. PCCA helps pharmacists and prescribers around the world to create personalized medicine for patients.

The Challenge

PCCA is an international company that was looking to take advantage of favourable market movements by implementing a comprehensive currency risk management strategy. Their ultimate goal was to, as much as possible, mitigate the risks associated with being an international corporation with global offices, and dealing with multiple currencies.

Why Corpay

PCCA was impressed by Corpay Cross-Border's industry knowledge and the range of currency risk management tools and products that they were able to implement on PCCA's behalf. From the onset, Corpay displayed an approach more akin to a comprehensive and supportive business partner who is invested in PCCA's success; as opposed to a hands-off vendor. PCCA saw Corpay as a provider who was known for their excellent customer service and collaborative communication style.

The Solution

After an intensive review of their business and financial targets with Corpay, PCCA was able to implement a custom solution for their business' unique and demanding goals – which includes being more responsive to the market, and more flexible. The custom hedging strategy they created incorporated a layered approach on a declining basis to hedge PCCA Canada's foreign currency needs.

The Corpay team also provides PCCA (including PCCA USA, the head office) with a structure for them to review their ongoing plan at the end of every quarter, which helps PCCA to determine whether adjustments are necessary. During this process, market sentiments are taken into consideration and the hedging strategy may be revised accordingly. This regular communication and collaborative approach have been very effective since 2017.

“Corpay maintains regular communication to keep us updated on monthly results of hedges and they provide great insight to industry news that helps us make appropriate decisions for our company's currency needs. I look forward to the Corpay Team's monthly summaries and quarterly messages, they give us the tools we need to ensure our hedging strategy continues to meet our need.”

Amanda Cassel
Canada General Manager | PCCA