



Case Study

Alibris



A Corpay Payments
Customer for Over 9 Years

Company Overview

At its core, Alibris is an online market place dealing in both new and unused books, as well as books that are used, out-of-print, or generally rare. They also deal with

textbook rentals and various media like movies and music. Alibris is able to offer a multitude of inventory by partnering with many independent booksellers and cataloging/reselling through them.

How Alibris Works

Alibris primarily works with an array of independent booksellers, listing their inventory directly on the Alibris website, offering real-time market prices. As a partner to a multitude of these independent sellers, Alibris takes on business risk and responsibility since they're more than just a listing service. They offer a quote-to-cash solution ranging from getting real-time pricing on book value for sellers, all the way to order fulfillment and international shipping. Some of their partnerships include Barnes & Noble in the US, and Waterstones in the UK.

On top of that, instead of simply carrying on an unidirectional business model of being just a seller and a reseller, Alibris has also adopted the marketplace approach, where by customers can sell back to Alibris at reasonable market values.

The Challenge

As a US-based company, Alibris was looking for a way to pay its UK-based independent sellers for the cost of goods sold. Among their many sales channel geographies,

the UK gets a lot of traction. Based on the number of sellers in the UK, it made sense to have a business requirement for FX to pay those beneficiaries in local GBP converted from their local USD.

Alibris also sought a solution to make those payments more quickly and effectively, along with a low-cost channel, rather than paying through more expensive payment channels.

The Solution

The result was a seamless file-based solution using Corpay Cross-Border's intuitive online platform. Alibris' AP personnel would upload their beneficiary file containing all the selling partners to Cross-Border – Cross-Border would then proceed to validate the information. A couple of times a month Alibris would use their proprietary payment file to make payments inside Cross-Border's Upload Center. Additionally, the transit of the funds would occur over the low-cost, domestic channel – BACS – which is the more economical choice for Alibris.