



## Case Study

# Bill Gosling Outsourcing



A Currency Risk Management  
Customer for Over 4 Years

### Company Overview

Bill Gosling Outsourcing (BGO) was founded in 1955 in Toronto, Ontario, by John Rae. Originally focusing solely on accounts receivable management, the company quickly established roots in the UK, and branched into

the customer service realm. After decades of growth, the company changed hands but stayed in the family, when David Rae (John's son), along with an investment team, purchased BGO from John. The family mentality has stayed with the company, reflecting in the growth the organization has experienced since the very beginning.

## The Challenge

BGO had been managing their FX risk for several years using forward contracts, and they were of the opinion that their provider was not sufficiently supportive, not making them aware of tools that existed to allow them to benefit from favorable market movements. BGO did not have a clear internal direction with respect to their hedging strategy and knew they weren't maximizing their opportunities for growth – and their vendor was a part of that challenge. They knew they needed a solution designed to take greater advantage of market movements through a currency risk management solution.

## Why Corpay

BGO chose to work with Corpay Cross-Border because of their unique approach in getting to know BGO's business and their high touch, personalized service. From the onset, Corpay was able to provide the necessary infrastructure and market updates for BGO to create and implement a cohesive hedging policy that they now adhere to.

## The Solution

After a comprehensive review of their business and financial goals with Corpay, BGO was able to implement a customized solution for their unique and demanding needs, which was both flexible and responsive to the markets and BGO's own budget projections. The Corpay team also works proactively with BGO by providing a structure for them to review their hedging policy every 3 months, or as needed. BGO is able to adjust their hedging strategy as necessary, and re-structure it as appropriate, facilitated by Corpay.

“BGO believes that Corpay has our best interest at heart, providing a suite of customizable solutions that we can tweak to meet our unique needs. They provide us with a level of service that we need and that aligns with our projected budgets. We consider Corpay a business partner and not just a vendor.”

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Joseph Fanutti  
CFO | Bill Gosling Outsourcing

The Corpay team brings reliability and peace of mind to the forefront of BGO's financial decision making process, as they navigate the complex currency risk management environment.

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