



Case Study

NEW ZEALAND FOOTBALL

From strength to strength with Tarryn McKenzie, General Manager of People, Finance and Business Transformation

As a proud partner of New Zealand Football, the national body for football and futsal in Aotearoa, Corpay Cross-Border recently chatted with Tarryn McKenzie, NZF's General Manager of People, Finance and Business Transformation. Our conversation touched on Tarryn's love of the sport, its New Zealand Football history, its national programs, and the Association's strategic transformation to broaden its international presence.

We also chatted about how Corpay supports the Association's global payment needs and helps the finance team manage the operational complexities of NZF's growth and international success.



New Zealand Football

Sidebar: Summary

Company

New Zealand Football

Industry

National Sporting Organisation

Company size:

60 employees, ~150 contractors

Primary Currencies:

USD, AUD, EUR, GBP

Pain points:

NZF manages complex international payment flows across travel, tournaments, prize money and player payments. With grant funding and revenue received in multiple currencies, NZF needs cost-efficient FX solutions, clear visibility of financial flows, and a strategic approach to managing currency risk.

Corpay products used:

Spot payments; Forward Contracts; Hedging and risk management solutions.

About the company:

New Zealand Football is the national body for football and futsal in Aotearoa, collaborating with six member federations across the nation.

Its professional affiliation with FIFA began in 1948 and its men's and women's team have qualified for the FIFA World Cup several times. The next FIFA Men's World Cup will be played in North America in 2026, and the Women's in 2027.

The Association is also committed to developing the next generation of football and futsal players (and fans), supporting youth programs for both boys and girls with [an integrated pathway](#) to the Ford Football Ferns and the All-Whites.

1) Tell us about NZ Football's history and growth to date

New Zealand Football has experienced growth in recent years, both in profile and in organisational maturity. From my perspective, one of the biggest shifts has been our evolution from a more traditional sporting body model to a more strategic, commercially minded organisation.

As the game has grown, so has the complexity of what we manage. We are making more intentional decisions around treasury, risk, and long-term financial sustainability. We are increasingly proactive and strategic in how we manage cash and reserves, and foreign exchange exposure.

Qualification for major events, including the FIFA World Cup 2026, has enabled us to plan more strategically rather than reactively.

2) Have you always been a football lover?

Football was not my first sporting passion, I was a rugby fan through and through, it's in my blood. However, since joining New Zealand Football, the game has genuinely won me over. It is hard not to be inspired by football when you see its impact. It truly is the global game, and the power of it is undeniable. **What has stood out to me most is how simple it is to play and the way it serves as a vehicle to connect people across communities, cultures, and generations.**

3) How does your role support NZ Football?

My role allows me to bring a commercial and strategic lens to the organisation. While we exist to serve the game, we also need to operate as a well-run business to deliver sustainable impact.

My remit spans finance, people, and business transformation, so it extends beyond traditional finance. A key part of the role is ensuring we are financially strong and making sound decisions, while also helping build organisational capability, including culture and wellbeing, integrity and safeguarding, and digital and technology development.

Ultimately, it's about strengthening the foundations of the organisation so we can continue to grow and perform, both on and off the pitch.

4) What do the next few years look like for NZ Football at home and overseas?

The next few years are a very exciting period for New Zealand Football, both domestically and internationally. Football is already the biggest participation sport in NZ, but our ambition is broader than participation numbers alone. We want football to be recognised as a sport that is safe, inclusive, and accessible to all.

We want to continue building the brand and fandom of football. We have seen strong momentum in the local game, including the excitement generated by Auckland FC, and we want to build on that momentum so our senior national teams continue to attract strong crowds and create memorable home match experiences.

Internationally, the opportunity is significant. The FIFA World Cup is the pinnacle event in global football, and participation at that level creates momentum across the wider football system. The Ford Football Ferns, our women's team, [just secured a top spot for the next qualification round for Brazil 2027](#).

Beyond that we want to continue seeing our age-group and futsal teams qualify for world cups and playing on the international stage. Along with our A-League Clubs, schools, and federations, we have created [a fully integrated pathway](#) to nurture the next generation of New Zealand Football talent for girls and for boys.

5) With the FIFA Men's World Cup and the Women's in 2027, what challenges does this bring locally and for travelling teams?

Pinnacle events create exciting opportunities, but they also bring added financial and operational complexity, particularly when teams are travelling internationally.

A key challenge for us is the way our funding and spend operate across different currencies. We receive a large proportion of our income in USD, so we need to convert that funding effectively. At the same time, our teams travel to multiple countries each year, which means we need access to a range of currencies at competitive rates and without unnecessary fees. Managing that well is important for protecting budgets, supporting planning, and ensuring funds can be deployed efficiently.

Corpay helps us take a more strategic and managed approach to that. It supports us not only with NZ Football's FX requirements as an organisation, but also with the practical realities of making payments across multiple currencies in a timely and efficient way.



Our players are also domiciled around the world, so having a provider that helps us move quickly and seamlessly across currencies is extremely valuable, especially when participation or prize money from tournaments is involved.

7) Tell us about your initial engagement with the Corpay NZ team. When did it come about and why did you decide to partner with us?

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Our initial connection with Corpay came about when they approached us, and what stood out early was their down-to-earth approach backed by clear experience. They were practical in how they engaged, but it was obvious they also understood the complexity of foreign exchange and international payments.

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It was also reassuring to see the sporting organisations they work with internationally. When you look at the calibre of their clients in the sport sector, it gives confidence that they are doing something right!

We then ran a thorough RFP process to assess the market. We looked not only at the FX service itself, but also at the range of currencies available, the systems and processes, and the level of expert advice and support on offer. **Corpay came out on top across those areas. The opportunity to build a genuine partnership was an added bonus.**

8) How has this process been and how have we been able to support/advise you to date?

The experience has been positive. The Corpay team has been responsive, helpful, and easy to work with. What we value most is that the support has extended beyond the initial setup. That combination of service, responsiveness, and expertise has been valuable for us.



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