

March 2021



## Gateville Case Study

Meet the businesses already  
winning with Allstar

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**How Gateville simplified its supplier payments  
with Allstar**



Established in 2012, with over 30 years of industry experience, Gateville Group delivers high quality construction services across the UK. Its expertise spans kitchen and bathroom installations, conversions, planned maintenance and electrical work.

With over 150 employees in its workforce, Gateville delivers planned construction services within both the public and private sectors of the construction industry. This includes Housing Associations and Local Authorities as well as construction and facilities organisations.

Gateville Group has a deep commitment to professionalism, quality and integrity, as well as its unparalleled attention to detail when completing a project. Therefore, it is no surprise that in 2018 the construction experts chose Allstar Business Solutions to solve its payment headaches with a combined fuel and expenses card, enabling them to manage spending as efficiently as its projects.

## **I Consolidating payments methods**

Gateville needed a solution that would enable its staff members to easily and efficiently pay for both fuel and company expenses, whether paying suppliers for materials or entertainment expenses with clients.



The company wanted to move away from its previous solution that used multiple payment methods, creating three main issues:

### **1. Payment terms**

Gateville needed a solution that could offer flexible payment terms to maximise cash flow.

### **2. Control**

With many employees out on the road or on projects at any one time, it was proving difficult to get the desired level of control on company spending.

### **3. Simplicity**

Gateville had a complex system of reimbursing its staff expenses. This often led to its employees being out of pocket until payday.

### **4. A consolidated view of company spending**

Not only did Gateville need a solution that would minimise the number of cards its employees had access to – ranging from company credit cards to fuel cards (as well as pay and reclaim) – it also needed to simplify its view of what was being spent and where, what had been paid, and what was outstanding.



## Allstar Plus answers the call

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With these specific challenges, Gateville needed an all-in-one payment solution that would provide effective control over spending, access to all management information, and have flexible payment terms that would suit the company's specific needs.

Enter the Allstar Plus card, a unique 'all in one' business credit and fuel card, managing fuel payments through the Allstar network and other expenses via VISA's network. This proved to be the solution best suited for Gateville's needs, establishing unique control settings for all 30 cards in use. This enabled the management team to set rules and processes covering what the cards could be used for, where they can be used and for how much.

The key to Gateville achieving an efficient expenses process was having access to one single view of every transaction, deep dive management information, and detailed descriptions of purchases. Allstar offered this with an online dashboard, a consolidated view of transactions and card controls that were configurable online.

By taking advantage of flexible payment terms, Gateville was able to build a strong reputation as a reliable payer when it came to dealing with suppliers, particularly important as many of Gateville's purchases are large purchases of vital building materials for its projects.

Not only did this open up a new and efficient way of operating for Gateville but working with Allstar helped them to operate in a way that suited their unique needs, with simplified expense tracking in one place as well as real-time, on-hand support.

### **Result - easy integration, maximum benefits**

"Making the move to Allstar for our expense management was one of the best decisions we have made as a company. It was easy to integrate into our existing systems, and has never caused a problem for us, quite the opposite in fact. It has reduced my own stress levels as the payment limit is so suitable for us that I no longer need to worry about limits. The cards are accepted anywhere thanks to the magic combination of Allstar and VISA's networks."

"It has been transformational for the team, having all payment needs combined into one card and having such a clear yet detailed view of all transactions. This is helped by having a great team at Allstar always standing by ready to help out with any questions or changes we might want to make.

### **Bogdan Catargiu, Managing Director**

Gateville Group

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By harnessing Allstar's suite of expense solutions, Gateville was able to focus on delivering its customers nationwide with best-in-class construction and repair work.

With custom payment terms and spending limits, Allstar Plus provides Gateville with better control of cashflow and how its employees purchase vital supplies.

[How can Allstar help your business?](#)

**Call us on 0345 266 5101**

