

CUSTOMER SUCCESS STORY

Spikeball™ Scores Big with Bill.com

Bill.com Enables Sporting Equipment Company to Grow Exponentially Without Adding Accounting Staff

Can you tell me a little about Spikeball™?

“Spikeball™ has created the world’s next great sport! When asked to describe the game, we say that if volleyball and foursquare had a baby, it’d be named Spikeball. The game soared in popularity right after we appeared on Shark Tank in 2015. We now have 26 employees and are on track to reach \$22M in 2019,” said Jurie Victor, Spikeball™’s Finance Manager & Bottom Line Aficionado.

How many bills do you pay per year?

“Last year we paid 2,200 bills and we are on track to double that this year. If we had to print out all of those invoices and manually cut checks, we’d have to hire at least one more full-time AP person.”

How are you using Bill.com?

“The Bill.com user interface is beautiful, clean, and easy to understand. It enters the invoices automatically, and that has definitely made a huge difference for me as the only accounting person on staff. I also love the approver system. We have two-stage approvals—the first level is the person in charge of the department, and it’s automatically forwarded to our COO for final approval. It also provides a great audit trail if we ever get inquiries about a payment.”

Are you using the New Bill.com International Payments solution?

“Bill.com enables us to pay our overseas vendors in local currencies or US dollars. We used to have to go to our bank to send wires. Each transfer cost \$15 and would take at least 15 minutes. That really adds up when you have hundreds of bills to pay each month! With Bill.com, it’s a 1-click operation.”



TYPE OF ORGANIZATION

Sporting equipment

EMPLOYEES

26

HEADQUARTERS

Chicago, Illinois

REACH

Over 1.6 million sets have been sold worldwide, used by an estimated 4+ million players each year

BILL.COM SERVICES

AP, Mobile application, Bill.com International Business Payments, Document storage system

ACCOUNTING SOFTWARE INTEGRATION

QuickBooks

Are you using the Bill.com mobile app?

“Everyone at Spikeball™ uses the mobile app. Our employees submit their expense reports into Bill.com and they can easily track when they’ll get reimbursed. Our contractors use the mobile app to send bills to me. Now when I’m on vacation, I don’t need to take my computer with me since I can do everything I need with the Bill.com mobile app.”

Have you used Bill.com customer support?

“I love Bill.com support! With just a few words, they know what your situation is. They suggest a potential solution, ask one or two follow-up questions, and then tell you to sync the system to see if the problem has been solved. I’ve never had to wait too long, and they always know how to solve your issue.”

Is Bill.com enabling you to keep up with Spikeball™’s popularity?

“The efficiency we’ve obtained with Bill.com is enabling us to keep pace with our amazing growth rate. Bill.com has changed my life significantly and enabled our company to grow—it’s simply an amazing AP solution!”

Visit **Bill.com** to learn how to simplify business payments

