

CASE STUDY

# Breaking free of generic banking technology reinvigorates competition in corporate expense reporting

GPS offered the flexibility to integrate with non-standard system with minimal complexity.



## About Volve

Simplify your corporate spend with Volve. The ideal finance collaboration tool for remote teams. Pay, submit, manage and track expenses anytime, from anywhere. Automated expense reporting, receipt tracking and matching eliminates manual entry and deters fraud. With easy software implementation, you could be up and running in minutes.

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*GPS can deliver everything on our roadmap so there will be no need to spend time and money switching processor at a later date*

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**Michael Zimmel**  
Founder and CEO of Volve

## Situation

Volve believe that too many Fintechs bring solutions to market using generic 'off the shelf' bank card technology. They realised this approach imposes many limitations and restrictions on the functionality that can be offered, frequently resulting in Fintech solutions offering similar functionality with poor user experience.

Volve wanted to take a different approach and identified that the market for automated corporate expense reporting was especially ripe for reinvigorated competition.

## Challenge

The Volve team chose to invest time and money in developing its own bespoke automated corporate expense reporting solution that would be distinctive in the market with a great user experience.

This forward-thinking strategy brought its own complexities including the need to find an issuer processor that was flexible enough to integrate with their non-standard system with minimal complexity.

'We wanted the freedom to choose an issuer processor that was right for us and our roadmap, not be stuck with a generic package of services that may not be exactly what we needed'. said Michael Zimmel, Founder and CEO of Volve.





## Solution

The team had a clear vision for how they wanted their solution to evolve. Multi-currency functionality was an important part of the offering from the outset. Longer-term, the team is looking to develop Volve's ability to deeply integrate with existing accounting software and extend its capabilities. Volve was also looking for the flexibility to diversify so it could achieve its strategic goal of being able to support wider program management solutions in future.

'As we knew what we wanted, we evaluated prospective processors based on clear criteria. We didn't want to integrate Volve with a processor and then find we can't add the functionality we need', explained Zimmel. 'GPS can deliver everything on our roadmap so there will be no need to spend time and money switching processor at a later date'.

The ability to closely control their programme was also an important factor for Volve. 'Features like adding granular rules at individual merchant locations are only possible with a powerful processor such as GPS', said Zimmel.

The team wanted to introduce an additional innovation into its solution. 'With the rise in popularity of e-wallets, physical cards have become less central to the transaction process', said Zimmel. 'But we still need something physical people can pay with at the Point of Sale. Wearable payment technology offers a better user experience than cards and GPS enabled us to introduce that into the expense management market'.

The team is also launching its solution in Asia. 'The presence GPS has already established in the region was another reason we chose to work with them', said Zimmel.

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*We very much appreciate our strong relationship with GPS and it's during challenging times like these that you feel the benefit most*”

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Founder and CEO of Volve

## Benefits

In addition to being able to deliver the Volve solution as the team envisioned, there were other unforeseen benefits of choosing GPS.

The programme was deep into its development stage when COVID-19 sent the UK and other countries into lockdown causing delays and making coordination of Volve's many partners far more challenging. 'We very much appreciate our strong relationship with GPS and it's during challenging times like these that you feel the benefit most', said Zimmel.

## Looking for a Paytech Partner? Let's talk about your big idea