

uShip Use Case

How uShip Used a B2B Marketplace Payments Solution to Grow Their Business



What happens when a successful B2C marketplace expands into B2B offerings?

For uShip, an online platform that connects shippers of large and bulky items (such as an 18-foot, 700-pound garden gnome!) and cross-country carriers, they knew their B2B purchasing journey had to exceed expectations; however, their current payment solution only accepted credit cards, which was limiting to the B2B buyers they wanted to attract.

As part of their B2B marketplace payments strategy, uShip wanted to offer real-time net terms and BNPL. Plus, they needed to include dynamic pricing in the check-out flow, since this was a key part of their sales process.

uShip chose to partner with TreviPay, based on our proven experience in purpose-built B2B payment solutions. Plus, we offer everything uShip needed, including a seamless check-out experience, instant trade credit solutions, predictable cash flow, and the scalability to handle future growth.



Seamless Check-out Experience



Instant Trade Credit Solutions



Predictable Cash Flow



Scalable for Future Growth

“B2B buyers demand payment terms because of large repeat purchases, credit cards simply aren’t practical. uShip originated as a consumer focused business and needed to adapt to B2B. We selected TreviPay as a trusted partner to help us adapt.”

Chris Neeley
Controller | uShip



And grow they did—fast!

After launching the TreviPay B2B payments solution, uShip did experience growth. And it happened faster than they expected. In just 10 months, the average month-over-month spending per account increased by a whopping 450%.

Fortunately, their TreviPay solution was able to keep up, giving the uShip team time to stay focused on expanding their shipping business. Brooks Lyford, uShip product manager, summarized it simply, “if we didn’t have TreviPay right now, we would still be doing to same amount with the same partners.”

450% increase

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About TreviPay

At TreviPay, we believe loyalty begins at the payment. Thousands of sellers use our global B2B payments and invoicing network to provide choice and convenience to buyers, open new markets and automate accounts receivables. With integrations to top eCommerce and ERP solutions and flexible trade credit options, TreviPay brings 40 years of experience serving leaders in manufacturing, retail and transportation.

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