

Clark Hill

Clark Hill is a multidisciplinary, international law firm that draws on their attorneys' comprehensive industry and policy knowledge and a global network of industry advisors and subject-matter experts to provide innovative legal solutions and client-service excellence worldwide. One of the largest firms in the U.S., they are a committed partner to a diverse range of leading brands, forward thinking businesses, public entities, nonprofit organizations and individuals.

Ranked as a top 100 client service law firm in the U.S. by the BTI Consulting Group as well as in the AM Law 200. Also home to 64 "Best Lawyers in America"

Established in 1890, with over 100 years of experience and 600+ attorneys spread out over the country and even internationally, it is one of the largest law firms in the U.S.

Full service areas of practice include Business Legal Services, Personal Legal Services, Government & Public Affairs, HR, and more.

The Problem

The law offices of Clark Hill follow several guiding principles, from providing more than what's expected of them, to focusing on building and maintaining strong relationships. These principles extend to their relationships with their suppliers and how they interact with them, including the way they pay them. Combined with the continual trends of innovation within the payments industry as well as the rising costs of paper checks, Clark Hill saw the issue of supplier payments as a heightened priority coming into 2018.

How Finexio Solved It

From the beginning, Clark Hill and Finexio worked with seamless collaboration, working with Finexio's 24/7 onboarding and supplier enrollment team to segment suppliers for an effective campaign as well as to define optimal communication strategy and prioritization. Consistent communication between Clark Hill and Finexio enabled a very successful electronic payments campaign. Within the first six months of launching, over 30% of their suppliers were enrolled in electronic payment methods, working towards the goals of hard dollar cost savings and improving supplier relationships by improving the speed and security of the payments they receive from Clark Hill.

The Results

30%

% of spend enrolled in electronic payment methods in the campaign's first six months

\$12M

Dollars of spend enrolled in revenue creating virtual card payments in the campaign's first six months

\$100k

Projected captured benefit (revenue share + cost savings) based on year to date campaign metrics*

*As of March 1st, 2019