

MAXIMIZING WORKING CAPITAL

How a leading pet care manufacturer strengthened supplier payments and liquidity



In the competitive pet care industry, balancing timely supplier payments with efficient cash flow is critical for growth. Compana, a leading pet care manufacturer, sought to streamline its supply chain financing while giving suppliers fast access to funds.

THE CHALLENGE:

Improving working capital and supplier reliability

Compana worked with a large network of suppliers, many on short payment terms, which created pressure to pay vendors quickly while managing internal cash flow. Leadership needed a solution that could provide timely payments to suppliers, extend terms without disrupting operations, and adapt as market conditions shifted.

“We needed a solution that was going to be able to get vendors paid on time as well as provide us with the ability to leverage and extend those payment terms without disrupting business,” said Jeff Harper, Corporate Controller at Compana.

Company profile



LOCATION

USA



COMPANY SIZE:

Enterprise



INDUSTRY:

Manufacturing



FINANCING SOLUTION:

Supply chain finance



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THE SOLUTION:

Flexible supply chain finance

eCapital worked closely with the finance team to design a tailored supply chain finance program. The solution included:

- A digital platform giving buyers and suppliers full visibility into invoices, available credit, and repayment schedules.
- Quick implementation with minimal setup, enabling immediate working capital access.
- Same-day funding options for suppliers, accessible in just a few clicks.
- Expanded facility features over time to match evolving business needs.

“Our suppliers are never more than three clicks away from a screen confirming that they'll receive cash the same day,” explains Jeff.



The facility has expanded since we began our partnership with eCapital, and it has really provided us with the flexibility we need to run everything."

— Jeff Harper, Corporate Controller
at Compana

THE RESULTS:

Greater liquidity and supplier satisfaction

Since implementation, Compana has optimized its working capital, extended payment terms without operational disruption, and provided suppliers with faster access to funds. Daily visibility into invoices and supplier activity has improved financial decision-making, and the flexible program has scaled with the company's growth.

“The facility has expanded since we began our partnership with eCapital, and it has really provided us with the flexibility we need to run everything. The eCapital FastTrack interface is very user friendly, and it's an easy process for us to get a snapshot of where we are as a business,” adds Jeff.

LET'S TALK

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