

Seamless at Scale

How Salabam Solutions eliminated payment friction and accelerated B2B growth with WEX



Salabam Solutions is a travel tech company specialized in B2B solutions, with a primary focus on loyalty programs and corporate welfare (employee benefits). As its B2B operations expanded, the complexity of managing payments across markets increased significantly.

The tipping point came when Salabam Solutions realized its existing virtual card infrastructure could not scale with growth. Credit constraints, FX losses, and inconsistent card acceptance were creating operational drag and limiting expansion.

To remove friction and unlock growth, Salabam partnered with WEX.



A photograph of a business meeting. In the foreground, a woman in a white blazer is shaking hands with a man in a dark blue suit. They are standing over a desk where a laptop is open, displaying charts and graphs. The scene is brightly lit, with a strong sun flare on the left side.

“We never felt left alone whether we were requesting tailored features or integrating new technological solutions.”

Diego Furlani
COO

THE CHALLENGE

As a B2B travel player, Salabam Solutions frequently advances funds before settlement. As transaction volumes increased, so did growing pressure in 3 critical areas:



Financial Pressure Limited credit capacity & FX inefficiencies created cash flow constraints



Operational Bottlenecks Integrations with multiple travel suppliers required consistently high acceptance rates & reliable payment infrastructure



Security & Control Maintaining strong fraud protection & full visibility across financial flows was essential to protect customers & partners alike

Without a scalable credit solution, growth required compromise.

Financial Pressure



Limited Credit Capacity

Insufficient credit availability created cash flow pressure as Salabam Solutions advanced funds for supplier payments before settlement

Cross-border FX losses

Currency conversions & insufficient payment routing increased transaction costs & unnecessarily reduced margins

Financing inefficiencies

Restricted liquidity limited the ability to reinvest in strategic growth initiatives such as marketing & customer acquisition



Operational Bottlenecks

Lack of Supplier Satisfaction

Delayed or failed payments created supplier frustration & increased support requests, impacting trust across the network

Payment Reliability Challenges

Inconsistent payment processing across 3rd party travel platforms created operational complexity & reduced inefficiency

Manual Reconciliation

Manual processes slowed financial close cycles & created operational strain on finance & customer support teams

Security & Control



Safeguarding Financial Flows

Protecting against fraud & system vulnerabilities was critical for maintaining trust with suppliers & partners

Full Payment Visibility

Requiring end-to-end transparency across payment flows to maintain control & accountability across its growing network

Reliable Payment Infrastructure

Securing a robust & resilient virtual card program was essential to support scalable operations without risk

The Solution

WEX implemented a customized virtual card program built for travel scale. From onboarding through integration, providing guided, proactive support.

The human partnership mattered equally

Implementation: structured, proactive, reliable

- Payment reconciliation workflows
- Refund reporting automation
- Technical integration and VCC issuance
- Development roadmap alignment

New solutions moved into production on schedule

Key capabilities delivered

- *FX-optimized multi-currency billing*
- *Automated reconciliation and reporting*
- *Real-time remittance data visibility*
- *24/7 virtual card issuance*
- *Strong global supplier acceptance*
- *Robust credit line to relieve cash flow pressure*

+1%

FX cost savings

25 hrs.

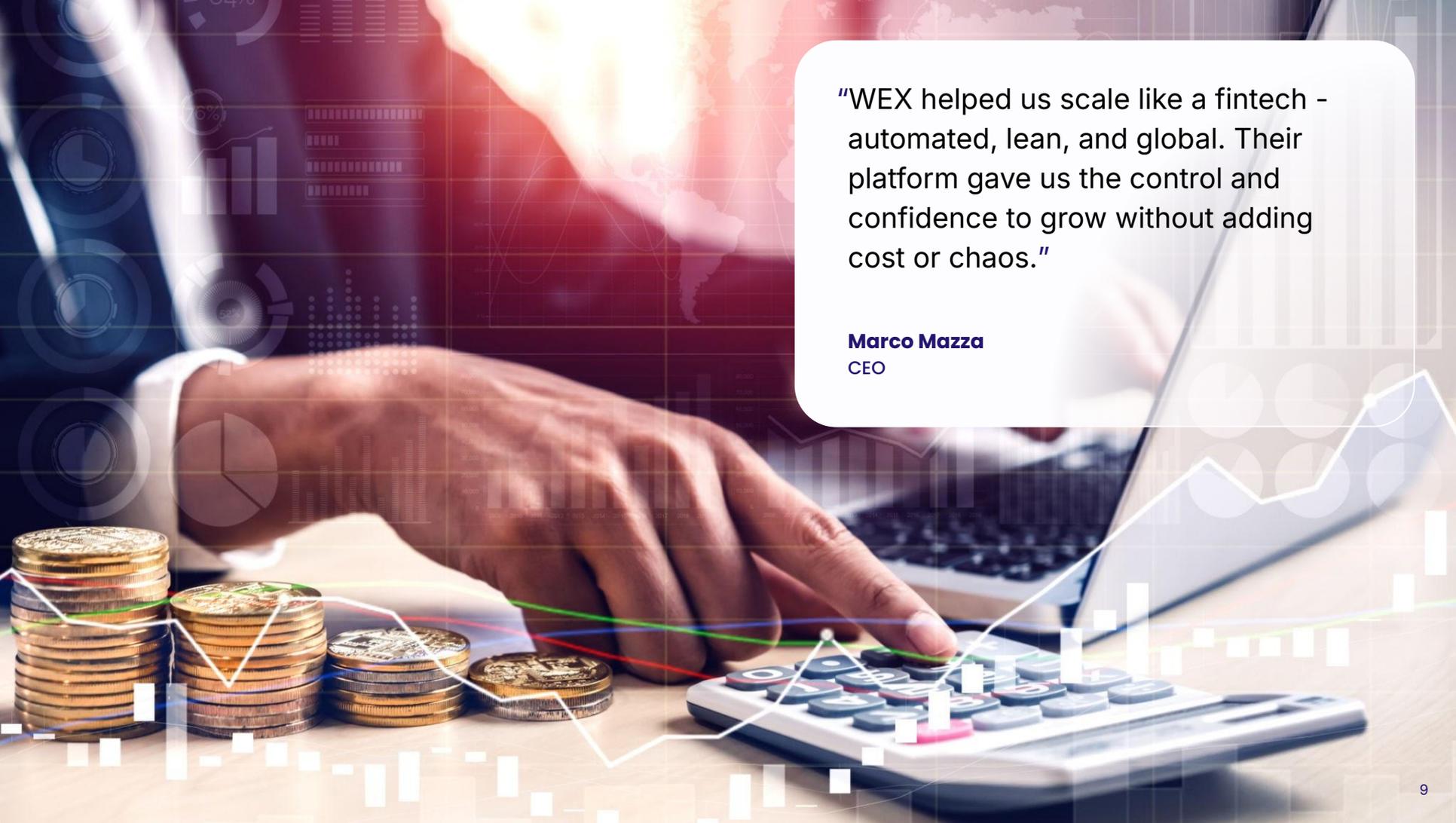
per month saved

2x

Reconciliation time

↓100%

Supplier Support Tickets



"WEX helped us scale like a fintech - automated, lean, and global. Their platform gave us the control and confidence to grow without adding cost or chaos."

Marco Mazza
CEO

The Results

Supplier Acceptance

Reliable Global Card Acceptance: Consistent payment approval across the supplier network

Stronger Supplier Relationships: Fewer payment failures & reduced supplier network

Predictable Payments: Suppliers receive payments reliably & on time

Operational Efficiency

Automated Reconciliation: Reduced manual finance workflows

Fewer Support Tickets: Less time spent resolving payment issues

Scalable Operations: Higher transaction volumes without added complexity

Strategic Growth Impact

Financial Enablement: The credit line enables short-term marketing investments that directly drive sales growth.

Operational Scalability: Salabam now handles significantly higher sales volumes while maintaining the same headcount in administration and customer care.

Fixed costs remain stable as revenue grows.

LOOKING AHEAD

Salabam Solutions plans to expand its supplier network into APAC and South America with WEX as its global virtual card backbone by ensuring streamlined operations and localized control in every region.

Salabam Solutions can expand confidently into new markets without re-engineering infrastructure.

Payments are no longer a constraint. They are an enabler.

Learn more about WEX and how you can save time and money for your business.

Get in touch with a WEX representative today.

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