



Case Study

Double Robotics Makes Payments Easy for Institutional Customers

Double Robotics is a technology startup company that produces iPad-based telepresence robots called Double and Double2

Industry	Features	Business type	Website
Technology	Payment processing	Manufacturing	Doublrobotics.com

The problem

DR sells its innovative, high value, telepresence robots to large institutional customers, like universities and government organizations. Their customers often work with traditional payment methods, like wire transfers and paper checks, and have the long payment cycles one would expect from large traditional organizations. This translates into significant payment delays for DR.

“

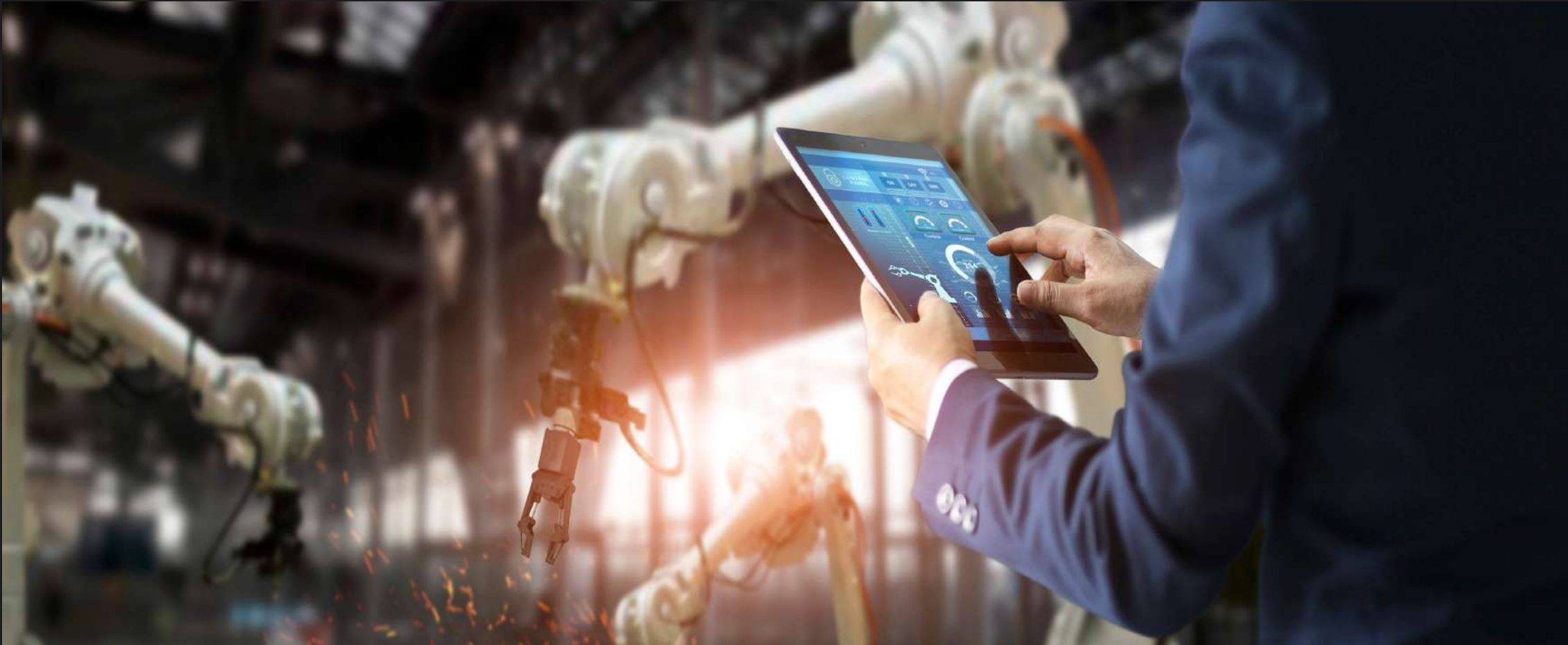
As a technology company, we aim to make every customer touchpoint sleek and enjoyable. Balance takes the friction out of our payment experience and removes the burden of accounts receivable on our side.

David Cann / CEO, Double Robotics

The solution

With Balance, DR accepts payments from traditional organizations in a more modern way, providing a frictionless buyer experience. After DR issues an invoice to one of their buyers, and following a successful risk assessment by Balance, DR gets paid instantly by Balance.

DR lowered their accounts receivable burden by hundreds of thousands of dollars, removed transactional risk, and spared their company the overhead of collection, reconciliation and settlement with Balance-financed transactions.



Learn more

With Balance, merchants simply log in to accept payments any way for their online or offline business - and get paid instantly.

[Learn more](#) about automated payment operations, accepting multiple payment methods, flexible payment mechanisms, automated collections and more.