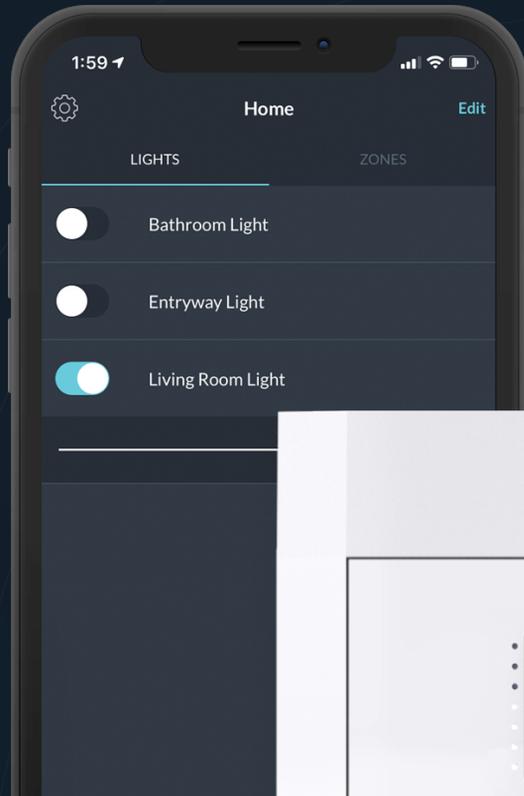


TORPAGO CASE STUDY



deako

Deako created the industry's first plug-n-play light switch to make lighting customization more accessible.



INDUSTRY
Electronics/IOT



LOCATION
Seattle,
Washington



USED FEATURES
Quickbooks
Custom Expense Policy

40

Deako employees
that use Torpago

\$36M

Funds
raised

Life Before Torpago

THE CHALLENGE

Deako found themselves allocating substantial time and resources to the manual expense reporting and reimbursement processes. As their organization and customer-base continued to grow, these issues persisted and became more costly. Upon searching for an alternative solution, many platform options either did not address all their concerns or provide a promising improvement to their efficiency.

A Quick Fix to an Expensive Problem

THE SOLUTION

Deako selected Torpago after a competitive vetting process that considered multiple potential corporate credit cards and spend management platforms with thorough analysis of their capabilities and technologies. Deako was initially attracted to Torpago's seamless integration with QuickBooks Online, as well as Torpago's guarantee of no licensing fees, giving them free range to issue unlimited virtual and plastic cards to all their employees at no additional cost.

After being quickly approved, the benefits of switching to Torpago became more apparent for Deako. "Upon issuing physical cards to our 40+ employees, we were ecstatic to receive our cards expedited within two business days. The Torpago cards arrived much faster than corporate credit cards we used in the past," exclaims Joel Betonte, Deako's Head of Finance. Compared to the five-to-seven-day standard offered by competitors, many of which are devastated by the

long-lasting supply chain complications in the current climate, Torpago's shortened wait time allows customers to begin making business purchases shortly after cards have been issued. As for virtual cards, these were available immediately after approval, which allowed the Deako team to start spending on day one. This ease of use reaffirmed Deako's decision to go with Torpago.

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BACKGROUND

In 2014, Deako Founder Derek Richardson sought to create the industry's first plug-and-play light switch, making lighting customization more accessible and giving consumers the freedom to personalize their lighting to suit their lifestyle. Based in Seattle, WA, their wide array of products provide safe, energy efficient, and convenient lighting without having to sacrifice aesthetics and ambiance.



CASE STUDY

A “Scale - Proof” Service for All

As the company continued to take complete advantage of Torpago’s services, Deako became increasingly confident that the days of manual expense reporting were behind them. “Torpago has been a terrific partner for us as we have and continue to scale the business. The software is ‘scale-proof’ and has proven to be able to adapt to our growing needs. Torpago will be alongside us at each milestone.” Deako appreciates the personal, yet professional relationship Torpago has nurtured with them, feeling empowered to provide receptive feedback that has resulted in beneficial product development updates. “We recently approached Torpago with a request to integrate with Okta, a single sign-on (SSO) service that we use internally. As Torpago had already been preparing to integrate SSO into their platform, they worked with us to move the Okta integration up on their roadmap, allowing us to further benefit from our partnership with Torpago.”



Looking Forward

Deako is now able to make worry-free business transactions anywhere Visa® cards are accepted and earn cash back on every purchase. By implementing Torpago, Deako can comfortably continue to grow without having to be burdened with manual processes that result from traditional spend management platforms.