


# Vendor Onboarding : 6 benefits of Automating Bank Account Validation in Ivalua with Trustpair

Synchronization 

Trustpair controls

- Favorable
- Unfavorable
- Data format
- Favorable
- Pending





01. Fraud Trends - Blocking the Surge in Vendor Fraud with Secure Vendor Onboarding
02. Trustpair x Ivalua's Connector - Securing Your Source-To-Pay From Day One



With the expertise of:



ivalua

Stephen Carter  
Director of Product  
Marketing



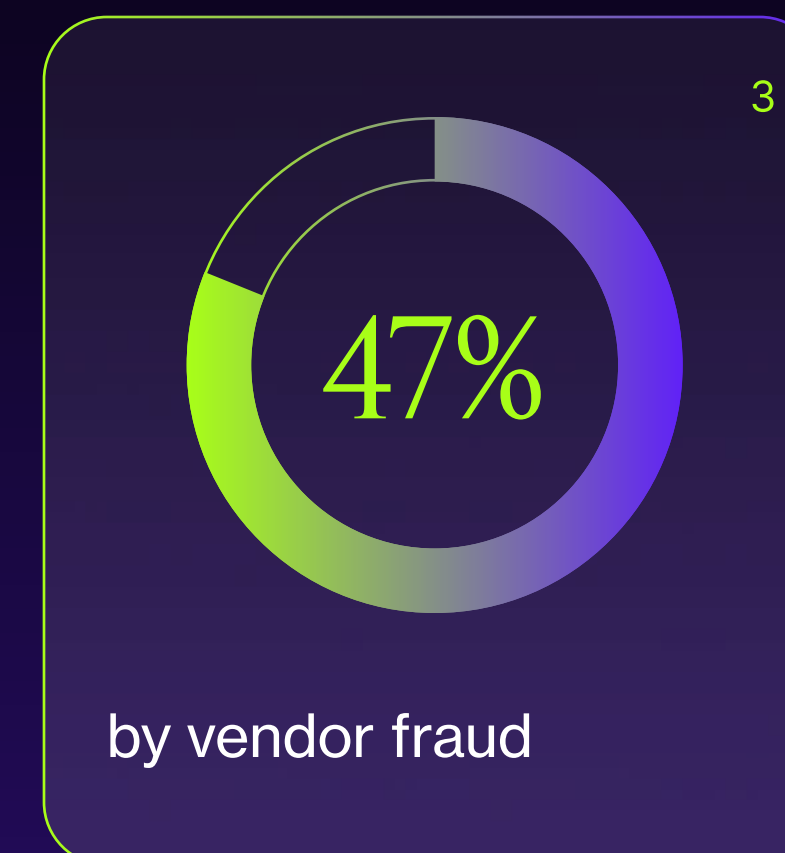
Trustpair

Nicolas Pang  
Pre-Sales Engineer



# 01. Fraud Trends - Blocking the Surge in Vendor Fraud with Secure Vendor Onboarding

The procurement landscape is increasingly vulnerable to sophisticated fraud schemes, with a **notable surge in vendor fraud** affecting the source-to-pay cycle. Our 2024 Fraud Study revealed that an alarming 96% of businesses reported at least one fraud attempt in 2023, and 47% at least one vendor fraud attempt.



# A - The Growing Threat Within the Source-to-Pay Cycle

Fraudsters are exploiting technological advancements to infiltrate procurement systems, often **altering or corrupting data to reroute financial flows**. This trend is evidenced by the 71% increase in fraud incidents over the past year, highlighting significant vulnerabilities in traditional vendor verification methods. The ease with which fraudsters can now mimic legitimate business communications—using tools like deepfake technology and sophisticated phishing attacks—poses a huge risk to procurement integrity.





# B - Strategic Defense: Securing The Vendor Onboarding

An unsecured S2P process is an open door to **fraud, inefficiencies, and errors**. Every stage of the S2P process offers its unique challenges. Supplier onboarding is a big milestone in the S2P. It's the beginning of your relationship with a new supplier and it can determine the rest of the partnership. Poorly onboarded suppliers can lead to erroneous payments, fraud, and compliance breaches, which can cascade into larger operational issues. Rigorous and automated validation of vendor information during this stage is paramount to prevent financial losses and protect the supply chain from disruptions.

“Most cyber attacks aim at extracting data and then using that data for something else, for malicious means - sometimes to edit supplier records and divert funds. That's where Trustpair and Ivalua come in: we can identify and flag any change and trigger an alert but we can also validate the genuine changes in information. It's about removing the opportunity to commit fraud.”

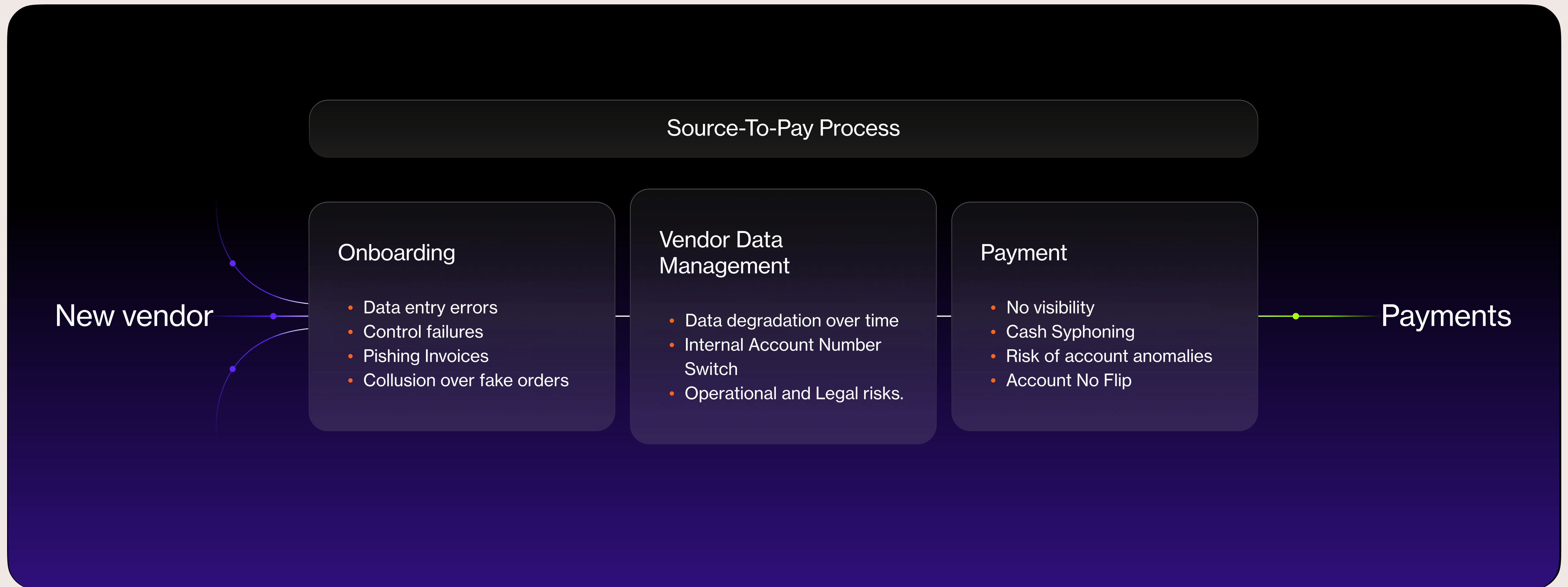


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**ivalua**



# The 11 Risks That Can Affect Your Source-To-Pay





# C - Leveraging Automation for Enhanced Security

Incorporating fraud prevention directly into existing tools such as Ivalua, offers a seamless solution to strengthen defenses. **Trustpair's integration with Ivalua provides real-time, accurate vendor validations during vendor onboarding**, reducing fraud opportunities by ensuring all data is verified in case of change requests during the entire S2P. Our tool not only addresses current fraud tactics but is also adaptable to counter future threats, thereby fortifying the procurement cycle against potential vulnerabilities.

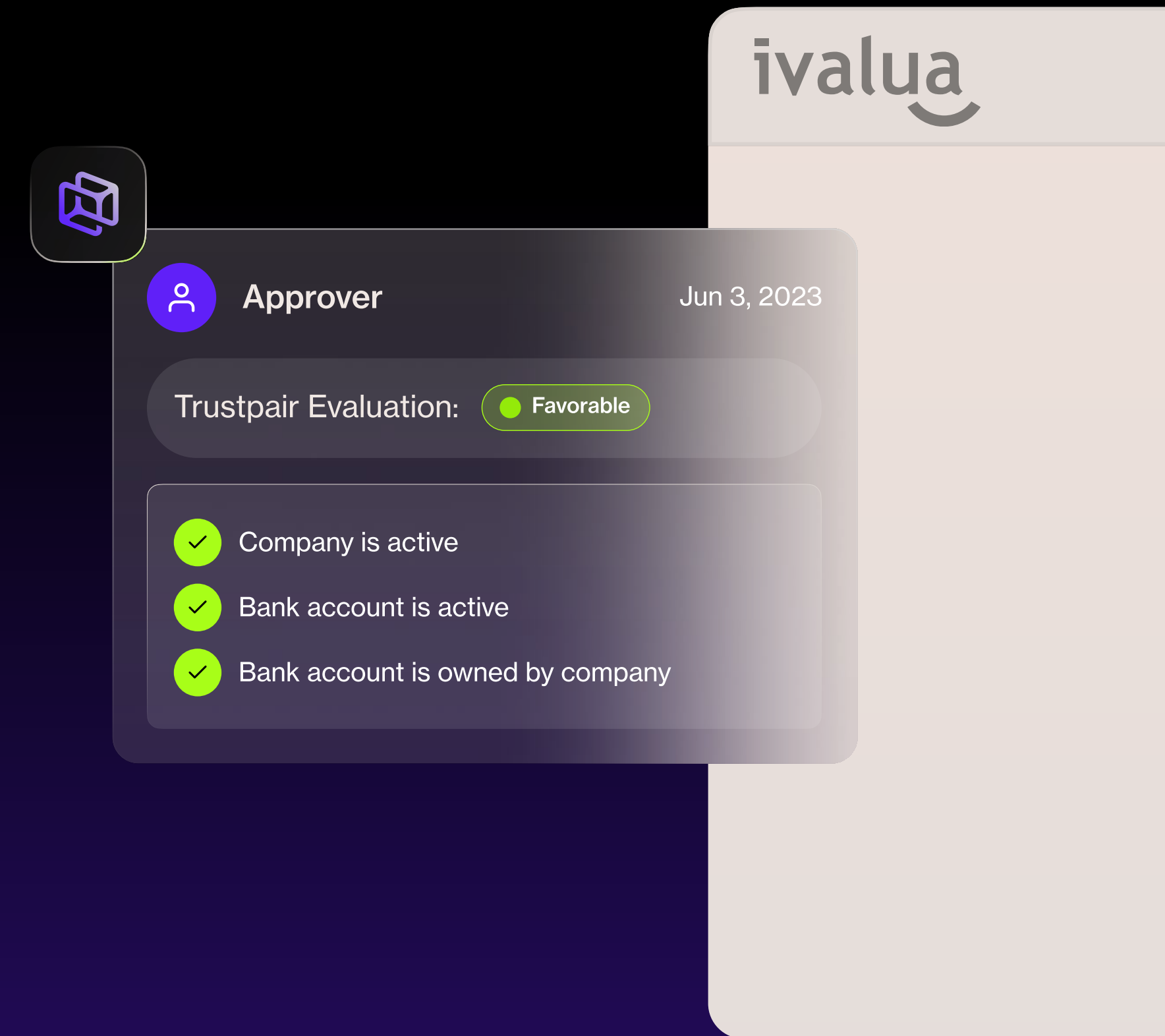
“The power of the solution is that it's straightforward and to be honest, most customers don't even know they're using it. That's the entire point of a embedded connector”



**Stephen Carter**  
Director of Product  
Marketing



# 02. Trustpair x Ivalua's connector - Securing Your Source-To-Pay From Day One





# A - How it works

- ✔ Trustpair add-on directly on the Ivalua portal: no additional platform or login.
- ✔ For each new vendor entry, a Trustpair account ownership verification is automatically triggered on this vendor's banking data.
- ✔ This evaluation checks: the vendor status (company ID, existence, etc.), the bank account status (correct format, account is open, etc) and the correlation between the 2.
- ✔ The Trustpair evaluation appears directly on the vendor' approval workflow on Ivalua, with a contextualized assessment and explanation. The workflow can be personalized to the Trustpair evaluation.
- ✔ Assessments include the following results: confirmed, unconfirmed, unfavorable, anomaly.
- ✔ The automated evaluation is triggered in case of any data change request during the S2P - whether it comes from a vendor directly or someone internally.

“Our solution comes into play at the supplier's onboarding stage, from the moment the supplier enters information about his company, bank account, etc. This triggers a Trustpair evaluation that will appear directly on the supplier record. The customer can then choose to validate - or not - the creation of this new vendor.”



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Pre-Sales Engineer





# B - Trustpair x Ivalua Validation Workflow

## 01.

New vendor adds his information on the client's Ivalua platform: company ID, address, contact information, bank account number, etc. The client can also enroll the new vendor himself.

## 02.

Once added, vendor information is submitted to the client.

## 03.

An instantaneous Trustpair evaluation is triggered and checks the legitimacy of this vendor and his bank account.

## 04.

Trustpair's evaluation appears on the vendor file: confirmed, unconfirmed, unfavorable and anomaly. The customer can take the course of action he wishes: validate or not the creation of the new supplier.





# C - The Main Benefits of the Trustpair x Ivalua Embedded Connector



**A seamless experience:** you won't even notice you're using a different tool as it all happens directly on your Ivalua platform. No need for intensive training.



**An easy deployment:** the native connector is an add-on on the Ivalua platform. Once you request it, it can be live in 48 hours. No need for specific developments.



**100% secure S2P:** each new vendor's banking data is checked thoroughly and any change request during the S2P is equally monitored. Your S2P and vendor payments are secure.



**More efficiency:** rather doing manual vendor data checks - by email or phone - it's all automated on the Ivalua platform. Teams gain time and efficiency.



**High level of traceability:** controls and actions are traceable. You can see precisely whether controls have been carried out, by whom and when. This ensures that controls are compliant and reduces the risk of internal fraud.



**Secure data:** vendor data is systematically controlled at onboarding on Ivalua. This means any further dispatch to your ERP is 100% safe.

# Thank You



Secure B2B payment, goodbye fraud.  
Trustpair is the leading payment fraud prevention platform. More than 250 companies worldwide have already wiped out fraud with the platform.

[Talk to an expert](#)



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