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Tribal Credit Leverages Strongbox.ai to Boost Customer Growth

SAN FRANCISCO, May 27, 2021 — US-based fintech [Tribal Credit](#) has selected Finagraph's [Strongbox](#) to better serve small and medium-sized companies in emerging markets and power customer insights and understanding.

Strongbox collects and analyzes businesses' financial data, generating key outputs for underwriting teams to power data driven decisions and risk analysis.

"Our business is built on a deep understanding of our customers. Strongbox is helping us gain key financial data insights, allowing us to better support our customers' growth," says Duane Good, President and COO of Tribal Credit, which uses a proprietary AI-driven approval process to provide emerging-market SMEs with both virtual and physical corporate cards as well as a spend management platform.

Tribal Credit has raised $42 million since its launch early last year, and has been maintaining a steady monthly GTV growth of 40 percent despite COVID-19 related disruptions.

"Tribal is leading the market in modern financial tools," said James Walter, Founder & CEO, Finagraph. "We are pleased they selected Strongbox to instantly gain powerful analysis and insights in customer financial data."

"The better we know our customers, the better we can serve them. Strongbox is a breakthrough tool that we can use to better understand customers and deepen that relationship by providing a secure, simple, and easy way for customers to share their information," explains Duane.

About Tribal Credit

Tribal Credit is a fintech company built for emerging-market SMEs looking for a better way to pay business expenses and optimize their financial management. The San Francisco-based startup provides modern payment methods like multi-currency physical and virtual business Visa cards and a powerful spend management platform to track and control expenses — all in one seamless interface. Founded by serial entrepreneurs, data scientists and fintech execs, Tribal Credit is on a mission to power SMEs' growth in emerging markets to bridge the business financial inclusion gap in payments and financing. Tribal Credit is backed by QED Investors, Partners for Growth, BECO Capital, Global Ventures, Stellar Development Foundation, Endure Capital, 500 Startups, Endeavor Catalyst and OTG Ventures. The company is also part of the Visa Fintech Fast Track program among an elite group of fintechs. Learn more at https://www.tribal.credit

About Strongbox

Strongbox is a platform that collects and analyzes financial data from a business' accounting system. Strongbox outputs are used by credit teams to standardize decisioning criteria and automate risk analysis as well as M&A teams to streamline financial due diligence. The benefits for businesses are realized through the Strongbox easy, one-click interface to securely provide financial information to authorized third parties. Learn more at www.strongbox.ai

About Finagraph

US-based Finagraph specializes in real-time financial data collection and analysis from accounting systems (i.e., QuickBooks, Xero) to drive business intelligence solutions for lenders, accountants and businesses. Finagraph has a 10-year history of building innovative financial tools and offers full API as well as turnkey solutions to some of the largest financial services providers in the world. Learn more at www.finagraph.com