

B2B Buy Now, Pay Later for Telesales

HOKODO

Hokodo's B2B BNPL solution can be integrated into your telesales process to help your sales teams gain a competitive advantage and win more deals by offering favourable payment terms to a greater number of buyers.

Here's how it works.



01

Your account executive wants to finalise a telesale.



They can instantly check what payment terms are available for the buyer (either via our portal or directly displayed into your CRM) and close their sale more effectively.

Company Type

Registered Company

Sole Trader

Company Information

02

Hokodo's APIs return suitable terms and a credit limit in under half a second.



The only information we need is the business name and address of your buyer or their company registration number.

03

Once the deal is confirmed, the buyer is sent a payment link and invoice.



They choose their payment terms and preferred payment method – such as direct debit, credit card or bank transfer – for future settlement. If your buyer prefers not to choose payment terms, the ability to pay immediately can also be offered.

Payment plan

H

Pay now

Pay in 14 days

Pay in 30 days

Pay in 60 days

Pay in 90 days



04

You choose when to get paid.



You choose whether to get paid upon delivery or completion of the service, on the due date or when the buyer completes payment.

05

Your buyer pays for their purchase.



On the due date, the buyer pays their invoice. We've got your back: you keep the money even if your buyer doesn't pay.



06

We take care of risk and collections.



Hokodo's solutions are backed by Lloyd's of London, so you can trade in the knowledge that you're protected from all credit and fraud risk. If a buyer defaults on their payment, we'll handle it.

PAYMENT REMINDER

Dear Customer,

This is a reminder that your payment for order number #7856X is now overdue. Please click the link below to make your payment.

[Continue](#)

The Hokodo Team

Want to learn more?