



## Taking the cost out of international payments

### ORGANISATION PROFILE

**Organisation Name:**

Children in Crossfire

**Web Address:**

[www.childrenincrossfire.org](http://www.childrenincrossfire.org)

**Location:**

Derry, Ireland

**Industry:**

Non Government Organisation

### STORY HIGHLIGHTS

**Challenge:**

Multiple currency conversions eating into funds sent to Tanzania

**Solution:**

NGO GlobalPay and Retail Payments simplifies the movement of funds

**Results:**

Efficient currency conversion strips out FX costs

### The Challenge:

#### Funds eaten up by multiple conversions

Children in Crossfire helps vulnerable children in Tanzania and Ethiopia who are suffering the injustice of poverty. It focuses on education, health and nutrition to ensure children get the best possible chance in life.

In Tanzania Children in Crossfire supports quality education in kindergarten and pre-primary classes by training teachers, providing stimulating learning environments and building a scalable model for early childhood education.

Children in Crossfire adopts a partnership approach with local civil society organisations (CSOs) in Tanzania to deliver on its programme of work. This involves remitting maximum funds for maximum impact.

However with the euro as a major receivable, and Tanzanian shilling the principle expendable Children in Crossfire found that currency conversion was becoming a major expense.

It previously used a banking provider that automatically converted euro receivables into GBP. Children in Crossfire would convert these funds into USD and disburse to the Tanzania office where funds were finally converted into Tanzania Shilling (TZS) at the local bank.

This complex process meant fees and exchange rates were eating into funds. Children in Crossfire realised it needed the ability to send funds in local currency to reduce transaction fees and costs.

# Stripping out currency conversion costs allows Children in Crossfire to send more funds into the field.

## The Solution: Holding balances eliminate conversion costs

Children in Crossfire now manages its foreign payments using WU® NGO GlobalPay. This online platform allows it to easily send and receive foreign currency payments and hold incoming funds in a holding balance for up to 90 days.

NGO GlobalPay means it is easy for the organisation to receive and manage EUR payments without requiring a foreign currency account. It no longer needs to convert funds into GBP or USD. Instead funds are converted directly into Tanzania's local currency, effectively stripping out unnecessary FX costs.

With online approval models, and a centralised incoming and outgoing payments function Children in Crossfire now has enhanced levels of control over its processes. And, intermediary bank follow up is handled by Western Union Business Solutions which helps reduce administrative tasks.

Children in Crossfire was also attracted to Western Union Business Solutions for being one of the only payments providers with an employee/company funded charity – The WU Foundation.

## The Results: More funds for children in need

Today, Children in Crossfire can get more funds out to the field where support is needed most. The organisation now makes one single currency conversion, and the Tanzanian office no longer has to convert USD into TZS at the local bank. This equates to significant cost savings, as well as helping funds arrive where they're needed quickly.

NGO GlobalPay also provides Children in Crossfire with access to real time exchange rates, which provides full cost transparency prior to sending or receiving international payments.

Kevin Gallagher, Finance Manager, Children in Crossfire, explains, "There is no need to lose funds through conversions, especially when we know how important these funds are out in the field. We now manage all payments in one platform which gives us full visibility of where and when a payment has been made or received.

"The Western Union Foundation, like Children in Crossfire, also focuses on education initiatives throughout the world. As such, Western Union Business Solutions is not just a payments provider but also a partner to our peers."

**“ We no longer have to worry about exchange rates and conversion. We can receive and hold funds in over 30 currencies and concentrate on the work in the field. We know the funds will arrive, and be on time. ”**

*Kevin Gallagher, Finance Manager, Children in Crossfire*

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