

SUPPLIER SUCCESS STORY

Four and a half years using the Direct Commerce portal, and getting paid on time was never a worry.

Supplier

Cyber Security & Risk
ADVISORS

Customer

LOCKHEED MARTIN 

OVERVIEW

Chandu Vemparala runs a one-person cybersecurity consultancy, Cyber Security & Risk Advisors, out of North Carolina. For four and a half years, he provided cybersecurity and risk advisory services to USPS through a subcontract with Lockheed Martin, logging time and getting paid entirely through Direct Commerce, integrated with Lockheed Martin's ExoStar platform.

BEFORE →

- ✗ Industry-standard net terms of 45 to 90 days
- ✗ Payment uncertainty eating into focus and headspace
- ✗ Admin work pulling focus from client work

→ AFTER

- ✓ Log hours weekly, get approved, get paid
- ✓ Direct deposit, zero hiccups, four and a half years
- ✓ More time for the cybersecurity work, not the paperwork

Direct Commerce is the product I'd want any client to use. Whatever else is out there has big shoes to fill.

CHANDU VEMPARALA

Cybersecurity & GRC Consultant, Cyber Security & Risk Advisors

CHALLENGE

Small businesses live and die by cash flow, and net payment terms across the industry often run 45 to 90 days. For a one-person shop with no finance department to absorb the wait, that lag isn't just an inconvenience. Chandu hears the same complaint from other small business owners at industry meetings again and again: getting paid on time is the exception, not the rule.

"I never worried about hiccups. I was able to comfortably work more, primarily focused on the actual client work."

SOLUTION

Every week, Chandu logs his hours directly in Direct Commerce, integrated with Lockheed Martin's ExoStar platform. Once approved, payment lands straight in his bank account. In four and a half years, he says it never once broke down.

- **Simple weekly logging.** Enter hours, get approved, get paid.
- **Direct deposit, every time.** No wires to chase, no checks to wait on.
- **Zero hiccups.** Four and a half years without a single issue.

RESULT

Chandu is a one-person business, no finance team, no back office to absorb a slow payment cycle. For four and a half years, that never mattered, because he never had to think about whether a payment would show up. That freed him to focus on the work he actually built his business to do: cybersecurity and risk advisory services, not chasing invoices. He's now looking for his next engagement, and the bar Direct Commerce set is one he hopes whatever comes next can match.

Direct Commerce powers the invoice and payment experience suppliers rely on every day, giving small businesses the same fast, dependable cash flow as companies many times their size.

"Getting a timely payment is the biggest thing. With Direct Commerce, it was worry free."