Founded in 2017, Anduril has quickly grown to over 200 employees. The defense company builds products for national security and law enforcement, employing a large engineering team responsible for conducting rapid research and development. As part of the research and testing process, engineers need to buy materials for prototypes - which can be expensive and comes with a high risk of fraud. Anduril needed to find a way to get control over spending as they scaled—without slowing the speed of innovation.

Initially, employees had two options to make purchases on behalf of the company: a physical corporate card or a personal credit card. However, the process for procuring physical cards was slow and difficult, and it didn't make sense to issue a card for every employee. But employees without the corporate cards didn't want to put these purchases—sometimes thousands of dollars—on their personal cards. With either method, the employee was required to fill out an expense report afterward which created additional work and sometimes anxiety.

> "Even in the best scenario, it would take 2 weeks using an expense reimbursement model, between approvals and ACH reimbursement. So you're asking people to hold a huge balance on their personal card," said Matt Grimm, Co-Founder and COO of Anduril.

In addition to friction and the company liability of unpaid expenses, the reactive nature of expense reimbursement meant Finance had no visibility into what was being spent. "The only type of visibility or approval would be after the fact. Employees would go out and spend willy-nilly, and then we'd have to find out why something was spent, or why there wasn't an approval. It's not fun to have those conversations," said Phil Hall, Head of Finance.

Further complicating issues, the nature of Anduril's business meant the R&D team was often buying test materials from vendors that didn't always have secure websites, which led to fraud. Phil and Matt would have to cancel the frauded card, figure out which other subscriptions that card had been tied to, and assign a new payment method for each subscription. It happened several times, sometimes to cards tied to critical business functions and core systems. The team knew they needed a better solution.

Anduril chose Teampay to solve these pain points. With Teampay, Phil and Matt obtain pre-approvals on all spend, remove the burden for employees to float personal cash, and eliminate the consequences of fraud. Anduril has cleaner spend data because purchases are categorized and coded upfront.

About Anduril

- 200+ employees
- 4 offices across the US
- ERP: NetSuite
- Uses Slack for team collaboration
- Banks with SVB

By assigning distinct virtual cards for different purchases from major vendors like AWS, Phil and Matt gain visibility into each subscription, instead of having to manually parse out the data.

Teampay's ease-of-use was a critical factor in Anduril's decision. "It's so easy for any employee to go into Slack and get a credit card, and we can easily set the limits for that card," said Phil. "For the employees to not have to run reimbursements on Expensify is a huge win."

Matt echoed the point. "Our employees adore it," he said. "With expense reports, there's a lag. With Teampay, they request a card, and it's approved within minutes. They get the immediate notification within seconds of a card being used, they screenshot the receipt and paste it into Slack… and then they don't have to think about it anymore. That's way smoother for them."

Even the implementation process was seamless and intuitive.

> "It was like a lightswitch, I don't even remember an implementation. We had a 20 minute call to talk through approval flows, then all of a sudden we had the app in our Slack," said Phil.

The Customer Success team has been a valuable partner, being very responsive and helping to prioritize product feedback to make the solution even more useful for Anduril.

By providing a frictionless process for employees to buy what they need, with the right controls and approval limits in place, Teampay has enabled distributed decision-making to match the speed of Anduril's business. "We are running a very fast-paced, exploratory R&D company. What's going to make us successful is if our engineers build and invent compelling, useful products that people want to buy. We need to enable the team to do that as fast as possible, but with very granular controls," said Matt.

Matt and Phil use Teampay's granular controls to proactively enforce policy, so executives only have to focus on strategic purchasing decisions over a certain threshold. By minimizing the friction of the business process for spending, Teampay provides this balance of control and empowerment for Anduril.