

History of Billhighway

Billhighway transforms organizational financial performance by optimizing the entire financial cycle. By managing cash flow, accounting and payment processes, the web-based system helps organizations improve financial health, operate more efficiently, and reduce the risk of fraud.

As a technology pioneer, Billhighway confronted a number of accomplishments. Here's a look back at where Billhighway has been:

- 1997 -The challenges of paying bills in a group were identified by Vince through collecting money and paying bills with his college roommates. The idea for creating "shared bill management" came about.
- 1999 – Billhighway legally became a company.
- 2001 – Overcame key service hurdle by obtaining a banking partner to electronically move funds.
- 2003 –Brought in the first major client, a 13,000-member organization providing annual revenues of \$500,000. This enabled the acquisition of staff and resources to build the business and provided the credibility needed to gain large clients. Prior to this time, Vince had spent 3.5 years as the only Billhighway employee.
- 2006 –Launched an updated technology infrastructure that allowed for significant scalability, removing a key growth barrier.
- 2008 – Achieved an initial target of having 1,000 organizations on the platform.
- 2009 – Achieved dominant position in initial market and moved into new headquarters in Troy, Michigan to support continued growth. Recipient of the 50 Michigan Companies to Watch Award and a Michigan Economic Development Corporation High Tech Mega Award for a \$1.1 million, 10-year tax credit.
- 2010 – Named one of Metro Detroit's 101 Best and Brightest Companies to Work For and winner of the "2010 Business of Science and Technology Award" by *Corp!* Magazine. Achieved major expansion in additional markets, including professional, faith-based, political, youth-focused, athletic and fraternal organizations. Doubled company sales from previous year.
- 2011- Vince Thomas wins Ernst and Young Entrepreneur of the Year® for his excellence and extraordinary success in areas including innovation, financial performance, and commitment to Billhighway and to the community.
- 2011 – Maintained an eight year 100% client retention rate.