

Case Study

Hill & Wilkinson

Construction industry leader employs
Corpay Payments Automation to ensure
secure payments and counter fraud risk.





CASE STUDY



Industry: Construction **DMS:** Viewpoint Vista
Vertical: General Contractor **Annual Revenue:** \$450M+

Client Profile

Over the past 50 years, Hill & Wilkinson has grown to become a respected leader in the construction industry, delivering a full range of process-driven design and build services to a wide array of clients.

Challenges

In the beginning, Hill & Wilkinson relied heavily on costly, paper-based payment processes. Because of these manual workflows, the company dealt with a number of issues in their accounts payable (AP) department, including:

- **Lost the full-time employee** responsible for manual payment runs, including stuffing envelopes and mailing checks
- **Experienced an \$80k check fraud incident** because their bank had limited security and was concerned about the rise in ACH/EFT fraud
- **Executives served as check approvers** and had to be present at their desks to wet-ink sign checks over \$10k

“Corpay Payments Automation helps give back 20% of our AP’s time so that they can focus on doing other valuable AP tasks.”

—
Cyndi Amador
Chief Financial Officer, Hill & Wilkinson

Solution

Corpay Payments Automation (formerly Nvoicepay) streamlined Hill & Wilkinson’s vendor payments by increasing the percentage of ACH/EFT and card payments, adding layers of security and compliance, and providing improved visibility into payments statuses and reconciliation. As CFO Cyndi Amador notes: “Corpay helps give back 20% of our AP’s time so that they can focus on doing other valuable AP tasks.”

Results

Since implementing Corpay Payments Automation, Hill & Wilkinson has been able to:

- **Save more** than 20% of AP staff time
- **Increase earned rebates** by boosting vendor Mastercard® acceptance by 25%



20% staff time
saved annually



90¢ in costs
saved per check



25% increase in vendor
Mastercard acceptance

- **Transition the AP backfill position** to a more strategic role in AR and payroll
- **Reduce fraud risk** with Corpay's comprehensive security and compliance infrastructure

About Corpay

Corpay is a global leader in business payments, helping companies of all sizes better track, manage, and pay their expenses. Corpay provides customers with a comprehensive suite of online payment solutions including Bill Payment, AP Automation, Cross-Border Payments, Currency Risk Management, and Commercial Card Programs. As the #1 B2B commercial Mastercard® issuer in North America, Corpay handles over a billion transactions each year. Corpay is part of the FLEETCOR (NYSE: FLT) portfolio of brands. To learn more visit www.corpay.com.