

Case Study

# Haviland<sup>®</sup> Enterprises

Chemical manufacturer saves hundreds of AP work hours with automated payments.





## CASE STUDY



### Industry:

Manufacturing & Distribution

### Payment Transactions:

20,000+/yr

ERP: Chempax

AP Staff: 4

Locations: 5

Annual Revenue: \$175M

## Challenges

Technology had been key to Haviland Enterprises' 80-year history as a leader in chemical manufacturing, packaging, and distribution. But according to the company's controller Randy Byle, Haviland had a definite tech gap in its vendor payment process that created unnecessary inefficiency.

With multiple locations across three states, the company's AP team faced an ever-growing workload. They also relied heavily on manual, paper-based processes for their payment runs, although like many AP practitioners, Randy knew there was a better way to pay.

"It used to take our team an hour or more to do a check run—and we would do up to four runs a week. It was just the way we'd always done it, although we certainly knew there were better, faster ways to remit payments," Randy says.

Although many of their vendors preferred electronic payments, Haviland's AP team lacked the resources to safely store sensitive payment information. "We just didn't really have the IT tools to make sure that data was kept completely confidential and secure."

## Solution

"Electronic payments had been on my mind for years," says Randy. "They're faster, quicker, and cheaper all around. Our challenge was finding an appropriate solution that has a minimal amount of setup and pain on our end."

The integration of Corpay Payment Automation (formerly Nvoicepay) with Datacor's Chempax ERP checked those boxes and more for Haviland. "Datacor's partnership with Nvoicepay to process payments represented a huge time-saver from an AP standpoint, and it reduced the barrier to our getting onboard with automation."

Smooth solution deployment was also a deciding factor for Randy. "I've gone through many software implementations, and issues often come up that you wouldn't consider," he notes. "But not much was required from our accounting staff to get Nvoicepay (Corpay Payment Automation) set up and running, and almost nothing from our IT staff. Nvoicepay (Corpay Payment Automation) and Datacor handled most of the work behind the scenes."

## Results

Once Haviland started using Corpay Payment Automation, Randy's team saw tangible benefits. "It used to take our AP team an hour or more to do a check run—and we would do up to four runs a week. Now it takes us five minutes at most to finish that process."

That adds up to hundreds of hours saved over time. Randy continues: "The weekly time savings was our biggest bullet point, and we were able to use that time to get other stuff done. This wasn't about letting go of people — it was about trying to make more time available through technology."

But it didn't end there. Along with reduced task time came a cut in the hefty expense associated with mailing thousands of paper checks. "We expected Nvoicepay to save us time — but the fact that it also saved us costs was gravy on top. And as a bonus, we get a rebate back."

Plus, the solution mitigated Haviland's payment security risk. "We were able to offer ACH payment to vendors who wanted them without having to securely store and update their data."

Recounting a fraudulent interception of a wire payment the company made before deciding to automate, Randy

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Randy Byle

Controller | Haviland Enterprises

reflects on the how important it is that Corpay Payment Automation assumes payment risk for qualified payments. "It's nice that Nvoicepay (Corpay Payment Automation) is responsible for making sure payments get to vendors. And it benefits us that we're able to shift our liability to a provider with the resources to better handle that risk."



**52 AP Hours**  
saved every month



**\$44,000 Rebates**  
in the first year



**570+ Vendors** enabled  
for electronic payments

Simple and secure electronic payments backed by an industry-leading finance solution\* have made Corpay Payment Automation the leading choice for the enterprise. Contact our payment automation professionals for a demo at **503.974.1750** or **contact@nvoicepay.com**.

Corpay<sup>^</sup>

\*Via g2.com

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