

Case Study

Bus Dealership

Major bus dealership uses automation to save hundreds of AP hours and earn rebates.





CASE STUDY

Industry: Automotive

DMS: Procede

Specialty: Buses

Annual Revenue: \$77M+

Client Profile

After over 40 years in business and with multiple locations to manage, this major bus dealership found itself facing the limits of its accounts payable capacity. The company needed to find a solution that boosted payments efficiencies without increasing back-office workload.

Challenge

Despite its growth over multiple decades, the company hadn't made any significant changes to its supplier payments process. "At first, finding a payment solution wasn't a high priority, but it was on the radar that we needed to do something different," noted the assistant controller of the company.

Doing something different meant switching out of their time-consuming, manual paper check process. As the assistant controller said, "Since we were wet-ink, if our signers were out of office, we just wouldn't be able to pay the check run. So we had to try to manage people's vacation schedules. It was always a rush to try to time checks right, and it took time to get up to 400 checks signed every two weeks."

"We like that we can just go run our normal check disbursements, then manage it remotely in Corpay Payments Automation."

Assistant Controller
Major Bus Dealership

The rush to meet that pay-run deadline didn't make the process any less onerous for the accounts payable staff. According to the assistant controller, "By the time we'd get all the documents together to get signed, our check runs took up most of a business day on a bi-weekly schedule."

The company recognized the bandwidth problem since many solutions did not offer extensive supplier enablement support. AP staff considered transitioning to ACH payments, but since that would also require a manual workflow, they were concerned about adding more work to their already strenuous process.



355+ staff
hours saved



630+ vendors enrolled for
electronic payments



68% of payments made
via ACH or card

Solution

Corpay Payments Automation (formerly Nvoicepay) enabled the bus dealership to consolidate their payments into one workflow and to offer both ACH and credit card to their vendors without requiring the AP team to manage payment information.

Corpay's integration with the company's DMS promised time-saving dividends that bank solutions couldn't deliver. The assistant controller noted, "We like that we can just go run our normal check disbursements in Procede then manage it in Corpay. We don't have to have someone in the office to go through and approve it. We can do it remotely."

Corpay's seamless implementation process was also a major benefit. The assistant controller noted, "The rollout for the solution was very easy. The weekly calls with our dedicated implementation manager during implementation kept both sides on target and allowed me to have some dedicated time to ask questions."

Results

Four months following implementation of Corpay Payments Automation, the bus dealership's AP team saw a clear bottom-line impact. After years of depending on paper check payments, their back office now pays 100% of their invoices electronically. The dealership has saved over 355 staff hours after eliminating manual workflows, allowing AP staff to focus on other strategic initiatives. They have also earned over \$7,000 in rebates, thanks Corpay's ability to enroll hundreds of the dealership's vendors to accept virtual payments.

About Corpay

As a global leader in business payments, Corpay helps companies of all sizes better track, manage and pay their expenses through a comprehensive and trusted suite of online payment solutions. Corpay is also North America's largest commercial Mastercard® issuer, handling more than a billion transactions each year. Corpay is part of the FLEETCOR (NYSE: FLT) portfolio of brands. Learn more at www.corpay.com.