

Case Study

Major Energy Company

Energy company utilizes single-use virtual credit card payments to maximize savings and efficiency.





CASE STUDY

Industry: Energy

Annual Revenue: \$14B+

ERP: Lawson

Client Profile

Corpay (formerly Comdata) has partnered with one of North America's largest publicly-traded energy companies for over six years. The Texas-based energy company owns and operates numerous businesses that produce and transport crude oil, natural gas, gasoline, and other products in the U.S. and Canada – generating more than \$14 billion in annual revenue.

Challenge

Encouraged to expand its already strong revenue growth and profit margins, the energy company sought to improve all processes and workflows.

Like many companies its size, the client printed and mailed thousands of checks each month. Nearly three-quarters of a million dollars were lost each year on check payments due to the average processing cost of \$5.14 per check.

In searching for a more efficient and less costly way of making payments that would not negatively impact operations, its top considerations were compliance, fraud reduction, and risk mitigation – all especially critical for a publicly-traded company. This search is what led them to consider using our virtual credit card program.

Solution

Corpay stood out as the best option amongst the multiple virtual credit card companies the client considered because its single-use virtual Mastercard® payments completely replaced paper checks. Corpay's system was fully integrated with the company's Lawson ERP in approximately 30 days, resulting in virtually no change to its AP process, invoice payments, or workflows.

By utilizing ComdataDirect, our proprietary buyer-initiated payment network, the company has grown by nearly \$100M in annual spend. The benefits were immediate as the company eliminated thousands of check payments and channeled millions of dollars monthly through virtual payments. At its current operating margins, an additional \$45 million in top-line revenue would be required to make the same contribution as the virtual credit card program.



11,000 paper checks
eliminated per month



\$678,000
saved per year



3,000+ vendors
paid virtually

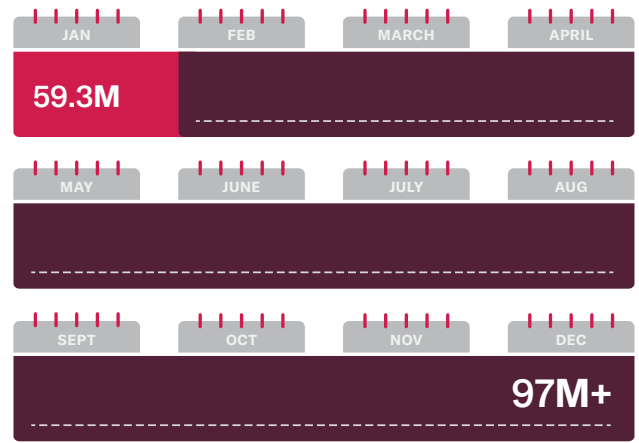
Results

A dedicated Corpay implementation team provided project management, technical resources, employee training, and vendor enrollment services to deliver immediately meaningful results:

- Complete technical integration within 30 days
- 1,000 vendors moved to card payments within six months
- More than 3,000 vendors now accepting virtual payments
- Average of \$59.3M in monthly virtual credit card spending
- Savings of over \$678,000 per year through elimination of 132,000 paper checks
- Three percent of virtual credit card transactions are \$100,000+ payments
- Conversion of an additional \$97M in annual spend

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.



Corpay implementation delivered an average of **\$59.3M in monthly virtual credit card spending** and conversion of an additional **\$97M+ in annual spend**.