

Case Study

McKee,
Voorhees,
& Sease, PLC





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McKee, Voorhees & Sease, PLC (MVS) is a boutique intellectual property firm, specializing in protecting and defending clients' patents, trademarks, trade secrets, copyrights, licensing, and regulatory needs. The firm customizes each client's IP portfolio to its business needs and strategic goals.

MVS is the largest boutique firm in Iowa and is looking forward to celebrating its centennial in 2024. It is 50% female owned and has thirty-three employees/attorneys in the Des Moines area, as well as seven employees/attorneys scattered in Colorado, Illinois, Missouri, and North Carolina. The firm describes itself as having a Midwest work ethic.

Challenges

The firm's previous provider (before the firm switched to Corpay) charged a fee for each invoice as they were uploaded. Grouping invoices by vendor helped reduce some of the fees, but that added hours each month to the Accounts Payable team's workload. Sorting and bundling invoices presented more logistical challenges.

Why Corpay

With Corpay's invoice automation tool, the firm pays one wire fee per batch of invoices for the same vendor. The fee is charged on the release of the payments, not on the initial upload. Zach and his team can upload invoices as they come in, rather than holding them until they have enough to bundle to save on fees.

Further, Corpay's system automatically consolidates payments in the same currency for each vendor and sends the payments all at once, resulting in a single charge, versus charges on each line item.

Implementation

MVS came to Corpay in 2020 during the pandemic lockdowns and remote work which occasionally disrupted workflows.

There was no delay in the firm's services as a result from the switch to Corpay. In fact, the team said they had more trouble disentangling from the prior provider.

They sent Corpay their vendor list and the firm was able to start emailing files/invoices almost immediately.

The Solution

Zach appreciates "the research capabilities and the historical access with this portal...It's top notch."

The invoice automation portal allows Zach and his team to search invoices multiple ways which speeds up their research. They can easily search the wire numbers, and search individual paid invoices as well as full wire payments. Corpay also provides a wire list of all the batches that have been sent—something which the previous provider did not do at all.

The firm doesn't have to wait long or escalate issues through many layers to get to a resolution. Joann notes that Corpay employees and their "day-to-day account representatives are empowered, trained or skilled enough to be able to handle any issues without having to call on multiple people."

Both Joann and Zach have recommended Corpay to associates and vendors for both the ease of use and the competitive pricing.

"Having to manually bundle my payments and pre-figuring out what clients pay on what days was a big sticking point. I saved a lot of my time there, 4 hours—10% of my week. Outside of that my process didn't change...so I didn't have to reinvent the wheel. Absolutely a positive change to our AP department. Corpay really took away the complications and labor intensiveness of something that could be (and now is) so simple."

Zach Ramsey
Accounts Payable
McKee, Voorhees, & Sease, PLC

What Corpay offers: “Concierge-type services”

As an international firm, Joann says they need “good data, good exchange rates, and we need it now.” Working with the dedicated team at Corpay, who understand their business, helps with the occasional emergency.

As an example, when the McKee team had an immediate need for a wire to be sent when out of the office without access to the portal, the Copay team was able to address it quickly and efficiently.

The Corpay team also proactively keeps the firm informed of sanctions and are up to date on intellectual property regulations in sanctioned countries.

Zach also spoke about the transparency Corpay provides in its FX rates, and that they took the time to explain how they arrive at the exchange rates. It’s helpful information for the team to share with clients, and Corpay even provided an “Explanation of Exchange Rates” document to the firm for their clients.

“We have recommended [Corpay] to foreign associates and foreign vendors especially when they are showing us these exorbitant fees they’re paying. I’m like hey, we have a solution, we pay you using it, it’s called Corpay!”

Joann Tucker

CPA, Director of Finance and Business Operations
McKee, Voorhees, & Sease, PLC