

Case Study

Ed Morse Automotive Group

Nationally respected auto dealer group
streamlines its AP and enables 2x growth
in electronic payments year over year.





CASE STUDY



Industry: Automotive
Dealerships: 16

DMS: CDK Drive
Employees: 100+

“The efficiency [of Corpay Payments Automation] is mind-blowing.”

Craig Davis

Director of Accounting and Audit,
Ed Morse Automotive Group

Client Profile

With over 70 years of experience in the auto industry, Ed Morse Automotive Group continues to be one of the nation’s most respected automotive dealer groups. The family-owned business has 16 locations that encompass 22 automotive franchises and 13 different domestic and import brands in Florida and Texas.

Challenges

In the beginning, Ed Morse’s team struggled with payment workflows that required too much time. Some of these workflows included:

- **Paper-heavy manual process** resulted in hundreds of checks each month across all 16 locations
- **Costly check runs** required over 28 hours of AP staff time each month”
- **Managing vendor data** took hours every week

The team knew that there had to be a better way to make vendor payments. In an effort to maximize efficiency and cut costs, they began the search for a solution.

Solution

After an easy implementation and training, Corpay (formerly Nvoicepay) streamlined Ed Morse’s costly and time-consuming vendor payment process into a simple automated system that includes full vendor maintenance service. As Accounting and Audit Director Craig Davis notes: “The efficiency [of Corpay Payments Automation] is mind-blowing.”

Results

Since implementing Corpay Payments Automation, Ed Morse has been able to appreciate many benefits, including:

- **Remote-friendly workflows** available to AP staff – including automated reconciliation and real-time reporting – via Corpay’s online portal
- **Staff hours saved** by handing over vendor maintenance workload to the Corpay Payments Automation support team
- **Electronic payments increased** by an average of 103% per year



480+ AP hours
saved annually



\$3,000 in hard check
costs saved annually



Almost \$19,000 earned in average
annual card payment rebates

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.