

Case Study

Leading Construction Firm

A leading commercial construction firm uses automation to generate hundreds of thousands in newfound revenue.





CASE STUDY

Industry: Construction

ERP: Vista™ by Viewpoint

Client Profile

As a nationally recognized commercial construction firm with a decades-long history, this company had no problem building innovative structures on university campuses, hospitals, museums and office parks across the United States. But there were issues with its payment processes.

Challenge

This firm was using separate card programs to manage purchasing and fuel—a traditional payroll card from its treasury bank and a fleet card from a specialty provider. Although the process worked, the company's controller was curious about finding more efficiency and an easier way to administer these programs.

The controller was introduced to Corpay Commercial Card (formerly Comdata) at an industry conference in 2013, and began working with a construction specialist to evaluate where Corpay could help improve payments.

“Corpay Commercial Card’s integration with Viewpoint and the types of rebates we could be making got me so excited that I could hardly wait to get back to the office and look into it further.”

Controller

Nationally Recognized Construction Firm

What initially triggered his interest was Corpay's native integration with Vista™ by Viewpoint—the firm's ERP. Corpay actually has native integration with many of the construction industry's leading ERP and accounting software systems.



Hundreds of vendors enabled
for electronic payments



Substantial reduction
in check-related costs



Up to \$250,000 in
annual rebates

Solution

This construction firm ultimately implemented a full suite of Corpay solutions, which allowed them to consolidate multiple providers into one. The company now uses:

- Corpay's virtual credit card for AP to eliminate paper checks for invoice payments and generating monthly rebate revenue on its AP spending. Instead of checks, payments are made with a single-use Mastercard® account number.
- Corpay Commercial Card, an innovative one-card solution that provides all the functionality of a purchasing card, fuel card and T&E card on one piece of plastic.
- Corpay payroll cards to minimize paper paychecks being issued to employees on a weekly basis.
- Corpay incentive cards to pay out bonuses and awards for company programs.

Results

After the rollout supported by the Corpay's dedicated implementation team, this construction firm began to see immediate—and meaningful—results.

- Now paying hundreds of vendors with a virtual credit card, which eliminates thousands of paper check payments each year and reduces check-related costs.
- Direct bottom-line benefit of hundreds of thousands of dollars per year from the AP program thanks to rebates on spending and paper-check cost-reductions.

- Increased back-office efficiency because so many different card programs had been consolidated into a single provider. The integration with their ERP allowed them to keep their existing AP processes, approvals and workflows with virtually no disruption to operations.
- Automatic rebates at thousands of hotels, restaurants and other providers across the country. The Corpay Commercial Card comes with Mastercard Easy Savings, which provides businesses with automatically-applied rebates simply by using the Corpay Commercial Card—no coupons or codes required.
- Eliminated the pain and hassle of distributing paper paychecks to employees in the field each week. Wages are now loaded onto payroll cards in real-time directly from the company's payroll system.

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.