

Case Study

NorthPointe Hospitality Management

Corpay's AP Automation solutions drive revenue growth and increased security for a Top 100 Hospitality Management Company.





CASE STUDY



Industry: Hospitality

Asset Valuation: \$330M

Location: Southeast Region

Managed Revenue: \$40M

Client Profile

NorthPointe Hospitality Management is a leading hospitality management firm specializing in complex, historic, and distinctive projects. Recently recognized as a Top 100 Hospitality Management Company, NorthPointe's success is built on delivering healthy returns for their investors, understanding development and operations, and fostering guest loyalty.

Challenges

NorthPointe's accounts payable (AP) department was bogged down by labor-intensive manual payment processes. The team spent extensive time on cutting checks, managing vendor payment inquiries, and reconciling unprocessed payments. These repetitive tasks diverted attention from guest services and strategic initiatives, creating costly operational bottlenecks.

“In transforming our AP department, it allows us to focus more on guest experience. It allows us to focus more time on the development of our team members in the field and it allows us to create better relationships between both our internal and external guests.”

Greg Winey

President/Principal, NorthPointe Hospitality Management

Solution

NorthPointe partnered with Corpay (formerly Paymerang) to overhaul their AP processes, with goals including increased efficiency, improved security, and reduced reconciliation time. Paperless processes would allow the accounting team to focus on more analytical tasks and running the business in a more strategic and profitable way.



Increased revenue
from rebates



Expedited
vendor payments



Enhanced security
with virtual payments

Results

After adopting Corpay's AP Automation solutions, NorthPointe experienced remarkable improvements:

- Automation of AP processes freed up thousands of annual hours for the accounting team, enabling them to focus on enhancing guest experiences and strategic development
- Significant savings were achieved by cutting down expenses related to postage, envelopes, and check stock
- Streamlined payment processes led to greater efficiency, enhanced security, and faster vendor payments, allowing for more effective financial management

About Corpay

Corpay (NYSE: CPAY) is a global leader in payments, helping businesses of all sizes better track and manage spend. Through its unified spend management platform, Corpay Complete, Corpay offers a range of solutions including Payments Automation, Invoice Automation, Procure-to-Pay, Expense Management, and Commercial Card programs. These solutions empower clients to automate, secure, and streamline business payments while reducing overall costs. An S&P 500 and Fortune 1000 company, Corpay processes 1.9 billion transactions annually and is the #1 B2B commercial Mastercard® issuer in North America. Learn more at www.corpay.com.