

Case Study

# Carolina Automotive Group

Regional auto dealership group frees  
up time, money and space to grow





## CASE STUDY

**Industry:** Automotive

**ERP:** CDK

**Vertical:** Automotive Sales,  
Repair & Maintenance

**Employees:** 100+

### Client Profile

Carolina Automotive Group operates six franchises in two regions of North Carolina: Hyundai, Kia and Genesis in High Point; and Chevrolet, Buick and Nissan in Wilkesboro.

Like many dealership groups, the company was making 100% of its vendor payments by check, through its main accounting office in High Point. Digital payments weren't on their roadmap until the company started receiving virtual card payments from some of their customers through Corpay. The AP leader noticed how easy it was to receive and reconcile these payments, and began advocating to make their own payments through the system.

However, they had a couple other digital transformations already in queue--changing to a new payroll system, and then to a new ERP system, CDK. Once those were completed, they were able to turn their attention to payments--one of their last remaining manual processes.

### Challenges

The Wilkesboro dealers were able to enter their invoices into CDK and properly categorize expenses, but there was a lot of back and forth coordination required between the dealerships and the accounting department in High Point to make sure invoices were accurate and payments applied correctly. The team wanted to streamline that process and eliminate paper handling.

“Corpay frees up our time so we can focus on helping other departments with some of the things that they need us to research to fine tune their departmental accounts. We can really drill into expenses and find ways to improve.”

Lori Brody

Controller, Carolina Automotive

- The team of 6 were making several hundred check payments every month
- Scanning and emailing invoices back and forth, printing checks and hunting down check signers ate up 12-18 hours a month of AP time.
- Delays finding check signers was slowing down payments.
- Reconciliation was an ongoing time-consuming slog.
- Filing cabinets took up precious real estate within the Kia dealership.

## Solution

Having just been through payroll and ERP implementations, the AP team was braced for a months-long project. But with Corpay already integrated with CDK through a button on the dashboard, the whole implementation took just two months, with two meetings and one training session.

Because Corpay has many customers in the automotive sector, a significant percentage of Carolina Auto's vendors were already in the Corpay network and enabled for ACH or virtual card payments, so they were able to start paying them electronically right away.

- AP staff in both regions can review an itemized list of invoices and select them for payment.
- Check payments are automatically signed when payments are approved by the right person.
- Reconciliation is simple—Carolina pays Corpay in one lump sum, and Corpay pays all of the selected vendors. There's just one invoice from Corpay to reconcile, but all the vendor line item detail remains visible.
- Corpay handles all vendor enablement on an ongoing basis
- Corpay secures all vendor banking data

## Results

With the time saved through streamlined workflows and easy access to the information, the team has been able to take on several new initiatives, and become more of a resource to the rest of the organization.

Staff are now cross-trained on the various roles and processes, so that absences and remote work never stop the payment process.

They can spend more time on research and analysis of spending, and find ways to be more cost effective. They have the bandwidth to be able to take on projects to help other departments manage their spending.

They also have the time now to digitize all of their invoices, letting them reduce paper storage and shrink accounting's physical footprint in a planned new showroom.

- Check volume reduced from several hundred a month to less than 100 within two months of implementation. All check payments are now made by Corpay.
- Check supply costs have been eliminated.
- Time savings of 12-18 hours per month for AP staff.
- Vendors get paid faster.
- Staff no longer has the ongoing distraction of chasing down signatures.
- Potential for significant rebates as the number of vendors accepting virtual cards grows.

## 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](https://www.corpay.com).



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Check supply  
costs eliminated