

Case Study

JP Cullen

Major construction firm automates subcontractor payments to cut down on AP time, costs, and check fraud.





CASE STUDY



Industry: Construction
Annual Revenue: \$500M

Employees: 650+
ERP: eCMS Connect
for Corpay

“Our systems talk to each other. It’s nice to push a button and send a payment file right over to Corpay.”

Orlando Boatner
Accountant, JP Cullen

Client Profile

JP Cullen is a distinguished construction firm recognized for its work across Wisconsin, northern Illinois, and northeast Iowa, as well as nationwide industrial projects. With projects ranging from \$1,000 to over \$100 million, their portfolio includes iconic works such as the State Capitol, Milwaukee Bucks Training Center, Epic Systems, and Camp Randall. The company prides itself on a culture of trust and personal responsibility, empowering employees and driving long-term growth.

Challenges

JP Cullen faced significant challenges with their original payment process, which relied heavily on physical checks. Orlando Boatner, Accountant at JP Cullen, shared the primary issues: “We had a lot of issues with checks being stolen out of vendors’ mailboxes, checks being intercepted through the U.S. postal service, and people trying to fraudulently cash them.” This led to financial losses, an unsustainable situation for accounts payable and the business.

Managing reimbursements and expense payments manually was also time-consuming and inefficient.

Boatner noted, “Every year, there were a lot of outstanding checks...You’d be amazed at how many employees don’t actually take checks to the bank and deposit them.”

Moreover, the company’s subcontractor payments, which previously took a full day each week to process, needed a more efficient solution to cut down processing time and administrative burdens.

Solution

To tackle these challenges, JP Cullen adopted Corpay’s AP Automation solution, which integrated seamlessly with Computer Guidance Corporation’s eCMS Connect for Corpay software. This API-based integration facilitated smooth communication between systems, eliminating issues with incorrect payment information or amounts. This allowed JP Cullen to transition many subcontractor payments from physical checks to electronic payments, which significantly reduced the time required for subcontractor payments and employee reimbursements. Boatner explained, “Our systems talk to each other. It’s nice to push a button and send a payment file right over to Corpay.”



Eliminated 60+
outstanding checks
in one year



Multiple hours
of AP time saved
per week



Direct integration
with eCMS Connect
for Corpay ERP

Results

Implementing Corpay's AP Automation solution brought significant improvements to JP Cullen's payment processes. The move to electronic payments reduced the risk of fraud and ensured vendors received payments promptly, enhancing vendor relationships and communication. Boatner summarized the impact: "We were able to get the majority of [outstanding checks] — probably 60 this year — reissued via ACH through Corpay. That's a big deal for us...we don't have to worry about those payments being outstanding anymore. It really limits the amount of payments that you need to go back and clean up."

The switch from physical checks to electronic payments also addressed delays in payment receipt, allowing vendors to get paid sooner and improving overall efficiency. Boatner emphasized, "The biggest challenge that [Corpay] addresses is going from physical checks to vendors being able to be paid electronically and getting those payments to them sooner. There isn't that delay of them receiving the payment."

Additional benefits of Corpay's AP Automation solution include:

- Streamlined payment workflows with the elimination of paper checks, reducing overall processing time and freeing up resources for more strategic tasks
- Improved vendor and subcontractor relationships with quicker payment receipt and optimized payment methods
- Cost savings through the elimination of manual payment handling, along with significantly reduced fraud risk
- Expedited employee reimbursements facilitated by ACH payments

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.