

## Case Study

# City of Easton

Eastern Pennsylvanian town boosts  
AP efficiency with payment automation.





## CASE STUDY



AP Staff: 1-2

City Population: 27,000+

Industry: Government

Payment Transactions: 7,800+/yr

## Challenges

As the county seat of Northampton County PA, the City of Easton faced many of the administrative challenges of a typical small-but-growing city. For city Financial Director Mark Lysynecky, an outdated, paper-dependent manual payment process loomed large, compounded by the logistical and economic effects of the COVID-19 pandemic.

Even after configuring their accounting system to manage its finances digitally, Easton still generated an overwhelming amount of paper through its AP process.

"That was the biggest driver towards automating payments," says Mark. "Soon after I started at this position, I thought 'Wow we've got this much paper going around. It's crazy.' Before we implemented our accounting system, we literally passed paper from desk to desk, but even afterwards there was still a long physical paper trail."

Since one Easton AP team member was responsible for processing the weekly payables runs, it was

overwhelming. "It was a couple of days' worth of work per week," Mark notes, "quite a tedious process."

Like many municipalities, Easton's payment process includes several layers of approval that complicated the remote-work mandate brought on by the COVID pandemic. "The few folks who remained here in the office were spread out," Mark remembers. "We definitely would have liked to have been able to log in to the process remotely."

Fraud was also a factor for Easton's AP team, according to Mark. "We did have a couple of occasions where somebody got a check, and managed to change information to get the payment routed to themselves instead of the vendor."

## Solution

Mark and his team chose Corpay Payment Automation (formerly Nvoicepay) based on recommendations from fellow government finance peers, who made the advantages clear.

"We had spoken to two very happy and vocal converts, and obviously, it benefited us to switch to automated payments based on the amount of time and effort we would save."

Deploying Corpay Payment Automation proved seamless and non-disruptive, even considering the circumstances. "We implemented during the height of COVID and we were down-staffed, but it was painless. Our implementation manager was great managing the whole thing with lots of regular communication about what was needed."

## Results

For Mark, the performance boost from using payment automation appeared to Easton's AP team immediately. "Hitting a button to create a file and loading it into Corpay Payment Automation is much more efficient than running 150 checks a week."

He continues: "We've gotten rid of 90% of the paper that was circulating throughout the payment process. Plus it's freed up time for everyone to do more value-added work. And it's taken all of our concern about risk off our shoulders."

"Hitting a button to create a file and loading it into Corpay Payment Automation is much more efficient than running 150 checks a week."

Mark Lysynecky  
Financial Director  
City of Easton

Perhaps most importantly in a time of lockdown, Mark notes that "our controller can just go into the solution and approve payments, as opposed to physically signing checks, so his wrists are grateful. I took a day off a couple of weeks ago and literally approved stuff from the road. It's very convenient."



**90% Decrease**  
in paper use within AP



**11 hours saved**  
per week



**630+ Vendors enabled**  
for electronic payments

Simple and secure electronic payments backed by an industry-leading finance solution\* have made Corpay Payment Automation the leading choice for the enterprise. Contact our payment automation professionals for a demo at **503.974.1750** or **contact@nvoicepay.com**.

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