Case Study

Nonprofit Public School Network

Education nonprofit integrates Corpay Payments Automation with Coupa to streamline their procure-to-pay process and save nearly $100,000 in costs.

Industry: Education
ERP: Blackbaud

Vendor Payments/yr: 8,400
Annual Budget: $40M+

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Chief Financial Officer
Nonprofit Public School Network

Client Profile

This public school system opened its doors to its founding class of sixth-graders in the mid 2000's. Like kids, companies grow up fast. By the time the current CFO came on board, the system was operating three schools serving nearly 1,500 students.

Challenge

The school system runs a lean finance organization consisting of just the CFO and an analyst. Between configuring pricing for a new, fee-based pre-K program and financing two new schools, they had a lot on their plate. Manual, paper-based processing simply took up too much time and hampered visibility and control.

Although they had reached hundreds of employees and $19 million in expenses, the school system was still operating the same way that it had when it was just one school. The school operations manager signed off on incoming invoices and passed them to the finance team,

which keyed them into the accounting system, then scanned the invoices to store as PDFs in a shared drive.

Invoices were approved outside the system, and the finance team would save all approved invoices to a folder from which the CFO would spend four hours pulling a report, then setting up each individual payment.

The CFO's team used that method to pay approximately 550 invoices per month — and that's without having a purchase order system in place at the time. The process took so long that tracking against a budget ran months behind, leaving school operations managers without the information they needed to make decisions. School budgets are typically tight with little to no room for error.

Paperless
procure-to-pay process

Nearly $100,000 in
annual savings

New payment order
system in place

Solution

After researching available procure-to-pay automation options, the CFO selected Coupa, which brought in Corpay Payments Automation to complete the solution. Coupa automates purchase orders, along with invoice routing and approval. Corpay delivers payments for approved invoices using the most advantageous method for customers — card if possible, then ACH, then check.

Results

Together, Coupa and Corpay give the team much more visibility and control. The CFO notes that, with the PO system in place, "when operations managers go in to purchase a bunch of new books, they put in the account coding, and before they even finish the order, they can see where they stand."

Having everything in one integrated system has saved the CFO's team time previously spent researching invoices and payments. "I can go into our invoices tab, do a quick search, and I can see invoices, approvals, and all the payment information in one place. It takes me 30 seconds," he states.

He's also not fielding anywhere near as many payment and budget questions from the school system's operations managers, since they can now easily find that information themselves. Finance spends the saved time putting more strategic purchasing policies in place.

In addition to improving operational efficiencies, the school system also benefits from monthly cash rebates. This has allowed the administration to maximize working capital in ways they couldn't before. "We want to do as much as we can for these students," said the CFO, "and there's always more we can do." The school system also uses the cost savings from this solution to purchase more laptops for their students to help better prepare them for college, impacting more than just the bottom line.

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.

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