

Case Study

Independent IT Company

Intelligent, AI-driven search engine provider utilizes Corpay Procure-to-Pay to simplify processes and mitigate fraud risk.





CASE STUDY

Industry: Technology
Employees: 55
ERP: QuickBooks

Modules: Vendor management, POs, invoicing, credit memos, expense reimbursement, corporate card, and payments

Client Profile

To cut through the noise in the news industry, this company's developers created an innovative, credibility-focused news platform. The search engine leverages AI technology to rank the trustworthiness of sources across the internet, all to prioritize reliable, transparent information.

When the company first launched, they utilized Concur to pay their business expenses. However, "it was inefficient and wasn't the right platform," noted the company's controller. "Just trying to get information from Concur was complicated." Over time, these inefficiencies only grew.

Challenge

The company dealt with several challenges in their initial AP workflows, including:

- Visibility of payment processes was nearly nonexistent
- Employees were using personal cards to make business purchases, then filing for reimbursement
- Duplicate payments occurred due to processing errors
- Inability to connect with vendors who didn't accept ACH/wire payments

These obstacles ended up costing the company too much time and money to justify, so they sought a more comprehensive solution to solve these payment pains.

"In the end, Corpay Procure-to-Pay (formerly Accrualify Procure-to-Pay) just fell into the happy medium of offering what we needed: the cost was right, the people were right — it just worked."

Controller

Independent IT Company

Solution

In searching for a better-fit provider, the company felt drawn first to the low cost of Corpay's solutions in comparison to Concur. In their pre-revenue stage of business, cost efficiency was a must.

They had originally demoed a handful of other solutions, but found they were either too basic or too expensive. As the controller noted, "I'm not going to pay for something when I see we're not even going to use 20% of what they offer." Because of the modular solution Corpay offered, they were able to choose only the modules they needed, which included vendor management, POs, invoicing, credit memos, expense reimbursement, corporate card, and payments. These solutions were up and running quickly.



Increased
payment visibility



Boosted efficiency with
all-payment-type processing



Time savings with direct
ERP integration

Results

The company has been successfully using Corpay Procure-to-Pay for over a year without a single person on their AP staff, and employees still haven't been needed due to the straightforward solution workflow. Their controller simply pushes a button once a week to process and pay invoices. This has allowed the company to save money at a crucial stage of their growth and has eased the overall stress of AP processing. Other benefits of Corpay's modules include:

- Direct integration with QuickBooks, the company's existing ERP
- Elimination of time-consuming manual processes, which has resulted in significant savings
- Digital approval and reconciliation workflows, making remote work extremely easy

About Corpay

Corpay is a global leader in business payments, helping companies of all sizes better track, manage, and pay their expenses. Corpay provides customers with a comprehensive suite of online payment solutions including Bill Payment, AP Automation, Cross-Border Payments, Currency Risk Management, and Commercial Card Programs. As the #1 B2B commercial Mastercard® issuer in North America, Corpay handles over a billion transactions each year. Corpay is part of the FLEETCOR (NYSE: FLT) portfolio of brands. To learn more visit www.corpay.com.