

Case Study

# Garber Automotive Group

Multi-state dealership conglomerate automates  
its AP toward maximum efficiency.





## CASE STUDY



Garber Automotive Group has a 110-year legacy as a premier auto dealership. With locations growing in six states, their paper-based and manual payment processes were starting to strain their AP team.

### Challenges

Garber Automotive has added dealerships annually for the past decade. Despite the positive growth, accounts payable manager Kellie Malacos saw the same AP problems that similar dealerships faced when it came to manual payments. “As we grew, our paper volume became monumental,” Kellie notes. “Our team spent hours of their day moving invoices and checks from one place to another to keep the process going.”

The inefficiency was stark. “We did check runs twice a month with each of our staff handling their own batches,” says Kellie. “Plus, we also cut a lot of checks every morning. My team was spending the first hour of the day cutting and mailing checks.”

**Industry:** Automotive

**DMS:** CDK

**Employees:** 2300+

**Annual Revenue:** \$1B+

**AP Spend:**

\$11.7B for 1.5M invoices

### Solution

After researching payment process improvements made by other dealer groups, Kellie and her team decided to sign with Corpay Payment Automation (formerly Nvoicepay®).

Besides boosting AP efficiency, the Garber team also factored into its decision Corpay Payment Automation’s integration with its dealer management system CDK. It kept implementation to a short 7-week project that Kellie calls “very smooth and easy. The set-up plan was fully explained, and the training was great. We didn’t have really any hiccups.”

Kellie notes that rebates also figured in: “We had a huge rewards program with our card program, which would have been hard to give up. Nvoicepay (Corpay Payment Automation) has come pretty close to matching those numbers, which was huge.”

## Results

Corpay Payment Automation enabled Kellie's team to earn rebates from the 34% of card payments they made on monthly average, plus switch another 30% of their payments to ACH—and send them all in one payment file. “Getting away from paper checks and getting money to our vendors faster with ACH as a free option definitely is huge for us.”

Corpay Payment Automation also boosted Garber's back-office efficiency by taking on their task of enabling vendors. “Offloading supplier enablement has been a huge relief and a time-saver,” says Kellie. “Now they're able to use the time that they previously spent calling in payments on things like reconciling accounts and troubleshooting vendor issues.”

Kellie also notes that Corpay Payment Automation has benefited Garber's AP team throughout the pandemic. “Remote approvals have obviously made things easier. If we still had to cut manual checks and coordinate check signers, that would have been a problem.”

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Kellie Malacos

Controller

Garber Automotive Group



**2,164** staff  
hours saved



**2,756** vendors enabled  
for electronic payments



**Over \$100,000**  
in rebates

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@invoicepay.com](mailto:contact@invoicepay.com)**.

**Corpay**<sup>^</sup>