

Case Study

Education Administration

School district realizes over \$50,000 in savings and rebates within a year of implementing payment automation.





CASE STUDY

Industry: Education
ERP: Sage 500

AP Spend: \$54M
Payment Volume: 6,200

Client Profile

The accounts payable function isn't the first place school administrators look for budget help typically. But after years of intense budget cuts, forward-looking school districts are pursuing new means to improve their fiscal responsibility. A school district in the northeastern U.S. consisting of over 60 locations is a leading example of this development.

Challenge

This school district had previously used an ePayment solution with a bank that provided limited payment options and support. With a district budget of approximately \$200 million, they managed an AP spend of about \$50 million utilizing Sage 500 as their ERP.

"Going paperless was a priority, and we wanted to find a solution that would allow us to pay all suppliers electronically, streamline our process, be easy for our suppliers, and help us save money," said the Assistant Director of Finance.

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Assistant Director of Finance
Northeastern U.S. School District

The school district initially used a bank's purchase card program to move their paper payments to electronic. But challenges and limitations quickly arose due to the solution allowing for only a small number of suppliers to be paid electronically.

For the staff accountant responsible for accounts payable, managing the bank's solution with a staff of only 4 people was inefficient. Answering supplier questions became challenging, as the bank provided limited supplier/support services.



\$10,000+/yr
cost savings



\$40,000+/yr
card rebates



80% decrease in
supplier calls

“For example, if suppliers had questions or the common occurrence of changes in remittance information, I would have to spend a lot of time resolving these issues. It was extremely time-consuming,” the staff accountant recalls, “sometimes taking up as much as 3-4 hours a week, which is time taken away from more critical tasks.”

Solution

This school district began looking for electronic payment solutions that would let them eliminate the burden of processing checks. They selected Corpay Payments Automation (formerly Nvoicepay) because of its simplicity, flexible payment options, card rebate benefits, and comprehensive supplier enablement services.

Corpay Payments Automation's cloud-based application works with all accounting systems, banking partners, and payment methods in one simple workflow. Customers like the school district decide on the payment methods they want to use, and Corpay Payments Automation leverages those methods to pay suppliers in the most efficient manner—ACH, integrated AP cards, or electronic checks.

Unlike bank offerings, Corpay Payments Automation continuously enables the school district's suppliers for payments, and updates supplier information as it changes, relieving district accounting personnel from this burden and helping to ensure accurately delivered payments. For added security and peace of mind, Corpay Payments Automation is SOC 1 Type 2 compliant.

Results

Since implementing Corpay Payments Automation, the school district has streamlined its accounts payable process, earned cash rebates each month, and reduced costs. Implementation was easy, and required little in the way of upfront investment of limited district resources. The staff accountant said she appreciated Corpay Payments Automation's “true hand-holding during the implementation process, as they helped us understand what we needed to do internally to prepare for a successful transition to ePayments. It's been an extremely positive experience.”

“Corpay Payments Automation was able to take our electronic payment processing to the next level by providing a total solution for all suppliers,” the Assistant Director of Finance noted. “We now have more flexible payment options—ACH, AP Cards and electronic checks—and we like the fact that Corpay Payments Automation proactively follows up with our suppliers to accept electronic payments.

“It's good for our suppliers, and they've been receptive to it. Through Corpay Payments Automation, we're able to provide them with options. Overall, our suppliers are happier,” added the staff accountant. The school district has significantly reduced the amount of time and costs associated with printing and processing checks. With more than \$50,000 in anticipated savings and rebates through Corpay Payments Automation in the first year alone, the school district is looking forward to adding valuable dollars back into their budget. The Assistant Director of Finance claims, “Driving down costs and increasing card-based rebates puts more dollars to use for educational programs. That's what it's all about.”

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.