

Case Study

Automotive Retail IT Company

International IT solutions company generates millions of dollars in savings by eliminating paper payments.





CASE STUDY

Industry: Automotive
ERP: CDK Global

AP Spend: \$5B
Annual Revenue: \$2B

Client Profile

Generating billions of dollars in revenue, this large international company provides integrated information technology solutions to the automotive retail industry, serving thousands of retail locations and most automotive manufacturers.

Challenge

This company's auto dealer customers were swamped with the massive amount of paperwork and labor associated with paying their vendor invoices manually. These costly, labor-intensive processes involved physically printing invoices, writing checks, and mailing payments, and offered no opportunity for dealers to pay with ACH or cards. This IT solutions company began the search for a way to streamline its dealers' payments processes and provide additional value to its customers.

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VP, Product Management
International Information Technology Solutions Company

Solution

In 2009, the IT solutions company teamed up with Corpay Payments Automation to bring electronic payments to the automotive and trucking industry.

This company integrated Corpay initially as a third-party application that dealers individually added to their enterprise resource planning (ERP) software.

The VP of Product Management recalls the immediate benefit Corpay offered during the first stage: “When we started the partnership, the application was available to my customers immediately. They were able to use it right out of the box. This helped our



Millions of dollars
per year in cost savings



Millions of dollars per
year in card rebates



Hundreds of billable
hours saved

dealers adopt it quickly.” In fact, dealers were so pleased with the product that after two years, the IT solutions company moved to tightly integrate Corpay into its baseline ERP software. Now, all its dealers can access Corpay directly with a single sign-on.

Results

Today, thousands of dealership locations use Corpay’s integration with this company to pay over \$5 billion in electronic invoices annually, generating \$6 million in savings over writing paper checks and adding \$15 million more in rebates. Dealership AP teams that make electronic payments eliminate the manual processes and costs associated with paper payments, and give key personnel back hundreds of wasted hours while becoming revenue-contributors.

“Dealers can’t stop raving about how easy it is to use Corpay. They can access their account with a single sign-on, launch it directly from our portal, and work seamlessly within their workflows without having to leave the ERP. It is a huge benefit,” explains the VP of Product Management.

“When I think of Corpay, I think of value, innovation, and customer service,” he continues. “I associate Corpay with extraordinary value creation because of what they can generate for our dealers in terms of the savings and rebates. From an innovation perspective, Corpay’s seamless integration with our ERP and cloud offering makes the product incredibly simple and easy to use, with superior customer service that goes beyond what our dealers expect.”

Part of the seamless and easy-to-use experience of Corpay comes from superior customer service. The VP of Product Management says, “We’ve been incredibly impressed with how much our customers like working with the solution. We’ve never had a product with such a low turnover rate and yet such a huge return on value.”

The IT solutions company benefits as well. “Corpay Payments Automation gives us a competitive advantage because it’s something that users associate with the services we provide,” said the VP of Product Management. “It’s strategic and unique. Corpay has helped to transform automotive’s perceptions of accounts payable. It’s a product that can be fully integrated into our software and is easy for our customers to use.”

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.