

Case Study

Automotive Dealership Group

Dealer group sees a benefit of over \$700,000 per year after streamlining their payments with Yooz and Corpay Payments Automation.





CASE STUDY

Industry: Automotive AP

AP Spend: \$38M

ERP: CDK—AP Assist

Vendor Payments/yr: 9,600

Client Profile

A locally owned dealership group located in the Northwest, this company understands the importance of being on the cutting edge of technology. Comprised of many showroom floors, this multiple-roofed dealership group houses 10 brands and runs on the CDK DMS.

Challenge

Their accounts payable department was archaic, inefficient, and had a manually driven approach to invoice management and vendor payments.

That approach required the transport of 30,000 invoices between the dealerships and the administration office. Each invoice was sorted and coded in accounts payable, sent to its respective dealership for general manager (GM) authorization, and finally back to AP for payment processing.

Shared expenses, which make up 30 percent of all invoices, required all general managers to authorize. This meant tracking down a GM for a single signature

“Corpay Payments Automation is a clearinghouse for us. We don’t have to worry about how vendors get paid.”

Director of Operations

Multi-Brand Automotive Dealership Group

at every dealership. For check signing, the Director of Operations developed a round-robin approach to split the responsibility among the GMs.

Checks and their backups would be put in a banker’s box and sent to the GM whose turn it was to sign. Signed checks would go back to the office where they’d be sorted and mailed. The backup would be manually scanned and archived. Two full-time employees managed this process alone. As cumbersome as this sounds, it’s the industry standard.



\$23,000/yr
card rebates



\$700,000+/yr
cost savings



Over 90% time savings
on check signing

“That’s how it is for every single dealership that doesn’t use Yooz and Corpay Payments Automation (formerly Nvoicepay),” says the Director of Operations. “And the bigger you get, the worse it gets. There are a lot of dealerships that have gone out of business because their accounting office was not efficient.”

Solution

The dealership group tackled the paper invoices and automated their vendor payments with a two-step approach. First they implemented Corpay Payments Automation—a process that took only two days. This immediately halted the need to go from dealership to dealership for GM authorization and signature. It also stopped the hundreds of individual checks from ever being written and reconciled.

“Corpay Payments Automation is a clearing-house for us,” says the Director of Operations. “They take care of that for us. We don’t have to worry about how [vendors] get paid.” Next, the dealership group turned to Yooz for workflow automation and scanning.

Now they use a single email address where vendors send invoices. Yooz reads and automatically codes the incoming invoices and routes each one to the right GM for approval.

Results

It used to take the Director of Operations and her AP team 5 minutes to ready an invoice for approval. Now it takes 15 seconds, saving the company significant payroll hours. In fact, one of their full-time employees previously dedicated to check and invoice scanning has been reassigned to other tasks.

The Director of Operation’s team can now automatically route invoices to their respective GM’s inbox for approval. Electronic invoices that require multiple GM approvals travel from inbox to inbox, gathering all necessary approvals before going back to AP for final verification and payment by Corpay Payments Automation. The few remaining physical invoices are scanned with Yooz and enter this same electronic workflow.

GMs were excited about the new paperless AP automation process when they realized they could look up any invoice or payment in real time.

“Before Corpay Payments Automation, they’d have to call our office and somebody would have to pull that information,” the Director of Operation says. “They were just dependent on other people. Now they have command of what’s going on. There’s not anything that these guys can’t look up themselves with these applications in place.”

The dealership group was only looking to eliminate the paper shuffle and speed up accounts payable. By choosing both Corpay Payments Automation and Yooz, they also empowered their GMs with the visibility and control they need to run their dealerships efficiently.

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.