

Case Study

Retail/Wholesale Tire Distributor

Multi-state tire distributor's pivot to automated payments saves time and earns rebates.





CASE STUDY

Industry: Retail/Wholesale
ERP: Sage 500

AP Spend: \$49M
Payment Volume: 2,900

Client Profile

As a large chain of automotive retail stores and wholesale distribution centers located across the U.S., this company is dedicated to excellence and keeping customers “on the road.” The road proved less smooth for accounts payable, as manual processes created the burden of tasks left undone.

Challenge

The AP Manager describes the daunting process for one of his teammates whose responsibility was to cut and approve paper check payments.

“In the past, when she got the batch together, she had to go print all the checks, attach them to the corresponding invoices, and bring them to the Chief Financial Officer, who would have to sign and give them back to her, and then she had to take all those checks off of the invoices. Keeping everything straight, she would make copies, then take the copies and attach them back to the invoices, file everything, and then take the actual checks and stuff them in envelopes, stamp them, and send them out.”

Check approvals also proved to be a significant obstacle. Coordinating with the travel schedules of executives and relying on manual signatures was overwhelming for the AP team. Therefore, the company sought a solution that would allow them to offload these time-consuming tasks.

“Corpay Payments Automation frees up resources within the corporate office to spend more time addressing true field issues, as opposed to administrative tasks and paper shuffling.”

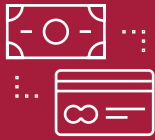
Chief Financial Officer
Major Tire Distribution Company

Solution

The tire distributor discovered Corpay Payments Automation (formerly Nvoicepay) as a way to expedite supplier payments electronically through their existing invoice automation provider, Coupa.

“We were behind on a lot of things,” the CFO noted. “We had paper all over the place. We had things that hadn’t been filed. Corpay Payments Automation has allowed us to get caught up on all of those things.”

Now instead of slogging through piles of paper and tracking down individual check-signers, the AP staff prepares a single file of all payments due to suppliers twice per week and initiates payment approvals electronically. The CFO shared how this benefit works when he’s out of the office:



\$80,000
in rebates



Nearly 100% elimination
of paper checks



Time needed for approval
process reduced by 75%

“When I’m traveling, I can get online and review the entire check run in 25% of the time that it takes me to manually sign checks, and actually do a more thorough job. Before Corpay, I would have to arrange for another check signer to sign the run. And because we all travel quite a bit, that’s not always a practical option. So, just the flexibility of it helps me greatly.”

Results

The tire distributor has dramatically increased AP efficiency and lowered their costs. Previously, 70% of payments were made by paper check and now almost 100% are made electronically. Corpay does all the heavy lifting, earning the company valuable card-based rebates totaling \$80,000 since implementation which has funded their existing front-end Coupa automation initiative. For the CFO, however, the time savings may be the most value the solution has to offer.

“Corpay frees up resources within the corporate office to spend more time addressing true field issues, as opposed to administrative tasks and paper shuffling. Because if we’re not serving the field, then we’re not adding value.”

The CFO concludes, “In addition to streamlining processes in the back offices, Corpay gives the company the ability to focus on keeping their customers on the road.”

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.