



ePayables Success – Bulk Conveyor Manufacturer Annual Recurring Rebate: \$9,500

Headquartered in the U.S. Northeast, this is a leading manufacturer of proprietary bulk conveyor components and accessories for material handling industries in aggregate and cement, shipping, copper and gold, food, minerals and mining, pulp and paper, power, recycling and steel. Consistent growth of the organization is due to recognized improvements in the productivity of customers' operations as they continue to make the handling of bulk materials cleaner, safer, and more productive.

Profile	Annual Revenue: \$25 MM	Annual AP Spend: \$6.5 MM	Employees: 115	Monthly Checks: 400-500
 Challenge	<ul style="list-style-type: none"> They were well aware of the efficiency of ePayments, but didn't have the time or resources available for an outreach to on-board suppliers. With manual processing they were unable to take advantage of early payment incentives. Combined with the cost of issuing individual paper checks, the setback for AP operations was substantial. 			
 Decision Criteria	<ul style="list-style-type: none"> Reducing their reliance on check printing and the associated labor costs was a top issue for finance as long as AP staff were not overburdened. The potential in capturing rebate revenue from their supplier payments was of serious interest to management. 			
 Results	<ul style="list-style-type: none"> Check printing and most manual AP disbursement processing was eliminated with Paperless Pay service. ACOM's vendor outreach converted 75% of vendors to electronic payments and transitioned over 20% of their 6.5 MM annual AP spend to virtual card payments. 			
 Benefits to the Client	<ul style="list-style-type: none"> Savings of \$30,000 annually over manual processing of individual checks. They will earn over \$9,500 in annual recurring rebates from their vendors' virtual card spend. Eliminated the need for check software, maintenance fees and all costs of processing vendor payments. 			

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Over \$9,500 in annual recurring rebate revenue! ”