ePayables Success – Casting and Molding Company
Annual Recurring Rebate: $22,500

This Northeastern U.S. casting and molding company was the first in providing commercially available mock injury models (moulage) for the purpose of training simulation for emergency response teams (EMT) and other medical and military personnel. From EMS to medical and rescue skill-based operations, they have remained an industry leader in healthcare training aides nationwide.

Profile	Annual Revenue: $22 MM	Annual AP Spend: $10 MM	Employees: 110	Monthly Checks: 250

> " No more third party software for extracting and printing software - or maintenance charges
>
> Will realize $22,500 annually by eliminating maintenance fees and the costs for processing payments - and receiving virtual card rebates "

Challenge
- Manual paper-based tasks and the reliance on third party products to complete payables cycles were at a significant cost. Meanwhile, with an aggressive 5-day order-to-shipment goal, resources were focused on product distribution.
- The company wanted to move quickly on AP automation, but could not envision an easy transition with their small and busy staff.

Decision Criteria
- Management decided that automating accounts payable tasks could save enough time and money to get the near-term focus of finance.
- ePayments would also improve security, an important issue for their nationwide market coverage.
- Their ERP data file was easily compatible with ACOM's Payment Hub, providing seamless integration - and a fast track to optimizing payables.

Results
- Check printing and most manual AP disbursement processing was eliminated with Paperless Pay service.
- No more third party software and maintenance charges required for extracting and printing.
- ACOM's vendor outreach converted 75% of their vendors to the efficiency of electronic payments.

Benefits to the Customer
- Elimination of paper checks, check software, maintenance fees and all costs of processing vendor payments.
- They will realize $22,500 annually from a combination of removing maintenance fees and recurring rebates from their vendors' virtual card spend.
- Bank-level security of ACOM's service platform ensures protection from payments fraud.

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