



## ePayables Success – Northeast City Over \$200,000 Annual Rebate Revenue

This Northeast city currently serves a population of 130,000 residents within a 500-square mile urban center. They enjoy a strong and diverse commercial, industrial and retail business base, which includes a number of headquarters and divisions of some of the nation’s larger corporations. It is also a pre-eminent residential community in one of the higher per capita income areas in the United States.



### Challenge

- The City had a desire to transition from a paper-based payment system to electronic disbursements, but didn’t have the time. They were also short on resources to reach out to their 3,000 vendors to promote the idea of accepting **ePayables** instead of checks.
- Their legacy system posed a challenge for the addition of e-Payment capabilities, as the effort would require significant effort, time and money.

### Decision Criteria

- They needed to add **ePayables** capability to their current system with the least amount of cost and disruption to their legacy payment system.
- Finding a way to convince their vendor community to switch from paper checks to e-Payments efficiently, and to accomplish this cost effectively was a vital part of the transition.

### Results

- The ACOM Vendor Enrollment team contacted all 3,000 vendors to explain the City’s new **ePayables** program and obtain agreement on the acceptable payment type for each vendor. ACOM then managed all of the administration for onboarding the city’s vendors, including the paperwork.
- ACOM handled the processing and disbursement of all AP payments through their Intelligent Payment Hub, completely eliminating the time, effort and cost of disbursing checks.

### Benefits to the City

- The city saves over \$100,000 per year by eliminating check payments.
- AP disbursements are now more secure with **ePayables**, mitigating exposure to check fraud.
- Eliminated the city’s strain on time and resources, as all AP disbursements, vendor help desk activity and vendor enrollment services are now being managed by ACOM.

“The vendor enrollment plan was very thorough and detailed and the execution by ACOM has been excellent. Communication with our vendors and staff has been outstanding.”