



## ePayables Success – Paint and Chemical Manufacturer Annual Recurring Rebate: \$18,000

In operation for over 68 years, this spray paint and chemical manufacturer supplies and distributes premium products to the automotive, industrial and consumer markets throughout the U.S and worldwide. A pioneer and leader in aerosol paint spray, their products are widely available through industrial supply houses, distributors, paint stores and other retailers who serve the professional and do-it-yourself markets.

<b>Profile</b>	Annual Revenue: \$60MM	Annual AP Spend: \$38MM	Monthly Checks: 400	Employees: 150
 <b>Challenge</b>	<ul style="list-style-type: none"> <li>■ The use of their IBM impact printer required tractor fed forms with data driven by their manufacturing ERP. The process was costly to operate and provided no relief from maintaining paper file copies, manual statement reconciliation and related inefficiencies.</li> <li>■ The company realized the value in adopting new payment technology, but the effort required in dismantling their complex operation made change-out unrealistic in the short term.</li> </ul>			
 <b>Decision Criteria</b>	<ul style="list-style-type: none"> <li>■ The high cost of manual processing and software maintenance was a strong factor in considering a more efficient payables process.</li> <li>■ AP's constant reliance upon printer hardware functioning properly drove the decision to a more immediate priority.</li> </ul>			
 <b>Results</b>	<ul style="list-style-type: none"> <li>■ A savings of \$28,000 annually with check printing and most of their manual payables processing now eliminated with Paperless Pay service.</li> <li>■ ACOM's vendor outreach converted 67% of vendors to electronic payments with a good portion adopting virtual card processing.</li> </ul>			
 <b>Benefit to the Customer</b>	<ul style="list-style-type: none"> <li>■ Eliminated check software, maintenance fees and all costs of processing vendor payments.</li> <li>■ They will receive \$18,000 in annual recurring rebates from their vendors' virtual card spend.</li> </ul>			

“ Will receive \$18,000 annually in recurring rebate revenue from virtual card spend activity.

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