



## ePayables Success – Transfer Trucking Carrier Annual Recurring Rebate: \$40,000

With roots dating back to 1921, this family owned transfer trucking company has grown from a one-truck and one route operation into a leading Midwest carrier serving 9 states with a fleet of over 500 semi tractors. With additional investment from a major east coast transportation leader, they have now added the “full-service” breadth and shared experience of Supply Chain logistics, customized parcel solutions and US Special Delivery.

Profile	Annual Revenue: \$110 MM	Annual AP Spend: \$42 MM	Employees: 1,160	Monthly Checks: 1,200
 Challenge	<ul style="list-style-type: none"> <li>■ Moving to the efficiency of electronic payments made sense, but they didn't have the time and availability of staff to transition vendors to an ePayments model.</li> <li>■ With over 1,200 paper checks disbursed monthly, the cost of processing could easily exceed \$6,500/mo. - and a basic check run could take anywhere from 4 to 8 hours per week.</li> </ul>			
 Decision Criteria	<ul style="list-style-type: none"> <li>■ Reducing the time and significant cost of manual check printing/ processing made a changeover to ePayments a priority.</li> <li>■ With their growing vendor spend they realized the potential for significant rebate revenue - a good offset to their cost of AP operations.</li> </ul>			
 Results	<ul style="list-style-type: none"> <li>■ Check printing and most manual AP disbursement processing was eliminated with Paperless Pay service.</li> <li>■ ACOM's vendor outreach converted 55% of vendors to electronic payments and over 20% of their total annual AP spend transitioned to virtual card payments.</li> </ul>			
 Benefits to the Client	<ul style="list-style-type: none"> <li>■ They will realize over \$40,000 annual recurring rebates from their vendors' virtual card spend.</li> <li>■ Savings of \$78,000 annually over manual printing and processing of individual checks.</li> <li>■ Eliminated the need for check software, maintenance fees and all costs of processing vendor payments.</li> </ul>			

“ Over \$40,000 in annual recurring rebate revenue!

A savings of over \$78,000 a year over manual processing and printing of checks ”