



## ePayables Success – Truck and Trailer Parts Distribution

Over \$225,000 in annual rebates

This is a prominent distributor of truck and trailer parts in the independent heavy-duty aftermarket channel with locations throughout North America.

The company serves a diverse customer base that includes agriculture, leasing services, freight, shipping, construction, food and waste management.

Profile	Annual AP Spend: <b>\$130 MM</b>	Monthly Checks: <b>5,500</b>	Vendors: <b>5,300</b>
 Challenge	<ul style="list-style-type: none"><li>■ The company was already outsourcing the printing and distribution of AP checks through another vendor. They understood the value of processing payments electronically, and were considering the addition of ACH and Virtual Cards payment methods</li><li>■ They wanted a more secure payment environment and were enticed by the substantial rebate revenues offered by their bank's Virtual Card service. After reviewing the offering, they concluded that the bank's payment technology would be too difficult to integrate with their ERP system; placing a heavy burden on both their IT and finance departments</li><li>■ They were also unhappy with their check processing vendor, and wanted to change before taking on another large payment project</li></ul>		
 Decision Criteria	<ul style="list-style-type: none"><li>■ They required a flexible and easy to use payment technology, especially a solution that would easily integrate with their systems</li><li>■ Onboarding &amp; management of their vendor community was essential</li><li>■ The company wanted a competitive Virtual Card rebate program</li></ul>		
 Results	<ul style="list-style-type: none"><li>■ The decision was based upon ACOM's cutting edge payment technology, systems integration capability and their all-inclusive Vendor Enrollment Program</li><li>■ ACOM took over the check processing from their previous vendor with significant improvement to the service. Their payment specialists contacted the 5,300 vendors and converted over 80% from checks to <b>ePayments</b></li><li>■ Integration into the firm's ERP system was completed in a few months. Now the firm simply sends their payment file to ACOM and all payments types are processed, including ACH, Virtual Cards and all of their check printing</li></ul>		
 Benefits to Customer	<ul style="list-style-type: none"><li>■ All ACOM payment processing and vendor management is at no charge to the client, including check printing</li><li>■ Over \$225,000 in annual Virtual Card rebates</li><li>■ Saved over \$70,000 per year in check processing fees</li><li>■ IT staff is extremely happy with ACOM's system flexibility and quick response</li></ul>		

**acomSOLUTIONS**

Find out more about ACOM ePayables today:

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