

Midwest Transit Saves Hundreds of AP Hours and Earns Rebates

Company Profile

After over 40 years in business and with eight locations to manage, Midwest Transit Equipment found itself facing the limits of its accounts payable capacity. MTE needed to find a solution that boosted payment efficiencies without increasing back-office workload.

Industry: Automotive

Specialty: Buses

DMS: Excede

Annual Revenue: \$77M+

Key Challenges

- Unruly check-signing process
- Ongoing vendor enrollment issues
- No payment solution integrated with Procede's Excede DMS

Key Results after 4 months with Nvoicepay:

- 355 staff hours saved
- 630+ vendors enabled for electronic payments
- 69% of payments made via ACH or card

The Challenge: Outdated paper-based manual process

Despite its growth as the country's leading bus dealer, Midwest Transit Equipment had put an upgrade to its supplier payment process on the back burner. "At first, finding a payment solution wasn't a high priority," notes assistant controller Chris Curtis. "But it was on the radar that we needed to do something different."

Doing something different meant switching out of their inconvenient, manual paper check process. As Chris notes: "Since we were wet-ink, if our signers were out of office, we just wouldn't be able to pay the check run. So we had to try to manage people's vacation schedules. It was always a rush to try to time checks right, and it took time to get up to 400 checks signed every two weeks."

And the rush to meet that pay-run deadline didn't make the process any less onerous for MTE's accounts payable staff. According to Chris: "By the time we'd get all the documents together to get signed, our check runs took up most of a business day on a bi-weekly schedule."

But Chris recognized the bandwidth problem since many solutions did not offer extensive supplier enablement support: "We thought about going to ACH, but then we'd have to process that manually, which would be a lot of extra work."

The Solution: Streamlined payment approvals from Nvoicepay

Nvoicepay enabled MTE to consolidate their payments into one workflow, and to offer both ACH and credit card to their vendors without requiring the AP team to manage payment information.

Nvoicepay's integration with Midwest Transit Equipment's DMS promised time-saving dividends that bank solutions couldn't deliver. "We like that we can just go run our normal check disbursements in Excede then manage it in Nvoicepay. We don't have to have someone in the office to go through and approve it. We can do it remotely."

And when it came time to bring the solution into MTE's system, Chris found yet another benefit: "The roll out for the Nvoicepay was very easy. The weekly calls with our dedicated implementation manager during the implementation kept both sides on target and allowed me to have some dedicated time to ask questions."

The Results: Increased efficiency and ongoing ROI

Four months after implementing Nvoicepay, Midwest Transit Equipment's AP team is already seeing bottom-line impact from streamlining their back office. After years of paper-check inefficiencies, they are now paying 100% of their invoices electronically, clawing back 355 staff hours from the previous process, and earning \$7,000 in rebates.