



Client Case Study

Florida School System Generates Revenue Through Virtual Card Program

Industry

Education

Challenge

Offset Almost \$3B in Expenses and Optimize Outbound Payments

Solution

REPAY AP Automation with Virtual Card Rebates

Results

- \$750,000 in annualized rebates
- Lower labor and check processing costs
- No cost for implementation
- Payment processing began within ten days of contract execution

“REPAY had us up and running ten days after signing the contract. The first month’s rebate was over \$80,000, and we’re on target to bring close to a million dollars back to the district for the year.”

••• The Background

Located in Florida, one of the top ten largest public school systems in the United States sought to optimize their payables functions to offset almost \$3B in annual expenses. Educating over 270,000 students across 320 schools and educational centers, the operational costs, particularly for electricity, were exceptionally high. The school system looked to implement a virtual card program to earn rebates which could cover some of those costs.

••• The Solution

REPAY leveraged its vendor implementation service to address the concerns of the school system and help them optimize and simplify payments to their vendors, including the electricity provider.

Unlike traditional bank programs, REPAY offered a customized solution that met their critical payment flow and efficiency criteria.

••• The Results

REPAY beat out other major banks to win the school system’s business. REPAY’s dedicated implementation team helped them begin processing payments ten days after signing the contract, sending over \$50M of electronic payments, including virtual cards and ACH.

- Over \$750,000 in annualized rebates, paid monthly
- Elimination of 8,000 paper checks
- No implementation costs or ongoing support fees

The school system has been impressed with the REPAY solution and additional revenue stream. New vendors are continuously added to the process for further rebate increases.