

# Clyde Companies

Construction companies transform  
invoicing & payments



## SUNROC:

74% e-Presentation  
24% e-Payment rates

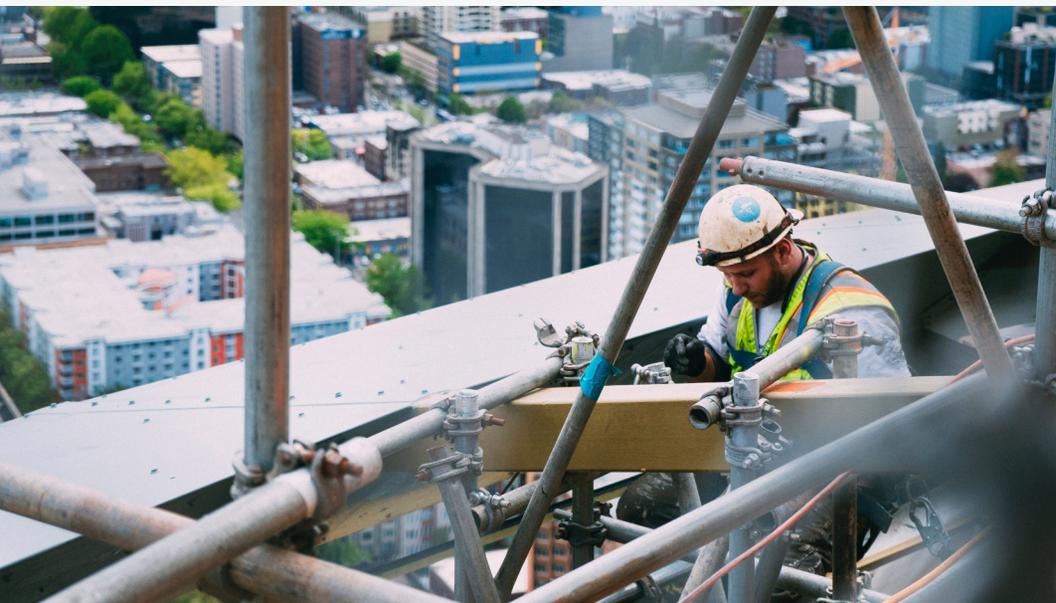
## GENEVA ROCK:

79% e-Presentation  
23% e-Payment rates

### THE CHALLENGE

Together with Geneva Rock and Sunroc, Clyde Companies is committed to exceeding expectations by providing quality construction materials and unmatched service to municipalities, state agencies, professional contractors and DIYers across the Intermountain West region.

For Sunroc and Geneva Rock, printing invoices and processing customer payments was a difficult, chaotic process. The cost, labor and time that it took to print, send and organize paper invoices in house increased exponentially as both Sunroc and Geneva Rock expanded. Countless hours were spent re-sending duplicate invoices while answering customer service calls. In addition, customers often paid by mailing in checks, making it difficult for the Clyde Companies to quickly match payments to outstanding invoices and accelerate the cash flow.



## THE SOLUTION

Geneva Rock and Sunroc both chose to partner with Billtrust because of their solutions' ability to seamlessly migrate customers to new electronic invoice delivery and payment channels. Billtrust's automated A/R solutions have proven to decrease inbound customer service calls, freeing up Sunroc and Geneva Rock employees for more valuable projects. Now that they both use Billtrust, their customers enjoy the freedom of paying with convenience.

## THE RESULTS

Since starting with Billtrust's eAdoption team in March 2015, both companies have seen efficiency skyrocket while costs have plummeted. Geneva Rock increased customer e-presentment from 57 percent to 79 percent, while Sunroc has grown e-presentment from 50 percent to 74 percent.

They have also seen a rise in all forms of electronic payment options. Before Billtrust, only one percent of customers chose electronic payment options, but today Geneva Rock now stands at 23 percent, with Sunroc leading at 24 percent.

**“Being able to see invoices online has helped free up our employees as well as help our customers find and pay invoices easily.”**

Amy Donahoe,  
Accounts Receivable Manager,  
Clyde Companies

## CONTACT US

1009 Lenox Dr #101, Lawrence Township, NJ 08648 | [www.billtrust.com](http://www.billtrust.com) | 1-888-580-2455

© Copyright 2019 Billtrust. All rights reserved. Billtrust and the Billtrust Logo are registered trademarks of Billtrust. All other trademarks are the property of their respective owners. The content of this document, and the appearance, features and specifications of Billtrust solutions and services are subject to change without notice.

