

Peterson Auto Group Yielding Monday-Saving Results with Yooz Account Payable Automation



Industry: Automotive
Location: Boise, ID
Locations: 5
Invoices: 2,500/month
ERP: CDK Global

Peterson Auto Group, now in its fourth generation, began in 1923 when LG Peterson (a WWI ambulance mechanic) opened a dealership in Idaho.

Over the years, it expanded through partnerships, relocations, and adaptation, eventually growing into Idaho's largest privately owned auto dealership chain.

With 10 brands across 5 locations in Boise, Meridian, and Nampa, Peterson emphasizes family values, long-lasting customer relationships, and a commitment to honesty and high-quality service beyond the sale.

⊗ Previous Pain Points

Paper invoice & manual data entry

Physical document storage & inefficient access

Time-Consuming Invoice Management

Inefficient tracking system

✓ The Yooz Solution

> **Multi-channel** electronic invoice scanning with AI-powered recognition and verification

> **Centralized**, cloud-based data storage with 24/7 remote access from anywhere

> **Unlimited customizable workflows** with tailored approval levels

> Completely transparent process with **real-time visibility and traceability**

⊗ The Challenge

Paying bills. No one likes doing it, but imagine the responsibility of cutting about 2,500 checks each month, but only after the general managers and department managers have approved every expense... across five stores.

That's what the Accounts Payable team at Peterson Auto Group in Boise, Idaho, used to face. *"We'd have to physically take the invoices from store to store or email them and hope that they didn't get overlooked,"* explains Patsy Price, Director of Operations. *"And once a week, we'd do a 'round robin' to get the general managers' signatures on checks. One day, the stack would go to one manager, the next day to another. We always said that our process felt a lot like herding cats."* she jokes.

Not anymore. Now the Group uses AP Automation from CDK Global, powered by Yooz.

"We've all heard the saying 'Time is money.' Entering an invoice used to take about five minutes. Now it's 15 seconds or less. That's a 95 percent time savings right there. Now multiply that across the 2,500 invoices that we process each month."

Patsy Price, Director of Operations

✓ The Solution

Yooz streamlines the financial workflow by doing away with manual document entry, and instead, uses optical character recognition and learning algorithms to "read" invoices. The system then automatically assigns the correct General Ledger (GL) Code. Managers approve payments with a click of a button, whether they're using their desktop computers or mobile devices.

The more streamlined automated process immediately yielded impressive, money-saving results, according to Price's analysis.

"Since implementing Yooz for our five-store dealership group, the invoice processing time has been reduced by 50%, the cost associated with cutting checks has decreased by 75%, saving us nearly \$35,000 a year, and our GMs have complete visibility into our AP process."

Patsy Price, Director of Operations

The Impact

Invoice approval also takes much less time, dropping from an average of 45 minutes per invoice to just five. So instead of spending two or three hours a day attaching invoices to checks and routing them for signatures, the system sends the checks for electronic signatures, and funds are electronically transferred. Paying bills now takes only about 15 minutes a day. The cost associated with cutting checks also dropped from about \$5 per check to just \$1.43, a savings of nearly \$35,000 a year.

What about answering managers' questions about invoice status? It used to take at least an hour per request and involved thumbing through files and piles. *"Now we simply type in a vendor's name, and in just seconds, I know who approved the invoice and if and when it was paid,"* says Price. *"We literally don't have file cabinets anymore."* Additionally, because managers have information at their fingertips, they don't need to depend on the office for answers.

Perhaps the greatest benefit of AP Automation comes in the dealership's ability to control its business, not have the business control the dealership.

"Department managers and general managers used to be dependent upon calling others to get answers to their expense-related questions. Now they can know in an instant where things stand," shares Price. *"They have knowledge. And knowledge is power."*