

# Shelor Motor Mile Accelerating Accounts Payable Automation with Yooz



You have a project you would like to discuss?

**Industry:** Automotive

**Location:** Christiansburg, VA

**Employees:** 400

**Invoices:** 7,000/month

**ERP:** CDK Global

Founded in 1974 in Christiansburg, Virginia, Shelor Motor Mile has grown into one of the region's largest automotive groups. Led by Larry J. Shelor and David L. Hagan, the company expanded from 125 to over 500 employees and generates more than \$400 million in annual sales.

With an A+ BBB rating since 1982, Shelor offers an extensive selection of new and used vehicles from brands like Chevrolet, Subaru, Toyota, Honda, and more, along with financing, parts, and service. Serving customers across Southwest Virginia, Shelor continues its tradition of growth, value, and trusted service.

## ⊗ Previous Pain Points

Paper-heavy, manual AP processes

No remote approval or invoice tool

Month-end close took up to 10 days

Poor visibility and lost documents

## ☑ The Yooz Solution

Fully digital, paperless AP workflows

Mobile PO creation, approval, and invoice submission

Reduced close to just 2 days (80%)

Real-time traceability and secure document access

*"Don't be afraid to change! I would venture to say if you asked anyone here at Shelor who has been using Yooz they would say the same. It is actually a running joke that whenever there is a process that needs to be improved my first answer is, I bet we can use Yooz for that."*

Molly Boothe, Controller

## ⊗ The Challenge

In 2020 Shelor Motor Mile made the decision to expand their quest to go paperless into their Accounts Payable Department. With multiple companies and over 400 employees, many of which are mobile or do not work in the office most of the time, the task of tracking down invoices and getting them approved was very frustrating and time consuming.

Molly Boothe (Controller) thought there had to be a solution out there that would allow their mobile employees to create a purchase request, approve an invoice or send an invoice from their mobile device. As a CDK user, Boothe reached out to CDK for recommendations for a solution, and that's how she found Yooz.

*"Hands down **deciding to utilize Yooz in our invoice processing has been the best decision that we have made.** It has not only helped us achieve our most important goals, providing mobile access and making it easier to track down invoices and gain approval, it has allowed us to cut our month end close out process from ten days down to basically two."*

Molly Boothe, Controller

Boothe knew that getting her Payables team onboard wouldn't be an issue, as it was very apparent the benefits to them in making this change, she was unsure how eager the rest of employees would be to making such a drastic change. She was pleasantly surprised that what could have been a huge undertaking to change the company's culture from paper to primarily paperless, was actually an easy transition once everyone could see all the benefits Yooz could provide to all departments not just Payables.

## ✓ The Solution

*"Change is hard, especially one so drastic. When you have been use to putting a piece of paper in an envelope and sending to the Office to get paid and being done, it is hard to think that adding any extra steps to that process could be a good thing. It was important to us to show everyone it wasn't more steps, it was simply different steps and all of the benefits making this change could give all of us."*

During Shelor's implementation the project manager at Yooz was very thorough in learning how the Shelor organization operates in order to suggest the most efficient workflows to get the most out of the application. This attention to detail made the team feel truly supported throughout the process.

*"The Yooz **implementation has been the best experience** we have had with any software application! It is really difficult to get employees to believe in and want to learn a new application when you have any difficulties during the initial startup. If there are problems they tend to look for reasons not to adapt to the change. With Yooz we didn't have any issues, which made it easy to obtain the needed buy in and support from everyone."*

Molly Boothe, Controller



## The Impact

Get things done thanks to the most intuitive and customized AP workflows for optimum flexibility.

Review and approve documents from anywhere, from any device, for maximum mobility.

Always be in the know with instantly updated financials thanks to the real-time visibility of the Yooz Cloud-based platform. Never miss a beat and keep going, even when a business disruption strikes as Yooz means reliability.

Shelor Motor Mile leverages Yooz for much more than electronic invoice processing. The team uses the platform to handle mobile purchase requests and orders, manage budgeting, automate reminders and follow-ups on pending invoices, store documents electronically, and streamline GL account coding—bringing greater efficiency and control to their AP operations.