

CASE STUDY

Major Construction Firm Streamlines Vendor Payments with Corpay-Integrated eCMS Solution



S.T. Wooten is a family-owned business serving central and eastern North Carolina for 70 years. They specialize in heavy highway, design-build, materials, and commercial site work, with a focus on safety and innovation.





“No news is good news, and I hear no news. It’s one hundred percent satisfaction on the vendor end.”

— Lily Walston, Assistant Controller

Industry: Construction

ERP: eCMS Connect for Corpay

Vertical: Heavy Highway Contracting

Client Profile

For over 70 years, S.T. Wooten has built the highways, bridges, and infrastructure that keep North Carolina moving. As a third-generation construction company, they operate a statewide network of asphalt and concrete plants, supplying materials for their own projects and external customers.

Payments are the backbone of their operation. Since the 1980s, they’ve relied on CGC (eCMS) to manage finances and keep projects on track. But as the company grew, their payment process needed to move faster, work smarter, and keep up with their expanding operations.



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Challenges

S.T. Wooten had tried a card program before, but it never worked the way they needed it to. Vendors struggled to log in, transactions were a hassle, and the AP team spent more time troubleshooting than making payments.

What was supposed to simplify payments only created more headaches.

“With what we had before, maybe 10 or 12 vendors were getting card payments, but they kept running into issues,” Walston recalled. “They couldn’t log in, they couldn’t access their cards, and it was just too much of a hassle. So we said, forget it.”

For the AP team, a system that required constant intervention wasn’t worth the effort.

“Ease of use for us and our vendors was the biggest thing,” Walston emphasized. “If we send a vendor a credit card and they can’t use it, and we have to touch it four or five more times, it’s not worth their time, the rebate, or our time. And you don’t want to frustrate vendors when you’re trying to pay them.”

They needed a solution vendors could actually use — one that wouldn’t waste resources.

Solution

S.T. Wooten chose Corpay for its ease of use, seamless ERP integration, and vendor-friendly setup.

“Corpay had the best presentation of what they offered and how it would work for our company,” Walston shared. “It made sense for our employees, our vendors, and the way we do business.”

A key factor was Corpay’s integration with their existing ERP, eCMS.

“Corpay’s integration was already in place with eCMS,” said Eric Burnworth, Information Technology Director at S.T. Wooten. “We didn’t have to reinvent the wheel.”

With weekly check-ins and dedicated support from Corpay, the transition was smooth. Once the team got familiar with the system, payments became second nature.

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Results



Switching to Corpay transformed how S.T. Wooten handles payments. What used to require multiple steps now happens instantly. Vendors get paid without confusion, and the AP team has more time to focus on strategic work.

- **Faster payments** – No more manual uploads or waiting on approvals. Payments are processed with just a few clicks.
- **Happier vendors** – Fewer questions, fewer complaints, and a smoother process that keeps relationships strong.
- **Better visibility** – Real-time tracking makes audits and vendor inquiries easier to manage.
- **More time for AP** – The team spends less time fixing issues and more time driving efficiency.

“We have to do a separate check run for our credit card vendors,” Walston explained. “That used to be a headache. Now, it’s just a few clicks instead of uploading files and dealing with the bank. As soon as we click the button, emails go out, and vendors get paid. It’s easy.” For the first time, payments aren’t a constant problem to manage.

“Everything is working like a well-oiled machine,” Walston said. “Payments are simple, vendors are happy, and our team isn’t bogged down with unnecessary steps.”



**Seamless
integration with
eCMS**

by Computer Guidance Corporation



**Faster
payments with
fewer steps**



**Stronger, more
reliable vendor
relationships**

About Corpay

Corpay (NYSE: CPAY) is a global leader in payments, helping businesses of all sizes better track and manage spend. Through its unified spend management platform, Corpay Complete, Corpay offers a range of solutions, including Payments Automation, Invoice Automation, Procure-to-Pay, Expense Management, and Commercial Card programs. These solutions empower clients to automate, secure, and streamline business payments while reducing overall costs. An S&P 500 and Fortune 1000 company, Corpay processes 1.9 billion transactions annually and is the #1 B2B commercial Mastercard® issuer in North America. Learn more at www.corpay.com.

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