

St. Joseph's/Candler's e-Payables Gains Over \$12 Million in Years Four and Five of the Program

St. Joseph's/Candler Health System (SJ/C) comprises the St. Joseph's and Candler Hospitals and their many programs and services. Combined, these hospitals represent nearly 350 years of continuous service. SJ/C is the largest health system in Southeast Georgia and the South Carolina Low Country. In 2013 it received the prestigious national Foster McGaw Prize for Excellence in Community Service for 2012.

Challenges

St. Joseph's/Candler needed to implement an AP system that would automate its invoice payments, increase number of days cash on hand, and generate rebate income. The hospital investigated bank and card payment programs and discovered that, although some banks offered rebate programs, they did not provide services for AP automation or help to improve days cash on hand.

Solution

St. Joseph's/Candler learned that the *Strategic AP™* program and AP automation from *Inworks®* not only helped them reduce paper checks and administrative costs, but also provided other major benefits bank credit card programs could not. Through the program, the hospital was able to quickly increase its cash on hand by nine days. The program also enabled the hospital to generate significant revenue from e-payment rebates – income that continues to grow, year over year. Inworks ensured St Joseph's/Candler maximum supplier participation by drawing on its extensive supplier network and offering the broadest choice of attractive payment methods through its *Intelligent Pay* e-payables platform.

Results

With the Inworks Strategic AP program SJ/C has:

- More than 500 suppliers being paid electronically through the Intelligent Pay program, to date
- Transitioned over 30 percent of its supplier invoices to electronic payments (more than double the industry standard)
- Increased total annual electronic payments from \$38 million to well over \$50 million in years 4 and 5 of the program
- Improved its DCOH by 9 days
- Generated significant rebate income that continues to grow



"We chose Inworks because, in addition to helping us increase our cash on hand and build revenue through AP, their program enabled us to significantly increase our supplier participation in a way bank credit card programs simply can't."

GREG SCHAACK

CFO, St. Joseph's/Candler Health System

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