



CASE STUDY

Rebate and invoice automation with DCA, Distributors Corp. of America

SITUATION

As each distributor's vendor and customer lists continued to grow, using manual, paper-based procedures for pricing and invoicing was becoming more difficult to manage. To keep up, IAC had fully allocated three employees just to handle the time-consuming price and rebate authorizations and reconciliations.

In deciding that an automated workflow was necessary, DCA then faced the challenge of how to help vendors through the transition when they themselves had only limited technical experience with EDI.

SOLUTIONS

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RESULTS

Through automation, DCA has substantially reduced the time and effort necessary to process rebates and invoices. This not only improves cash flow but also allows a single DCA employee to finish the work that once occupied three people. Rebate money is received timely and accurately.

UniLink takes care of connecting new trading partners and fixes the more complex problems, which means DCA is able to add new vendors to EDI quickly and efficiently.

DISTRIBUTORS CORPORATION OF AMERICA

Distributors Corporation of America (DCA) is a holding company for three distributors: IAC (electrical/industrial), Mid America (aftermarket automotive), and MidSouth Power (diesel power generation). DCA oversees the central functions such as IT and accounting for these distributors, including EDI implementation and maintenance.

Della Coffelt, the CIO for DCA, has a background in applications, so she always rates software companies on their level of **RESOURCES**.

"UniLink RESOURCES has been tremendous—fast response, ability to help guide, answering questions—absolute high marks on all of that."

UniLink provides DCA with the confidence to move forward with the EDI solution knowing that any issues that arise are handled quickly and efficiently, which is appreciated not only by IAC but also by their vendors and customers.

