



## MPW and U.S. Bank

*The U.S. Bank One Card and U.S. Bank Access® Online Payment Plus virtual card solution reduces manual processing, boosts company's rebate revenue.*



MPW Industrial Services started as a three-man truck-washing business and evolved into a multifaceted corporation that employs more than 3,000 people across more than 70 locations. Founded in 1972, the large industrial cleaning company now provides water treatment and facility and environmental services to thousands of clients in North America. MPW improves operating reliability and profitability by coupling the best trained professionals with the most innovative technologies. The company's focus on hard work, innovation and exceeding customer expectations has enabled it to succeed.

### Benefits of Payment Plus

- Increased rebate
- Streamlined accounts payable processes
  - Greater control
  - Enhanced float

### Why the switch?

MPW had a commercial card program with other issuers but decided to move to U.S. Bank. Why? They were previously using a mix of different commercial cards and weren't getting optimal efficiency or ROI by managing two separate programs from different issuers. They were experiencing administrative challenges with them as well.

MPW was looking for a single commercial payment solution that worked for travel as well as procurement expenses. The company wanted to improve its efficiency in processing payments, reduce administrative burden, maximize rebate revenue, and partner with an issuer that provides the ability to scale its payment program as it grows.





In its RFP, MPW estimated its annual commercial card spend volume at \$3.1 million, and requested a three year deal. MPW's business consultant at U.S. Bank noticed that the company's estimated annual commercial card spend volume was unusually small relative to its company size. So, the business consultant decided to dig a little deeper. He requested a file of vendors that MPW pays, indicating that there may be opportunity to grow its commercial card program and increase its rebate revenue. The ensuing vendor file analysis uncovered \$12 million in annual spend that could be moved from check to commercial card and Payment Plus by changing the way it was paying suppliers.

In the end, MPW implemented a commercial payments solution, including One Card and Payment Plus, which improved its payment efficiency, reduced its administrative burden and helped it significantly grow its rebate revenue — all driven by changing the way its payments were made. The business consultant's willingness to ask the right questions, and MPW's openness and willingness to collaborate, were the keys to making it all happen.

### **Keys to a successful implementation**

Partnership and collaboration don't end with the decision to move forward with U.S. Bank commercial payments products. Working together is key to a successful implementation process.

Since MPW had previous experience with an electronic payables program, it wasn't starting from scratch. The switch to Payment Plus went smoothly though some changes were required. MPW's IT, accounts payable and finance units worked with the team at U.S. Bank to accommodate the implementation.

U.S. Bank worked closely with MPW to make sure all their needs were met each step of the way. To ease the transition for its suppliers, MDW leveraged the dedicated supplier enrollment team at U.S. Bank.

### **The start of a great partnership and relationship**

U.S. Bank and MPW are committed to looking for opportunities to gain new efficiencies in payment processing, increase vendor acceptance of Payment Plus and One Card, and grow their commercial payments program.

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