



# UMC leverages payment automation to grow 25% without adding headcount

## Company Profile

University Mechanical Contractors, Inc. (UMC) is one of the most experienced full-service mechanical contracting firms in the nation. Founded in 1920, they build value for customers through their industry-defining expertise and commitment to innovation.

Industry: **Specialty Construction**  
Vertical: **General Contractor**  
ERP: **Viewpoint Vista**  
Employees: **400+**

## Challenges

UMC was seeing rapid growth in their business, but they didn't want to add another FTE in accounts payable, despite facing a 33% payment volume increase with 90% of their vendors being paid by paper check.

## Solution

Viewpoint ePayments automated the payment process, enabling UMC to pay all of their vendors electronically with just a few clicks. The improved process allowed the AP team to save time on payables and focus on other critical areas to accommodate their business growth.

## Results

UMC grew 25% without adding additional headcount, saving the AP team hundreds of hours of work and enabling them to focus on more strategic business needs.

## Time Saved

Saved over 400+ hrs/yr in AP administrative tasks.

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When we started evaluating electronic supplier payments, we anticipated high growth in Q4. We saw Viewpoint ePayments as a way to handle our increasing payment volume without adding more staff.

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Dave Deutschman  
UMC IT Manager

