

Situation

Unified Door & Hardware Group is a value-add distributor of doors and hardware. Unified is a private equity roll-up with 15 companies across 28 locations.

Unified continues to enhance its national footprint through acquisitions.

Challenge



Unified believed they were missing out on Accounts Payable discounts from their more than 4,500 vendors by not paying within the discount terms.



The lack of visibility into detailed data on each vendor, invoice and payment information, meant they were potentially leaving money on the table every month.

Action



Compiled a detailed list of vendor terms for each entity then appended every payable transaction.



Created both detailed and summarized views by entity comparing invoices and the corresponding payment dates to show how each item was being paid based on every vendors' terms, allowing the accounting team to prioritize payments where discount opportunities were available.



Calculated the net impact on liquidity, discounts gained and lost, and days-to-pay by entity, vendor and invoice.

Result

\$1M

YoY net increase to EBITDA

35%

Increase in discounts realized



BUCS helped us recognize discount opportunities we were previously missing out on, and the net impact since using the model has added \$1 million to EBITDA.

Matt Thompson
Vice President of Finance



Systems Integrated



x25



x2



Access



BUCS was founded in 2006 to help mid-market companies improve performance through better information. This idea has blossomed into a data integration platform used by high-growth organizations, private equity firms, and top professional service firms. Clients rely on the BUCS platform to drive efficiency and inform investment decisions consistently resulting in value creation greater than 5% of revenue.