

# Integrity Grading & Excavating Digs CPX for Cash Flow Management

## Challenge

Integrity Grading & Excavating, Inc. (IGE) has been deeply involved in major construction projects throughout the upper Midwest for 15 years. Their focus on generating creative solutions using technology is one of the core values that has advanced IGE's growth and reputation as a leader. From major public works to industrial and private development projects, their partners trust that grading and excavation will be completed safely and successfully when IGE is involved.

IGE also uses technology to solve problems and improve performance in their business operations. Active suppliers and subcontractors may be involved in dozens of projects at any given time, increasing the complexity of accounting operations. Instead of adding staff, IGE found a simple but powerful solution to drive efficiencies in their accounts payable (AP) process while creating greater control and visibility into cash flow.

### INTEGRITY GRADING & EXCAVATING INC.



Diversified construction firm with expertise in mass grading, earth moving, and utility construction with the help of GPS technology



Recognized leader in their field helping to develop disadvantaged business enterprises



Respected for commitment to safety and value in project delivery

## Solution

With physical check payments becoming even more difficult, risky and unpredictable during the pandemic, IGE partnered with Priority Commercial Payments to address these immediate challenges as well as to improve their overall cash management strategy.

IGE selected CPX not only for the best-in-class technology, but for the Priority team's payments expertise and support which made integration seamless. The company didn't need to change its banking relationship or accounting system to use the CPX platform, which operates with any existing ERP.

Priority Commercial Payment Exchange (CPX) integrated payables (IP) platform achieves IGE's goals at a strategic level by delivering:

- Efficiency through several different forms of payment in one batch
- Insights and analytics enabling cash flow optimization
- More value to suppliers through predictable payment schedules and rich remittance data

Priority CPX delivers the flexibility to execute every payment type with a single payment instruction file and manage payments on a scheduled or job-by-job basis. The CPX dashboard and intuitive reporting tools provide insights and transparency to support cash flow management, a critical benefit for all businesses, but especially construction contractors.

Together, IGE and the Priority team have created a payments strategy and adoption roadmap that enables IGE to gain buy-in internally and from suppliers by demonstrating value.

## Results

IGE has stepped into IP at a comfortable pace, guiding suppliers away from physical check toward electronic checks, ACH or virtual card. With the help of the Priority team, IGE is managing terms, prepayment discounts, float and payment methods to produce new revenue and optimize cash flow for strategic investment. The company continues to grow and scale their business operations without adding headcount to their accounting team.

Implementing IP with Priority CPX enables IGE to transform time-intensive AP processes into streamlined, strategic working capital management.



We have seen platforms that go after rebate right away. But we value the strategic benefits of Priority CPX, with rebate as the icing on the cake. This partnership and platform have helped us strategically transform cash flow management at the right time and at our pace.

**Kyle Beld**

CHIEF FINANCIAL OFFICER  
INTEGRITY GRADING & EXCAVATING, INC.

**100%**

increase in cash flow visibility

**50+**

enrolled strategic suppliers

**21 days**

reduced between DSO & DPO

**10 hours**

saved in monthly processing & reporting