

Becoming the Single Point of Reference When Applying Customer Payments

Wesco Automates Their Cash Application to Achieve a 91% Auto-Match Rate



“Wesco operates in a multi-currency industry, and initially, we assumed the Cash Application software would not meet our high expectations. However, the team discussed our requirements in depth and reconfigured the software to create a solution that was customized for us. We now enjoy an 85-95% multi-currency match rate which allows the Accounts Receivable team to focus on debt collection using clean, accurate, and up-to-date sales ledgers.”

—CAROL POLLARD, EU CREDIT MANAGER, WESCO AIRCRAFT

About Wesco

Wesco Aircraft is the world’s leading independent distributor and provider of comprehensive supply chain management services to the global aerospace industry.

Founded in 1953, Wesco has been in operation for more than 60 years and has grown to serve more than 7,000 customers, with a global workforce operating across 50 locations in 17 countries. The company supplies industries—from the pharmaceutical to commercial aerospace to defense industries—with over 50,000 products and 6,000 suppliers.

INDUSTRY

Aerospace

REGION

Global

ERP

JD Edwards

PRODUCTS

BlackLine Cash Application

BENEFITS

- Achieved an auto-match rate of 91%
- Increased focus on customer relationships
- Shifted staff focus to value-added activities
- Decreased manual processes
- Created a single point of reference when applying customer payments



Trust is in the Balance™

The Challenge

Wesco Aircraft was challenged with time-consuming processes to apply cash and support their enterprise resource planning (ERP) system, JD Edwards. They were updating the sales ledger and applying cash manually. In addition, they had multiple points of reference when applying multiple payments. All of this reduced the team's efficiency and productivity. Scaled across the business and with multiple currencies, it's easy to see why their cash application process was challenging.

Why BlackLine Cash Application

Wesco deployed Cash Application to automate some of their manual processes and increase efficiency. The implementation team worked closely with Wesco during each stage of the implementation to ensure a smooth transition. Prior to go-live, onsite training was provided so the teams had experience using the new solution.

The Results

Since implementing Cash Application, Wesco's cash application process has dramatically improved. The Wesco team has achieved an auto-match rate of 91%, and the Cash Application solution has become the single point of reference when applying customer payments. By reducing manual and time-consuming tasks and processes, employees can now post and apply payments directly on the sales ledger.

The integration has surpassed their expectations and has since been rolled out to their corporate headquarters in California.

RIMILIA ACQUIRED BY BLACKLINE, THE LEADING FINANCIAL CLOSE AND ACCOUNTING AUTOMATION PLATFORM