



MANAGED AR

Aurora Parts simplifies receivables and scales success with *Managed AR*



The challenge

Aurora Parts isn't just keeping trailers on the road. It also has to keep a vast and growing network of fleets and dealers financially connected. Founded in 2003 and headquartered in Lebanon, Indiana, Aurora Parts is North America's largest original equipment supplier (OES) of aftermarket parts for heavy-duty commercial semi-trailers and intermodal equipment.

With over 15,000 SKUs stocked at its 300,000 ft² headquarters and a broader e-catalog exceeding 20,000 parts, plus five distribution centers and a network of 300+ dealers, Aurora serves fleets and technicians across the continent (in fact, Aurora supports over 30% of the U.S. trailer fleet). But, with that success came rapidly mounting complexity across their accounts receivable (AR) processes.

Fleets needed faster, more reliable ways to pay; dealers needed confidence they'd get paid on time; and, as Aurora continued to grow even more, adding new acquisitions and locations, manual AR processes weren't just lagging, but actually riding the brakes.

"Accounting is critical. Everyone wants to get paid, and Corcentric helps ensure that happens—on time, every time."

NICK SKELTON, SENIOR
PLATFORM SOLUTIONS
MANAGER, AURORA PARTS

The solution

Corcentric's Managed Accounts Receivable solution became Aurora's one-stop shop for invoicing, collections, and financing. The platform brought visibility, speed, and peace of mind to both ends of the transaction. Fleets now have the tools to pay quickly and easily, while dealers have full confidence that payments are coming – on time every time.

What makes Corcentric's Managed AR unique is its combination of technology, business process transformation, and funding options. For Aurora, that means being able to establish credit limits with ease, fix days sales outstanding (DSO), minimize payment disputes, and onboard new customers and suppliers quickly through the Corcentric Platform. It's not just automation – it's predictability, control, and trust across their

370%

GROWTH IN MANAGED AR
SINCE ADOPTION

Fewer
claims

DISPUTE RATES WAY
BELOW INDUSTRY
AVERAGE

50 fleets/120
dealers

ONBOARDED IN A SINGLE
MONTH—WITHOUT
DISRUPTION



AURORA PARTS CASE STUDY

network. And it gives selling partners confidence that payments will be received on time, while Aurora gets to dictate the terms of when they receive funds effortlessly.

As Aurora's business grew, Corcentric's opportunities to streamline and increase AR efficiency grew right alongside it. From onboarding 50 new fleets in a month to adding 120 dealer locations, Corcentric's team adapted quickly, providing seamless integration, enablement, and exceptional service every step of the way.

The results

Aurora Parts expanded its AR program by more than 370% with Corcentric—growing nearly fivefold while improving visibility, reducing friction, and giving both dealers and fleets the confidence that payments would be made on time. The streamlined platform now supports large-scale onboarding and enables Aurora to manage growth without compromising performance.

- **AR volume scaled 5x** with Corcentric Managed AR
- **Claims and discrepancies reduced** to below industry averages
- **Effortless onboarding:** up to 50 fleets and 120 dealer locations added in a single month
- **Sales enablement boost:** Corcentric now helps Aurora identify and engage untapped customer accounts

"Corcentric hasn't batted an eye. They've rolled with every punch and helped us bring hundreds of new locations online quickly and efficiently."

NICK SKELTON, SENIOR
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MANAGER, AURORA PARTS

Get peace of mind.

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ABOUT CORCENTRIC

Corcentric is a leading global provider of best-in-class procurement and finance solutions. We offer a unique combination of technology and payment solutions complemented by robust advisory and managed services. Corcentric reduces stress and increases savings for procurement and finance business leaders by forming a strategic partnership to diagnose pain points and deliver tailor-made solutions for their unique challenges. For more than two decades, we've been a trusted partner who delivers proven results. To learn more, please visit www.corcentric.com.