



CASE STUDY

LEASE ADMINISTRATION

DOLLAR GENERAL®

ABOUT

Dollar General Corporation is an American chain of variety stores headquartered in Goodlettsville, Tennessee. Dollar General operates more than 18,000 stores in the continental United States.

Dollar General stores deliver everyday low prices on items including food, snacks, health and beauty aids, cleaning supplies, basic apparel, housewares, seasonal items, paper products and much more from America's most-trusted brands and products, along with high-quality private brands.

CHALLENGE

Dollar General was still sending their vendors (Landlords) rent payments by check. The checks were being mailed out to all vendors. This has caused the vendors to receive rent checks not in a timely manner due to delays with the United States Post Office.

PROCESS

Dollar General originally sought the help of Mohr Partners to convert 1,225 of their vendors to Electronic Fund Transfer (EFT) for rent payments. Mohr Partners was tasked with contacting these vendors and requesting they sign an EFT agreement, in addition to supplying their banking information. Mohr Partners was able to achieve a 70% conversion rate, demonstrating great success in the pilot phase.

RESULT

As of April 2023, Dollar General hired Mohr Partners to convert the remaining 15,000+ vendors to EFT Payments. The success of this process has allowed Dollar General to pay vendors more efficiently, an added benefit that is appreciated by both the company and vendors alike.