

# case study



## OIL EQUIPMENT COMPANY CUTS AP PROCESSING TIME BY ONE THIRD WHILE CREATING NEW REVENUE WITH CSI PAYSYSTEMS

### BACKGROUND

Adams & Fogg Oil Equipment Company relies on Jonas Construction Software to manage its financial systems. Office Manager Ginny Lawless is the primary user of those financial systems and recently attended a Jonas Users Conference. It was there that she learned of a new partnership with CSI, which has enabled Jonas to bring an industry leading electronic payment solution to its client base.

"We had been paying our bills primarily through paper checks," recalls Lawless. "When I heard that CSI could automate our accounts payables with CSI Paysystems and that we could earn a rebate just by paying our bills, we decided to give it a try."

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- Ginny Lawless, Office Manager

### SOLUTION

CSI Paysystems is integrated with Jonas Construction Software, enabling customers like Adams & Fogg to automate the payment process.

Payment files are uploaded directly into CSI Paysystems from Jonas, invoices are reviewed and approved, and a single-use virtual credit card number is generated then sent to the vendor for each payment. Since the system is integrated with the Jonas Construction Software, "the tracking and account reconciliation just falls right into place," said Lawless.

Adams & Fogg continues to issue paper checks for non-card accepting vendors, but Lawless finds this process both costly and time consuming. "I wish everyone accepted virtual cards.

***"We're always done with payments long before we've finished mailing checks."***

- Ginny Lawless, Office Manager

Using the virtual card capabilities of CSI Paysystems is a lot easier and we're always done with payments long before we've finished mailing checks."

### RESULTS

In just three months, Adams & Fogg estimates that it has cut the time required to process payables every month by at least one third, which equates to substantial cost savings. Additionally, the monthly rebate earned has more than doubled as CSI continues to work on behalf of Adams & Fogg, enrolling vendors in the virtual card program.

Not only is Lawless elated that Adams & Fogg made the move, she also highly recommends CSI Paysystems to all other Jonas Construction Software users. "CSI Paysystems is very easy and the rebate is wonderful. Who wouldn't want to save money and make money at the same time?" The level of service that Adams & Fogg has received from the CSI globalVCard team has also become a standout for Lawless. "CSI is extremely easy to work with. If I ever have a problem, they respond immediately...not later or tomorrow - immediately. You just don't find that kind of service any more."

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**Integrated with the Jonas Construction software**

**The monthly rebate earned has more than doubled**