

case study



CORPORATE SPENDING
INNOVATIONS



GOLF CLUB DRIVES AP SUCCESS WITH CSI PAYSYSTEMS

BACKGROUND

In his continuous effort to improve efficiencies, controller Mick Nissen sought to advance the AP process at Sharon Heights Golf & Country Club. The Club continued to rely on paper checks for most of its payments – a time consuming process for his small staff. After evaluating many electronic processing options, CSI Paysystems became the clear standout.

The no-cost solution provided the benefits Nissen was looking for along with the ability to earn cash rebates on payments made through the virtual card system. But Nissen admits being a bit skeptical initially. "It almost sounded too good to be true: how were we going to do all this AND get money back?"

"It wasn't a lot of work for us to get through the change. The CSI team was very hands on and checked in often to make sure things were going well."

- Mick Nissen, Controller

BUSINESS RESULTS

Change is never easy, particularly when it involves installing new systems. "We weren't excited about going through the change process. We already had our plates full and didn't have time to learn a new, complicated software system."

The Club was pleased with how smooth the transition was, and the support provided by CSI along the way. CSI's dedicated account management team guided them through the learning curve and spearheaded the vendor enrollment campaign, contacting every vendor and ultimately moving nearly 50% of the Club's vendors to CSI Paysystems.

"It wasn't a lot of work for us to get through the change. The CSI team was very hands on and checked in often to make sure things were going well. Anytime we had an issue with our Jonas software integration or with a payment, they were quick to communicate and solve any problems."

What would Nissen say to other financial executives experiencing the skepticism that he once felt? "CSI Paysystems requires no more work; in fact, in many ways it's easier than the old, traditional process of check writing. And we get approximately \$2,000 in rebates back to us every month. The rebate is new revenue we never had before, simply by paying our bills through CSI Paysystems. It's really a no-brainer."

PROGRAM HIGHLIGHTS

- Nearly 50% of vendors accepting virtual payments
- Improved efficiencies by eliminating paper checks
- Cost savings of \$5.14 per eliminated check (as estimated by The Accounts Payable Network); or an estimated \$4,217 annual savings for the Club.
- New monthly revenue of \$1,500-\$2,000 per month from cash back rewards.

2013 FINANCIAL IMPACT SUMMARY

Spend volume captured	\$1,767,574
Rebate earned	\$17,676
Savings from eliminated checks*	\$4,217
Estimated annual program return	\$21,893

PROJECTED 5-YEAR RETURN **\$109,462**

*820 transactions @ \$5.14 per check estimated by The Accounts Payable Network

**Approximately \$2,000 in
rebates back to the club
every month**

**Moved nearly 50% of
the Club's vendors to
CSI Paysystems**

**\$4,217 annual savings from
eliminated checks**