

case study



CORPORATE SPENDING
INNOVATIONS



MEDFORD LAKES
COUNTRY CLUB

CSI PAYSYSTEMS HELPS MEDFORD LAKES COUNTRY CONVERT 45% OF VENDOR PAYMENTS TO VIRTUAL CARD AND EARN NEW REVENUE THROUGH REBATES.

BACKGROUND

The beautiful and charming Medford Lakes Country Club is in the New Jersey Pines Barrens approximately 18 miles southeast of Camden, NJ. The course was originally designed by the prolific golf course architect Alex Findlay in 1929. In 1969 it was redesigned and expanded to its current 18-hole course by Harold Purdy. Medford Lakes prides itself on providing a club where members and their guests can have an enjoyable time.

Fran Carpenter, Medford Lakes' Comptroller, was finding the task of paying their suppliers to be laborious. The manual process was time-consuming, but she was hesitant. "CSI seemed too good to be true but I was very pleasantly surprised at how easy and financially beneficial CSI has been."

SOLUTION

Corporate Spending Innovations was referred to Medford Lakes by their club management company, clubsystems. CSI Paysystems seamlessly integrates with clubsystems, enhancing the automated payment process and allowing Clubs to pay their suppliers using their preferred payment type. It also generates revenue for the Club from virtual card rebates.

Checks were an ongoing problem for Medford Lakes. It took a lot of time to write out and mail the checks, and postage was an additional cost of time and money. Also, Fran was tired of losing checks in the mail. Before CSI Paysystems, the check process would take her anywhere from two to three hours between printing a check to getting it signed. Now it takes around 10 – 15 minutes for CSI to disburse payments. "That tedious task is basically eradicated now." The CSI Paysystems implementation process and training was easy and quick. "CSI is not a laborious project whatsoever. I was

up and running in the exact amount of time I was told I would be." In addition, because the training was so simple and her payment process has been streamlined, Fran is able to take back some of her valuable time. "I can pay payables more often because it doesn't take me as much time writing and mailing checks." Another benefit to using CSI Paysystems is the payments visibility it gives Fran. "Anytime vendors need payment status updates, I have accessibility to view it at a moment's notice to aid their questions."

RESULTS

An added benefit of working with CSI is the dedicated supplier enrollment team that reaches out to suppliers on the Club's behalf. Since implementing CSI Paysystems, Medford Lakes Country Club has seen a vendor acceptance rate of 45%. Their total rebate earnings on virtual card transactions from mid-2020 to 2021 was over \$4,000. "CSI Paysystems has saved time and money and earned rebates, which helps our bottom line." Anyone considering using CSI Paysystems should "DO IT!"

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– Fran Carpenter, Medford Lakes' Comptroller