

eCMS Connect for Comdata



“Comdata understands that a successful vendor payment program sets itself apart with automated systems, great rebates and a fantastic team to support the processes in between. And, Comdata’s ability to integrate with our eCMS ERP for even greater time and cost savings makes a big difference in our business.”

—Steve Lords, CFO, Arizona Pipeline

Company: Arizona Pipeline

Industry: Specialty Contractor

Construction Services: Arizona Pipeline specializes in underground construction including Gas Distribution, Long Line Pipeline, Power Distribution, Power Transmission, Fiber Optics, Underground and Aerial, Engineering and Design, Sewer and Water, and Storm Drain

Corporate Headquarters: Hesperia, CA

Client Information: Founded in 1979 as a general contractor and utility specialty trade organization, Arizona Pipeline now operates 10 divisions across 3 states and employees between 1,200 and 1,600 team members. The company is proud to have major contracts with several public utility companies, including natural gas pipeline (mainline expansion, multi-year service and maintenance) and electrical infrastructure (expansion/repair, multi-year service and maintenance). Arizona Pipeline also performs low-voltage infrastructure (telephone and cable TV) expansion/repair and maintenance services.

Software Applications:

eCMS, Account Payable, Accounts Receivable, General Ledger, Job Cost, Order Processing, Content Management, Workflows, IDI Business Intelligence, HRSS, Service Management, and Mobile eCMS

Technology Environment:

Hosted eCMS

Challenges: Recently, this family-owned company (the Moyers) was making a successful transition from its second to third generation of owners. As in any time of change, Arizona Pipeline and its vendor partners were seeking solutions for heightened efficiency and productivity, as well as the impact those improvements could make on the company’s bottom line.

Arizona Pipelined signed on first with Comdata, and later also had discussions with US Bank and American Express. Their decision was to continue with Comdata considering it had much better rebate, service and overall program. The rebates and added value that Comdata brings to Arizona Pipeline far outweighed the competition.

Solutions: Comdata Virtual Card offers payment processing solutions for contractors to pay vendors and, in return, provides the contractor with rebates on these transactions. Unlike other payment solutions, Comdata signs up the contractor’s vendors, allowing companies like Arizona Pipeline to focus on its primary business, rather than asking them to waste time and energy managing payment processes. And, because the Comdata system utilizes virtual credit card payments, contractors simply process credit card transactions to take advantage of the rebates. *(continued on the next page)*

Results:

- Improved DPO (Days Payable Outstanding)
- Increased controls
- Enhanced security
- Reduced bank fees
- Decreased 1099s
- Streamlined AP process
- With an estimated 10-15% annual growth over the past 2 years, no overhead/admin was added



Total Spend:
\$37,266,503



Transactions:
7,014



Estimated Savings

Estimated Money Back: **\$465,831**

Check Savings: **\$36,051**

Total Savings: \$501,882

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Solutions:

Arizona Pipeline started using Comdata Virtual Card five years ago and has experienced tremendous benefits to date. In an effort to maximize these results, Arizona Pipeline has integrated Comdata Virtual Card with their Computer Guidance Corporation ERP to create one seamless end-to-end payment and rebate system.

Arizona Pipeline's standard payment terms are 60-days and in order to provide a benefit to vendors for using Comdata and to offer a selling point for Comdata on our account, the company promises 45-day payment terms to all vendors who will accept payments via the Comdata card. In addition, Comdata offers the highest rebate rate and pays it out as an ACH transfer.

eCMS Construction ERP and Comdata Virtual Card integrate through an application called eCMS Connect for Comdata. eCMS Connect allows clients like Arizona Pipeline to streamline the vendor payment process by eliminating paper checks and manual processes. The dynamic integration between the eCMS ERP and Comdata Payment Solutions automates the vendor payment process, including payment submission, processing, reconciliation, transaction confirmation and reporting, saving customers significant time and cost while earning financial rewards.



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