



AGC of America
THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA
Quality People. Quality Projects.



Smarter Construction Payment and Expense Processing with eCMS Connect for Comdata Solutions

Parsons Electric, J.F. Brennan Company,
Comdata and Computer Guidance

Quality People.
Quality Projects.



- Put Your Money To Work Today! It is important to focus on reducing your expenses, but it is equally important to find ways to generate incremental revenue on an ongoing basis. There are various solutions available in all industries today to save money but not so many where you can put your money to work.
- Computer Guidance Corporation and Comdata have partnered to provide an integrated, end-to-end financial management solution that allow our mutual customers to automate payment processing, expense reimbursement and reporting on all transaction activities for budgeting, planning, and forecasting purposes. All data and transactions are integrated and recorded in Computer Guidance's ERP system where historical and current transactions can be reviewed while future activities can be predicted. eCMS Connect for Comdata, is easy, simple, fast, accurate and secure.

Tori Weissenberger, CPA, Financial Systems Analyst, J.F. Brennan Company, Inc.

Tori Weissenberger is the Financial Systems Analyst for J.F. Brennan Company, Inc. and Brennan Marine, Inc. in La Crosse, WI. She has been with the company for 9 years and has 5 years in previous construction accounting experience and 3 years of public accounting experience. Tori has a Bachelor's in Business Administration in Accounting from the University of Alaska Anchorage and is a licensed CPA in the state of Alaska. Her current role at Brennan is to administer and manage the software and related data systems within the accounting department. In addition she provides training, troubleshooting and various data requests to both accounting and operations personnel and is constantly striving for process improvement and efficiency gains.

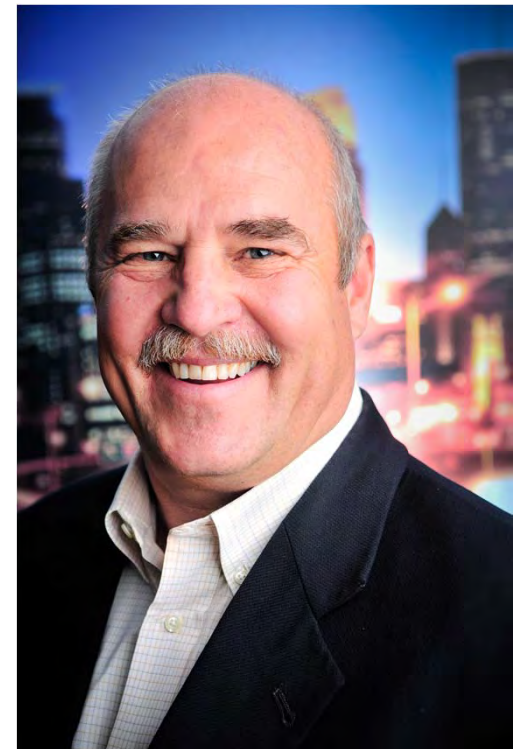


- J. F. Brennan Company is a premier marine contractor since 1919
 - Family owned (4th generation of family ownership)
 - environmental remediation, diving services and heavy construction on and around the water
- Approximately \$100 to \$120 million in annual revenues and 300 to 400 employees in a year (125 non-union employees)



Jeff Moryn, CIO, Parsons Electric

As the CIO of Parsons Electric, a full service, national electrical and technologies provider, Jeff Moryn has 16+ years of experience with Computer Guidance and other construction industry solutions. Jeff also manages numerous operational activities and supports the company's information technology needs. He understands how technology interrelates and supports other areas of the business, and has transformed the organization's technology landscape over these years for better business outcomes.



- Electrical and technology solutions contractor since 1927
 - Family owned
 - Supporting industrial, general and specialty construction
- Approximately \$250 million in revenues and 200 to 400 employees



Amy Newton, Director of Construction Sales, Comdata

Amy is Director of Construction Sales at Comdata Inc. Comdata is an issuer and processor for MasterCard located in Brentwood, TN with over 1,200 employees and over 30,000 customers. Comdata specializes in working with contractors and integrating with construction ERP systems.

Amy has been with Comdata for over 10 years and is an alumnus of the University of Mississippi. In her tenure at Comdata, Amy was a member of the team that started the construction division at Comdata over 8 years ago. She has consulted with some of the largest contractors in the United States to achieve payment optimization and cost savings.



Steve Gross, VP of Client Solutions, Computer Guidance

Steven Gross is responsible for leading initiatives designed to maximize the effectiveness and utilization of Computer Guidance software applications at customer environments. As the Vice President of Client Solutions, Steven's focus is on assisting Computer Guidance customers in realizing the highest levels of ROI from the Computer Guidance eCMS enterprise resource planning solution by delivering expert review and analysis of system usage, gap analysis and best practices consulting. Steven has over 20 years of experience working with and advising construction companies on successfully implementing accounting and project management systems. Steven holds a BS degree in Business Information Systems from Illinois State University.



Discussion Items

- Comdata and Comdata Solutions Overview
- eCMS Connect for Comdata
- eCMS Connect for Comdata Case Study
 - Business Challenge, Solution
 - Implementation, Results
 - For Parsons Electric
 - For J.F. Brennan Company
- Conclusions and Questions



Comdata Overview



Leading corporate payments company helping 30,000+ customer accounts dramatically improve operating efficiency through electronic and card based payments

Experienced and innovative payment leader established in 1969

Over 1,000 Construction Customers

Significantly outgrowing competition in major markets

#1 Commercial Fleet Issuer

#2 MasterCard Large Market Commercial Issuer



Quality People. Quality Projects.

Comdata is Proud to Partner with Other Industry Leaders



2010 Supplier Excellence - Collaboration



Supplier of the Year



The Comdata Difference

Comdata is outgrowing the marketplace because of its uniquely positioned and dedicated focus to payments



Construction Expertise



Issuer/ Processor



Bank Agnostic



**Comprehensive Payment
Product Suite**



Scale and Growth



Customer Service



Proprietary Networks

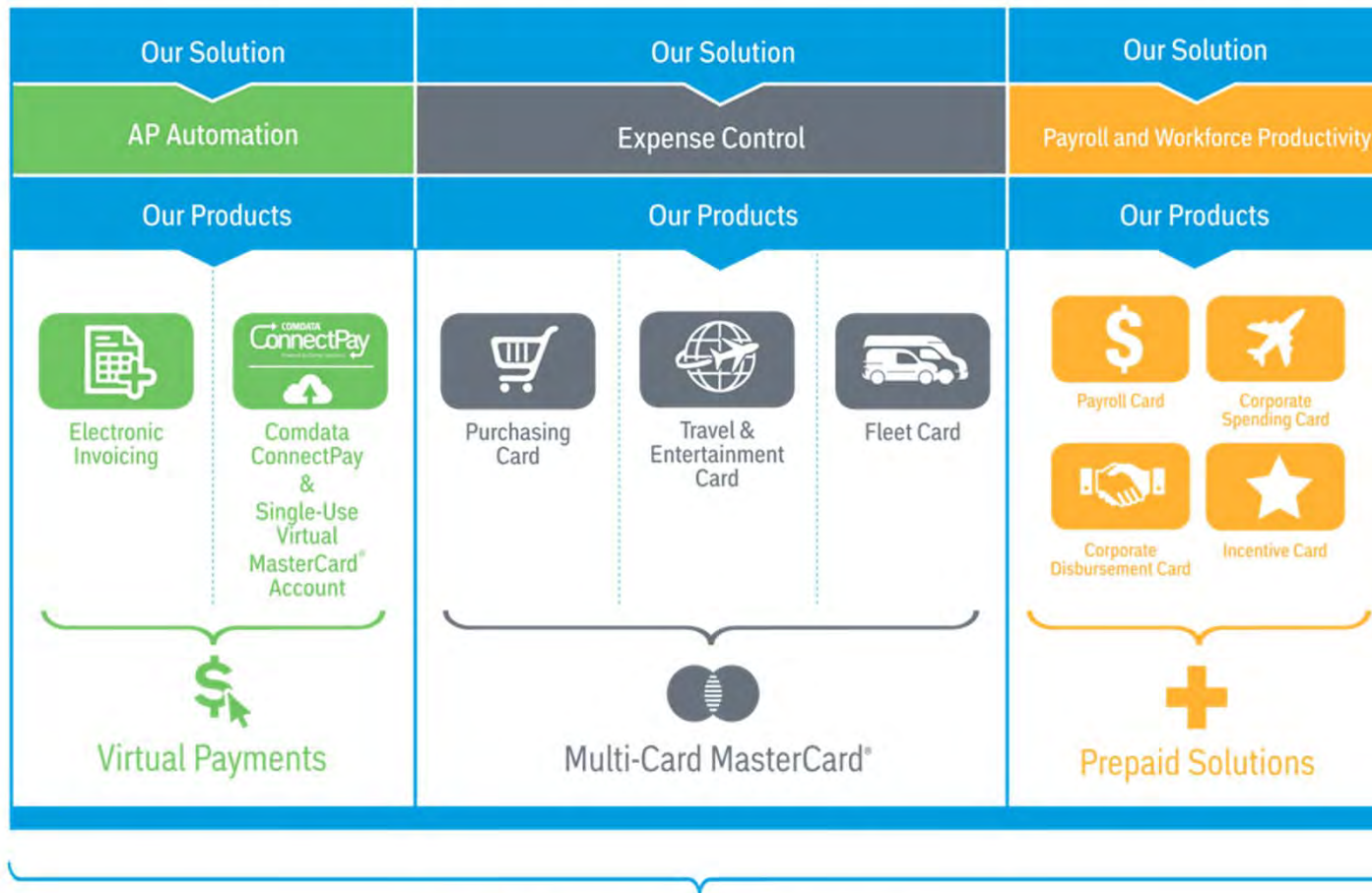


Payment / Vendor Acceptance



Comdata Solutions to Simplify, Automate & Optimize

Comdata offers a comprehensive suite of payment optimization tools to maximize corporate objectives



 Exceed Your Goals



eCMS Connect for Comdata

- Solutions
 - A/P Automation with Virtual Card Interface
 - Expense Control with Expense Management System
- Seamless Integration Via SFTP between Comdata and the Computer Guidance ERP
- Integration Can Be Scheduled or Run On Demand
- Automated Reconciliation Process Tailored Specifically For Computer Guidance ERP
- Improved Accuracy and Control Over Disbursements Process



J.F. Brennan eCMS Connect for Comdata Case Study



Challenges Prior to Comdata

- Bank provider system was overall labor intensive and manually completed outside of eCMS
- Enrollments were completed 100% by our AP staff
- Payments to vendors were manually done outside of eCMS or the banking system by the vendor using phone, email or online.
- Posted as an “EFT” payment in eCMS to holding account until credit card payment was sent to bank



Challenges Prior to Comdata

- No security against double charging / incorrectly charging by vendor
- No integration with eCMS in either direction
- Reconciliation process was manual and very difficult
- Refund was annually paid with an adjusted calculation
- Bank provider had another program they offered but did not resolve all the challenges



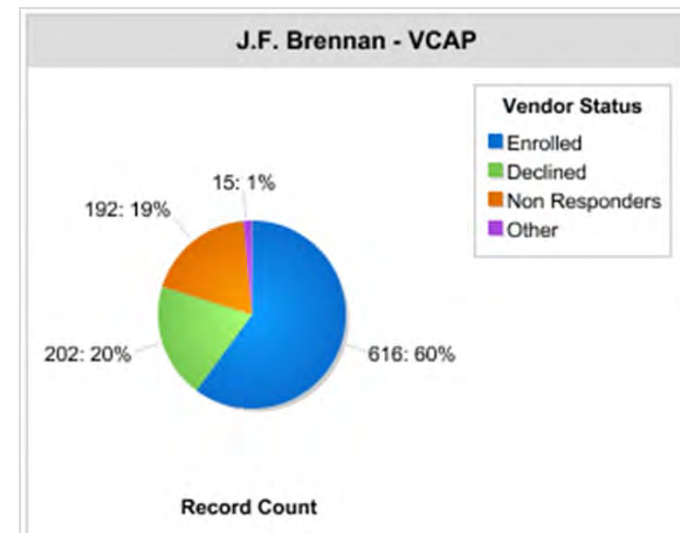
Comdata Saves the Day!

A/P Automation and Virtual Payments Solution

- First we had to sell the problem and then present the Comdata program as the solution
- It was a difficult decision to move our credit card program from our long-term banking relationship to Comdata
- Implementation process began with a kick off meeting to review and customize our implementation
- Weekly meetings were held with J.F. Brennan implementation team and Comdata throughout the process

Comdata Implementation / Roll-out

- Comdata staff provided extensive enrollment support throughout the transition
- We provided our vendor listing however we were able to choose which vendors could be contacted and by what method
- There have been multiple waves of enrollments and an ongoing campaign
- In the first six months of the program Comdata had enrolled 616 vendors (60% of the targeted vendors)
- We continue to add a few vendors each week and after over a year in the program we are at 750 vendors and counting.



Payment Process - eCMS

- The process of setup in eCMS is a quick update to the vendor master and any existing open payables. Future invoices are processed with Comdata payment info.
- The entire process after payment selection through reconciliation of payments from Comdata is automated.
- Payment selection is the same as ACH or live checks.
- Any invoices to Comdata vendors generate an electronic file that is pushed to Comdata through an automatic FTP process.
- Invoices are marked as paid in eCMS open payables.
- Added bonus: An invoice payable to Comdata for the amount of the check run is automatically posted to open payables.
- Reconciliation of the Comdata vendor payments within the bank reconciliation is done automatically during the send/retrieve process.

Payment Process - Comdata

- Comdata receives payment file from eCMS.
- They create a unique card number and transmit the payment information to the vendor.
- A vendor remittance is emailed to the vendor with the invoices to be paid, etc.
- The vendor can only charge the amount we have uploaded and within a specific time limit.
- The above settings are customizable to each implementation.

Benefits of eCMS Connect for Comdata

- Higher and more frequent financial rebates from Comdata
 - Cost savings and rebates with the new process are estimated to cover one and half fulltime accounts payable staff per year depending on volume
- Reduction of substantial manual data entry and processing
 - Time savings with the new process is estimated 8 hours per week
- More effective and efficient auditing process
- Improved data accuracy and financial controls
- Integration is seamless and automated between Comdata system and eCMS

Accounts payable (staff of 2-3) processed 12,500 payments and 27,000 invoices in 2014
We have the same staff in 2015 with 35,000 invoices so far in 2015
Active vendors approximately 2,500 however 1,500 with activity in 2015
Payments made by ACH, credit card, employee purchase cards and live checks (8%)

J.F. Brennan Case Study



Estimated Spend

Over \$10.9MM

of Transactions

3,825

Estimated Savings- 12 Months



Estimated Rebate \$140,000

Estimated Check Savings \$11,475

Total Savings \$151,475



Parsons Electric eCMS Connect for Comdata Case Study



Challenges Prior to Comdata

- Parsons looked into similar credit card payment solutions a few years back
- We did not get the enrollment and participation that we hoped
- Program did not work
- Ongoing bank solicitations with similar solutions
- Need for expense management automation

Comdata Solutions

- Evaluated a number of bank and other third-party solutions
- Chose Comdata due to construction focus and Computer Guidance integration
- A/P Automation and Virtual Payments
- Employee Purchase Cards (Comdata Expense Management Solutions)

Comdata Implementation / Roll-out

- Tight collaboration with Comdata
- Comdata lead the implementation process from beginning to end
- Collaborated on
 - Which vendors to select first
 - Assistance with vendor enrollment and participation
 - Comdata handles and manages all solution-related questions



Benefits of eCMS Connect for Comdata

- Reconciliation between the bank and Parsons is seamless and automated
- Reconciliation between Parsons and Comdata is seamless and automated
- Data exchange between eCMS ERP and Comdata is seamless and automated
- Parsons AP employees did not incur additional work
- Parsons did not have to hire additional overhead / help to perform these business processes
- Parsons gets rebates (reward) for same amount of AP work and automated business processes

Parsons Electric Case Study



Estimated Spend

Over \$9.2MM

of Transactions

2,400

Estimated Savings- 8 Months



Estimated Rebate \$109,000

Estimated Check Savings \$7,200

Total Savings \$116,200



Next Steps

- Complete implementation of expense management program
- User acceptance testing with a sample group
- Benefits
 - Receipt collection via smartphone app
 - Additional notes depending on IRS compliancy
 - Integrated accounting codes for job costing
 - Automated data upload for employee/vendor expense reimbursement and for transaction card detail



Next Steps

- Rolling out employee pay card for employees
 - Solves electronic payment / direct deposit need for all employees
 - Easier to pay incidentals
 - Helpful for traveling employees
 - Helps union employee termination payouts



Questions / Comments?



Thank you!



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