

## eCMS Connect for Comdata



*“We needed an automated payment system that could keep pace with our growing business needs, and that’s exactly what we got with our Comdata/Computer Guidance Corporation partnership. With our Payment Card and Virtual Card systems in place, we have streamlined our expense and vendor payment workflows, driving increased satisfaction with employees, partners and our bottom line.”*

—Luther Burrell, VP of Administration & IT, Ivey Mechanical

**Company:** Ivey Mechanical

**Industry:** Specialty Contractor

**Construction Services:** Ivey Mechanical builds HVAC, plumbing and process piping systems across the Southeastern United States

**Corporate Headquarters:** Kosciusko, Mississippi

**Client Information:** Ivey’s Plumbing and Electrical Company was founded in 1947 by Mr. Kermit Ivey in Kosciusko, Mississippi. The small repair shop focused on residential and small commercial construction. By 1958, the company’s steady growth delivered annual sales that approached a half-million dollars. In that year, the founder’s son, Marlin, joined Kermit and created a partnership known as Ivey Mechanical. From that point forward, Ivey Mechanical has focused on Mechanical, HVAC, Piping & Plumbing Construction and Maintenance, and now consists of 11 locations across the Southeastern United States with annual revenues in excess of \$200M and more than 1,000 employees.

**Software Applications:**

eCMS, Account Payable, Accounts Receivable, General Ledger, Payroll, Job Cost, Order Processing, Purchasing, Time & Material Billing, Content Management, Workflows, Cognos and IDI Business Intelligence, Archival, Human Resources, Equipment Accounting, Service Management, Project Collaborator, Archival, and Mobile Forms

**Technology Environment:**

Enterprise / On-Premise

**Challenges:** Historically, Ivey Mechanical manually processed thousands of payroll and AP checks weekly. Adding to the workload and complexity of the company’s financial operations, Ivey Mechanical’s previous credit card program had undergone abuse, so everyone in the field and office resorted to self-funding expenses and created expense reports to generate reimbursement.

As a contractor and subcontractor, Ivey Mechanical incurred field expenses as workers needed fuel, parts, interstate travel and more. The existing workflow added significant time, effort, and costs to request, approve and process these expenses and then later reconcile, record, and assign them to right job costing codes, and finally pay them out manually via printed checks. According to Ivey Mechanical estimates, the firm was processing up to a hundred expense reports on a weekly basis for many years.

**Solutions:** In order to eliminate the costly and time intensive processes associated with vendor payments and employee expenses, Ivey Mechanical implemented two automated payment solutions—**Purchase Card and Virtual Card**—that leveraged the breadth and depth of their Computer Guidance Corporations ERP (eCMS) and the expertise and systems of Comdata. The details and benefits of the **eCMS Connect for Comdata** solutions for Ivey Mechanical are outlined as follows. *(continued on the next page)*

**Results:**

- Eliminated manual labor associated with weekly checks
- Improved DPO
- Increased controls
- Heightened security
- Reduced Bank Fees
- Decreased 1099s
- Expedited AP processes



Total Spend:  
**\$23,912,998**



# Transactions:  
**5,581**



**Estimated Savings**

Estimated Money Back: **\$298,912**

Check Savings: **\$28,686**

**Total Savings: \$327,598**

# eCMS Connect for Comdata

## Solutions:

**Purchase Card** is a payment program where Comdata provides credit cards to Ivey Mechanical employees to use with pre-established limits, manufacturer codes (that control what the card can be used for) and profiles (such as fuel only, fuel and parts, etc.). Ivey Mechanical employees are given these cards per their unique spending profiles (categories and limits). After implementing ExpenseTrack, Ivey Mechanical is planning on tracking and reconciling all transactions automatically.

Ivey Mechanical uses the Purchase Card system to focus on authorization controls and leveraged Comdata to establish a process for one-time overrides, whereby the employee contacts the office for a senior manager to approve acceptable transactions (e.g. rental deposits, hotels, etc.) that are immediately set up and available through the Comdata portal. Ivey Mechanical and Comdata also worked closely with senior leadership to change the “no cards for employees” culture through demonstrated program success.

At any time, Ivey Mechanical can quickly and easily log into the Comdata portal to reduce or increase limits, changing profiles, creating profiles, make changes for a one-time exception, revert those changes and more. The process is streamlined, the results are instantaneous, and the flexibility is unlimited. Cards can also be rejected or flagged for potential fraud, but with a direct access into the eCMS Connect for Comdata, these transactions can be managed immediately.

**Virtual Card** is a payment program where Ivey Mechanical uses virtual Comdata credit cards for vendor payments. In return, Ivey Mechanical receives rebates from Comdata and their vendors receive benefits such as not waiting on a check in the mail, or risking it being lost in transit.

Participating vendors are marked as Comdata vendors in the ERP and Ivey Mechanical tracks open Comdata payables/invoices in eCMS Connect. Their transactions are flagged as “paid by Comdata” once they are processed and the benefits for each party are calculated. Profiles can be adjusted as desired within eCMS, and all transactions are processed seamlessly and automatically, with reporting available for further analysis.

The program’s card usage preference is included in Ivey Mechanical’s vendor packet for onboarding and the company gets about 25% acceptance from this process. The result is an AP department that is a profit center rather than a cost center, a benefit that Ivey Mechanical thoroughly enjoys. And, their AP team looks at incoming invoices for card acceptance to budget future rebates and the growth of this business strategy year over year.

All of Ivey Mechanical 11 business units’ transactions are reconciled weekly followed by a settlement from Comdata for payments that have been processed. Ivey Mechanical also conducts an annual follow-up with Comdata on all existing vendors to leverage companies who are already enrolled through other customers.

A sample of the Ivey Mechanical purchase profiles and weekly credit limits include:

Fuel Only	\$500
Fuel, Maintenance	\$500 / \$1,500 / \$6000
Fuel, Maintenance, Parts	\$1,500 / \$6,000
Fuel, Maintenance, Parts, Hotels	\$1,500 / \$6,000
Office Card	\$10,000



888.361.4551  
[www.computerguidance.com](http://www.computerguidance.com)