





eCMS' Virtual Credit Cards and Expense Track Powered by Comdata

Grant Cowles – Director of Southwest Construction

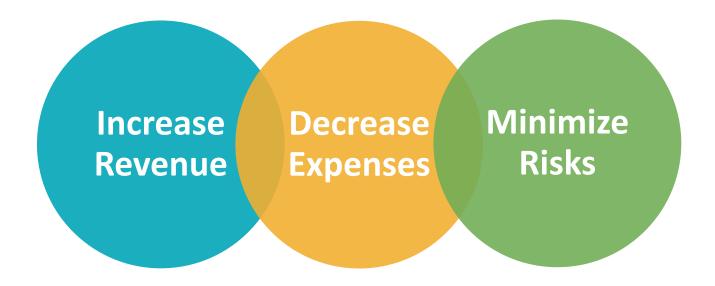


# **CONSTRUCTION PAYMENTS**

# **PAYMENTS**

### WHY TALK ABOUT THIS?

Payments impact your company. When done well, payments can be a positive asset.





## **KEY ISSUES IN CONSTRUCTION PAYMENTS**

# Questions to Start Critically Thinking about Payments

What is your Payment Strategy? Do you have a Payment Program?

What's the objective of your AP department?

Who makes your payment decisions? Who influences your payment decisions?

Do you ever plan or discuss your payment strategy?

What tools do you have as an AP Department?

What considerations affect your payment program?

How much do your payments cost? How much do your payments earn?



### **AGENDA**

- Comdata Overview
- Partnership & Integration with Computer Guidance
- Integrated Virtual Payments
- Corporate Card & Expense Management
- Case Studies
- eCMS v.4.1 Migration and Configuration





# **TECHNOLOGY, NOT TREASURY**

We are a pure payments company. Because we control all core functions in-house, we are able to deliver better solutions with greater speed and customization.



#### **Solely Focused on Payments**

We focus all R&D and innovation on creating better payment technology and services.



#### **Bank Agnostic**

Maintain flexibility in treasury relationships without interrupting your card programs.



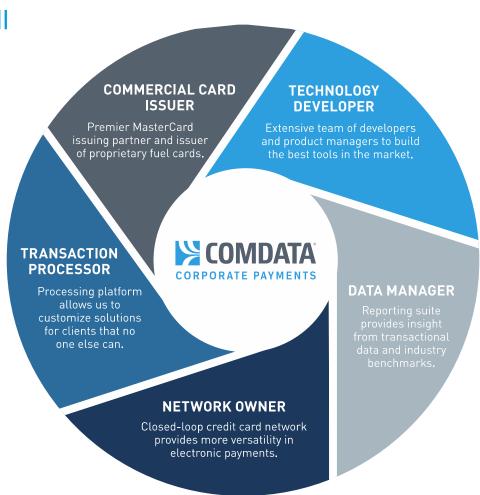
#### **Unique in the Market**

No other provider has the same comprehensive suite of solutions and in-house capabilities as Comdata.



#### **We Build Programs**

Our competitors sell products. We have a consultative model designed to build world-class programs.





# **QUICK FACTS**

Comdata is one of the largest payment companies in the world dating back to 1969.

#1

**Commercial Mastercard** issuer in North America

8,000+

**Employees** 

1.9 BILLION

B2B transactions managed annually

\$80 BILLION

In B2B Volume

500,000+

**Clients** 













## **COMDATA CONSTRUCTION OVERVIEW**

- 2,900+ Contractor Clients
  - 40% of the Top ENR Contractors
- Enable over \$4B in annual construction credit spend
  - Represents 51% of total construction industry credit spend
- Construction Focused Team from Design to Implementation to Support
- Construction-specific Products
- Industry Trade Associations and Partnerships, including CFMA, ABC, AGC, and NUCA

#### **Construction ERP Partners**

- Accubuild
- CMiC
- Computer Guidance eCMS
- COINS
- ComputerEase
- Dexter + Chaney Spectrum
- Epicor
- Explorer
- Great Plains
- J.D. Edwards
- Management Suite
- Oracle
- Quickbooks
- SAP
- Sage 300 & 100 / Timberline
- StreetSmarts
- Viewpoint Vista



# Comdata is Proud to Partner with over 2,900 Contractors















































































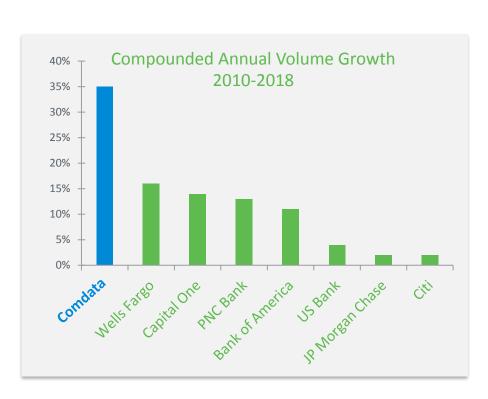


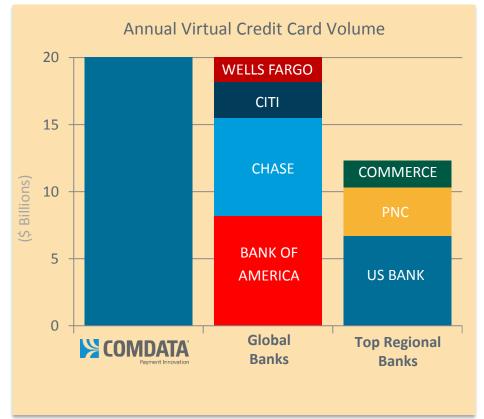


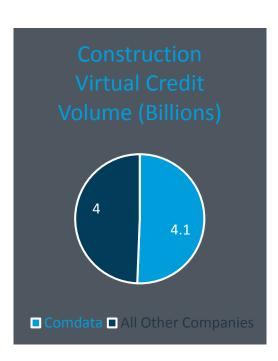


### LARGEST VIRTUAL CREDIT CARD ISSUER

Comdata continues to be the fastest growing, largest overall, and largest in construction industry.









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# **eCMS CONNECT FOR COMDATA**

# **Comdata and Computer Guidance Partnership since 2010**

- Solutions
  - AP Automation with Virtual Credit Cards
  - Expense Management System with Synced Mobile Tool
- Seamless Integration Via Web Services Between Comdata and eCMS
- Payments Can Be Scheduled or Run on Demand
- Automated Reconciliation Process Tailored Specifically for eCMS







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## **ELECTRONIC PAYMENT WITH A VIRTUAL CREDIT CARD**

# What is a Virtual Credit Card?

- ✓ An electronic payment to your vendor for invoices
- ✓ Uses a 16-digit Comdata MasterCard number
- ✓ Mastercard number is for a single use it is a new number created for one payment with the exact payment amount
- ✓ Is automatically generated and sent via email
- ✓ Includes detailed payment information and remittance advice
- ✓ Is accurate, immediate, and secure
- ✓ Integrates into normal AP workflow, just like a check or ACH
- ✓ Earns cash back on every dollar paid



30%+ Annual Growth Virtual Credit Card volume grew to over \$124B in 2018. Construction spend was \$8B.



### **DETAILED REMITTANCE INFORMATION FOR VENDOR**

#### **Sample Vendor Remittance Advice**

Electronic Payment Advisory from < YOUR COMPANY NAME > - NO ACTION REQUIRED

FROM: YOUR COMPANY NAME ADDRESS

CITY, STATE, ZIP PHONE FAX FMAII

To: SUPPLIER: <NAME>
SUPPLIER FAX #: <FAX>
PAYMENT #: <INVOICE #>

The invoice(s) listed below have been authorized by <COMPANY NAME> on <DATE> to be charged to the following MasterCard number for the Total Net Amount Paid.

MASTERCARD#: XXXXXXX1234567890 EXP: <DATE> Security Code: <CODE>

Invoice Invoice Gross Amount Discount Net Amount Date: Number: Amount Paid: 05/13/2016 12345 \$40.00 \$0.00 \$40.00 07/31/2016 678 \$400.00 \$100.00 \$300.00 91011 \$2,150,00 \$1.850.00 09/30/2016 \$300.00 \$795.00 \$0.00 \$795.00 10/31/2016 12134

Comments: <CUSTOMIZABLE BY CUSTOMER>

Total Net Amount Paid: \$2,985.00

#### Additional comments:

We recommend that you process the MasterCard number shown above once for the full total Net Paid amount. If you have questions about this remittance advice or processing the payment, please contact <COMPANY NAME> using the contact information shown above.

A CTX 820 file version of the payment detail above is attached for your convenience. If your financial system is set up to receive CTX flat files, simply import the attached data instead of manually entering remittance information. Some field mapping may be required. For more details, <u>click here</u>.

Please contact <YOUR COMPANY'S CONTACT INFORMATION> at <EMAIL> or <PHONE> if you have any questions regarding this payment.

one MasterCard

one vendor

account number

one expiration date

 one payment amount

© CTX 820 file version of payment detail for automated vendor A/R reconciliation



## WHY USE A VIRTUAL CREDIT PAYMENT?



✓ Monthly Cash Rebates



✓ Cost Savings – reduce checks and manual labor



✓ No Fees, Costs, or Minimums
 Comdata makes money when you make money



# WHY DO VENDORS ACCEPT?



Vastly easier accounts receivable process



Buyer preference



Preferred supplier status



Faster payment and settlement



Guaranteed payment



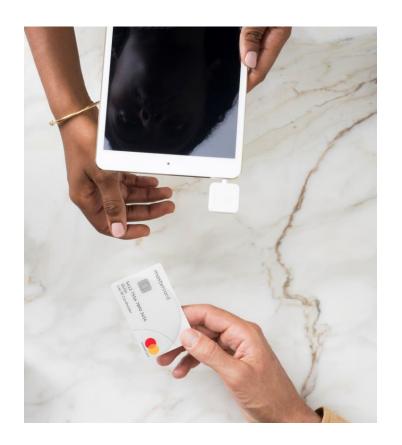
Detailed remittance information



Prevents fraud and mistakes



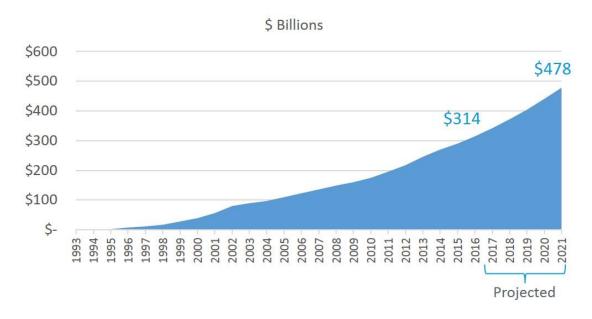
Many other reasons – but the simple fact is many do!





# **RISE IN B2B CREDIT CARD SPEND**

### Historical and projected B2B credit card spend (Mastercard only)



\$523 BIIIION
IN B2B CREDIT CARD PAYMENTS
IN US & CANADA IN 2018
(Excludes fleet and small business)



### RISE IN VIRTUAL CREDIT CARD PAYMENTS

# Changes in contractor payment options in last 4 years

- Checks: DOWN 21%
- > ACH: UP 41%
- Wire/Cash: DOWN 5%
- ➤ Purchasing Cards: UP 43%
- ➤ Virtual Cards: UP 290%

So Why are Contractors Using Virtual Cards Much More?

According to recent RPMG survey of 1,178 virtual card users...



## **KEY ISSUES IN CONSTRUCTION PAYMENTS**

# **PAYMENT COSTS AND CONSIDERATIONS** ☐ \$ - Actual Costs **□** Labor Costs ■ Rebate ☐ Cash Float ☐ Control ☐ Fraud ■ Mistakes ■ Speed **☐** Reconciliation **ERP Integration** Acceptance **☐** Joint Checks

### **ADDITIONAL VARIABLES**

☐ Ability to track supplier payment receipt
☐ Ability to send remittance info
☐ Low volume or high volume restrictions
☐ Timing of settlement
☐ Other fees (e.g. annual or banking fees)
☐ How to resolve payment disputes
☐ Training requirements
☐ Refunds/returns process
☐ Process to "set up" vendor
■ Vendor preference
<b>□</b> Discounts
☐ Lien Waivers



# **KEY ISSUES IN CONSTRUCTION PAYMENTS**

### **PAYMENT COSTS AND CONSIDERATIONS**

- **4** \$ Actual Costs
- **Labor Costs**
- **M** Rebate
- **☑** Cash Float
- **☑** Control
- **✓** Fraud
- **Mistakes**
- **Speed**
- **M** Reconciliation
- **ERP** Integration
- Acceptance



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- Discounts
- **☑** Lien Waivers
- **✓** Joint Checks



# MAXIMIZING A VIRTUAL CREDIT CARD PROGRAM

1. Cash Value





Spend

x Rebate Percentage = Cash Back

2. Process Value





Automation/Setup/Management = Process Value



# **COMDATA'S UNIQUE ENROLLMENT FEATURES**





Large Database of Current Vendors

800k+ vendors enrolled



We call your vendors



Emails and calls to remind vendors of payment. On-call troubleshooting.



Automatically ID and Enroll





Comdata has the Experience, User Base, Invested Resources, and Dedication to Enroll All Available Spend



# **COMDATA MAXIMIZES SPEND**



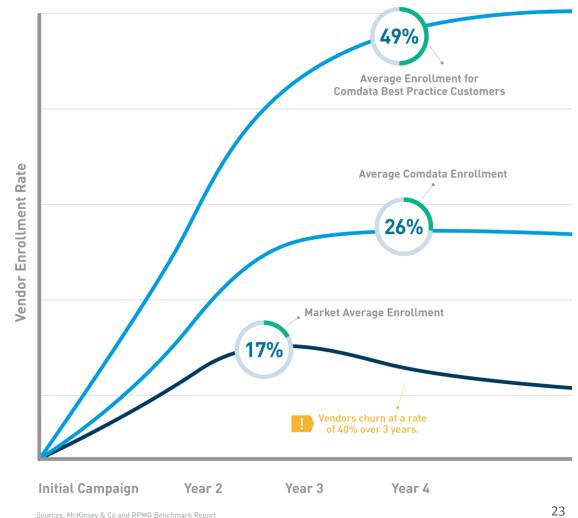
Comdata's advanced vendor enrollment process and services allow our clients to enroll more eligible spend and maintain high levels of spend. RPMG and McKinsey Survey found:

THE COMDATA PREMIUM

3x

More rebate revenue, fewer checks, and more cost reduction through:

- Larger User Base and Vendor Database
- Better Integration Easier to Use
- Advanced Vendor Enrollment
- Strategic Enrollment Options
- Automated Ongoing Enrollment





# MAXIMIZING REBATE

- ✓ Rebate options to fit your priorities
- ✓ High standard rebate .75% to 1.7%
- ✓ Full rebate information
- √ 0 fees, costs, or minimums, no matter what
- ✓ Effective rebate that is far superior to nearly every competitor
- ✓ Rebate paid monthly. Available as statement credit, bank deposit, or load onto prefunded cards

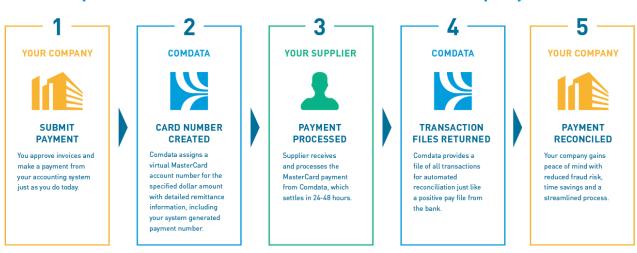






# Seamless virtual credit payments using eCMS

- No extra software or programs
- One 30-minute call is all that's typically needed to test and troubleshoot
- Step 1: Turn on Comdata virtual credit card application in eCMS
- Step 2: Flag credit-accepting vendors as default Comdata vendors
- Step 3: Continue AP processes as normal. Comdata payments sent to Comdata.





So you have a Virtual Credit Card program.

How do you grow that program and ensure you are <u>maximizing its potential</u>?



First, how do you compare to <u>average</u> virtual credit card programs – the "floor"

- On average, they spend the equivalent of <u>2.6% of revenue</u> through virtual credit cards
- 80% of virtual credit card programs add more vendors than lose vendors each year, growing at an average of 8.6% per year.

Second, how do you compare to "best practice" construction virtual credit card programs

- Huge difference in spend among construction companies. 20% of companies represent 82% of spend
- These top companies spend 8x the spend of similar-sized companies,
- On average, <u>18% of revenue</u> is virtual credit card. Comdata's top contractors will often spend 30% or more of revenue.
- On average, <u>31% of their suppliers</u> are paid with virtual credit card
- Their average transaction amount is <u>62% higher</u> (\$5,368 v. \$3,312)
- Their virtual credit card program grows an average of 12.2% per year
- On average, they spend \$2,238 in monthly virtual spend per employee



- 3 Types of Best Practices
  - 1.Growth Drivers
  - 2. Supplier Strategies
  - 3. Organizational Awareness



# **Growth Drivers** – Capturing existing available spend

- Expand *Scope* of Vendors
  - Types/industries of eligible vendors
  - Expand upper limit for VC purchases use high dollar transactions!
- Expand Focus on Rich Areas
  - Increase amount of spend in high-accepting categories, such as capital assets, supplies, inventory, technology, and services (including professional services, advertising, telecoms, food, utilities, insurance, etc.)
  - Mandate certain types of purchases be made by virtual credit
  - Regularly examine payment activity for missed opportunities



# Supplier Strategies – Expanding the number of suppliers who accept

- Target suppliers who accept virtual credit
- Directly contact suppliers to assist in enrollment of virtual credit
- Have senior leadership reach out to suppliers
- Incentivize Suppliers to Accept
  - Communicate that you are directing purchases to virtual credit acceptors
  - Switch suppliers due to lack of acceptance
  - Reduce payment terms for virtual card acceptors
  - Extend payment terms for non virtual card acceptors
- Have a clear virtual credit on-boarding process for new suppliers
- Have a process for suppliers to self-enroll
- Help suppliers seek and obtain lower interchange rates

• • • •



# **Supplier Strategies** - Continued

- Standardize payment terms for each method of payment
- Include virtual card acceptance policy in RFPs or supplier renewal contracts
- Integrate virtual credit with dynamic discounting strategies
- Persist and repeat (best practice is at least annually)
- If supplier says they will stop accepting, engage to find solution
  - Utilize Credit Card network rules when necessary "Honor All Cards"
- Bonuses for AP staff who enroll new vendors

# Organizational Awareness

Best Practice organizations had a higher perception of value of virtual credit cards across the nearly all metrics, whereas lower performing programs believe virtual card not best for certain criteria.

L CREDIT CARD PROGRAMS	, , , , , , , , , , , , , , , , , , , ,		"First Chairs"
	Best Practice	Needs Improvement	"First Choice" for Payment Criterion?
Payment Criterion		·	
Incentives and rebates	Yes (96%)	Yes (90%)	N/A
Ability to track supplier payment receipt	Yes (61%)	Yes (55%)	N/A
Ability to cost-effectively transmit remittance information to supplier	Yes (59%)	Yes (43%)	N/A
Per-transaction charges	Yes (48%)	Yes (35%)	N/A
Other bank fees	Yes (44%)	Yes (36%)	N/A
Ability to support low volume purchase activity	Yes (40%)	Yes (49%)	N/A
Ability to support high volume purchase activity	Yes (60%)	No (34%)	ACH
Security of payment	Yes (62%)	No (38%)	ACH
Minimization of activities to support extension of credit by supplier	Yes (39%)	No (22%)	ACH
Ability to control spending	Yes (47%)	No (29%)	ACH
Ease of payment reconciliation	Yes (39%)	No (26%)	ACH
Minimized likelihood of errors, corrections, or rework to complete payment	Yes (45%)	No (33%)	ACH
Quickest method to transmit payment	Yes (58%)	No (44%)	ACH
Ability to control timing of settlement	Yes (47%)	No (36%)	ACH
Ability to integrate information into accounting/ERP software	Yes (41%)	No (28%)	Check
Ability to resolve payment disputes	Yes (41%)	No (29%)	Check
Technology investment required	Yes (42%)	No (30%)	Check

Is EAP the "First Choice" to Satisfy Payment
Criterion? (and the Percentage
Identifying EAP as First Choice)



# Organizational Awareness —entire company participates to expand VC

- Regularly report rebate revenue to executives
- Include rebate revenue as budget line. Treat like any other revenue, with growth objectives and accountability.
- Bonuses and parties for meeting rebate objectives
- Allocate staff time to virtual credit card program (.67 FTE v. .36 FTE) (note: companies who commit this 2x personnel time have 4x spend on average)
- Support administrator attendance at user conferences
- Ongoing method of training organization about virtual credit card
- Set internal performance measurement and benchmarks
- Compare virtual card program against similar organizations
- Top management fully and openly supports virtual credit
- Internally audit and review virtual credit spend



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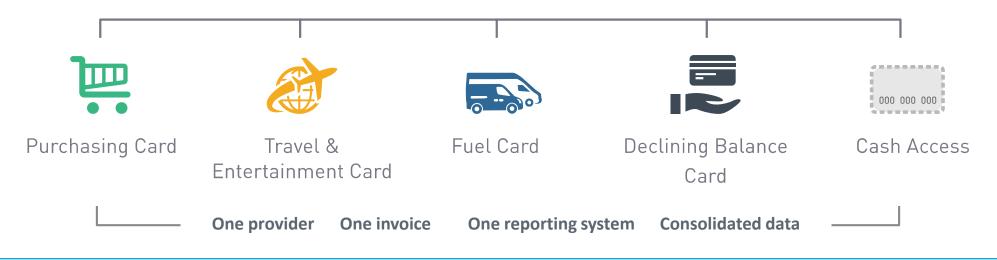
## **COMDATA CORPORATE CARD: ONE CARD FOR MULTIPLE PROGRAMS**



Comdata's Corporate MasterCard® delivers multiple functions on one piece of plastic.

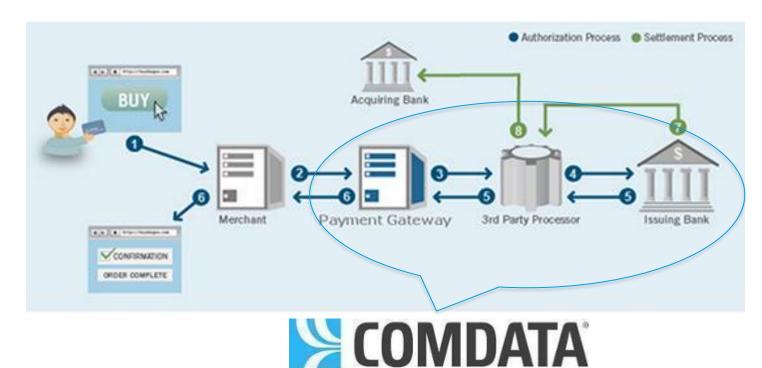


#### **ONE CARD MAY BE USED AS:**





# **COMDATA – UNIQUE CREDIT CARD CONTROLS**



Comdata is the Issuer and Processor (unlike every bank who is only the Issuer).

This means real-time access to the authorization process:

MORE CONTROLS AND INFO AVAILABLE



#### **CARD CONTROLS**

Because Comdata processes transactions on our own platform, we offer the capability to build customizable rules using any combination of 180 parameters.

- Merchant Name
- Merchant State
- Merchant ZIP
- Comdata Account Code
- Acquiring Institution
- Amount
- Merchant ID
- Card Issuance Date
- Currency Code
- Comdata Customer ID

- Expiration Date
- Merchant Category Code
- Card Number
- Point of Service Entry Mode
- Response Code
- AVS Response Code
- CVC2 Response Code
- Terminal ID
- Date and Time
- Driver ID

#### **Examples of control strategies:**

#### **Limit activity**

- At approved merchants only
- By geographical area
- By days of the week or hours of the day
- After number of declines.
- Based on amount range

#### **Instant notification**

- On attempts at prohibited merchants
- On off-hours activity
- On inactive cards
- On cards in watch list
- On specific declines
- On activity at merchants over a defined amount

#### **Replace PO System Using Instant Notifications**



## **COMDATA FUEL FEATURES**

#### The road to more savings.



**Fuel at thousands of locations nationwide** with the universal acceptance of MasterCard and Comdata's Proprietary Network.







- Additional custom discounts available for your program, negotiated and processed on your behalf.
- Fuel Savings mobile application.



Consolidate all fuel purchases, including retail, mobile, and bulk, into a single program and single invoice to more effectively manage expenses



Receive detailed transaction data and visibility into spend with powerful real-time data as well as Level 3 transaction reporting

#### Single Card Solution



#### **MasterCard Network**

- Retail Fuel
- Maintenance
- T&E
- Purchasing

**AVG \$0.03 Discount** 

#### **Comdata Network**

- Truck Stops
- Card Locks
- Mobile Fuel
- Bulk Fuel

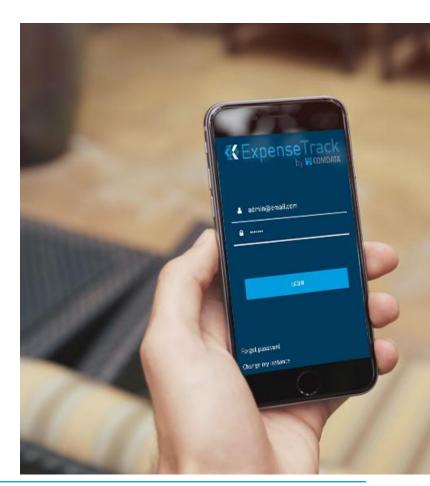
**AVG \$0.06 Discount** 





#### Specific expense management system built for Comdata construction customers.

- ✓ Capture and submit receipts with digital image
- ✓ Pulls eCMS' current chart of accounts cost coding
- ✓ Perform expense coding at time of transaction
- ✓ Create and submit expense reports
- ✓ Fully functional on mobile app or any browser
- ✓ Supervisor review and approval on app or browser
- ✓ Receipt, notes, and coding for transaction feed into eCMS





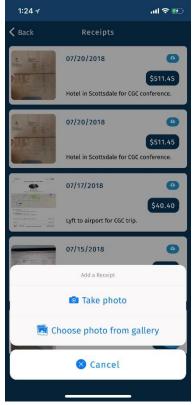
# Expense Track CARDHOLDER MOBILE APP

Open App,
Select
Capture
Receipt.



2

Attach Photo of Receipt.

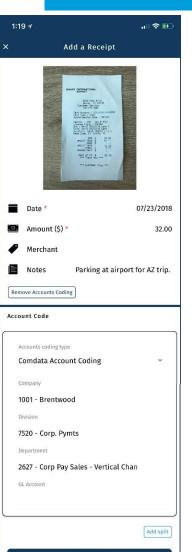


3

Amount, Notes, and Job Cost Info.

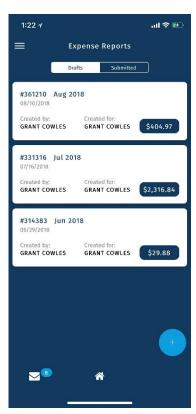
If desired, job costing can be defaulted or coded/edited later by an administrator.

Receipt image, notes, and coding are matched with card transaction data and added to draft Expense Reports.





Submit Expense Report.



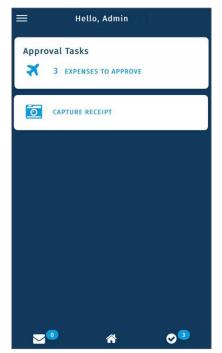
40



# ExpenseTrack APPROVER MOBILE APP

1

#### **Open App**



From mobile app dashboard, approver selects Approvals



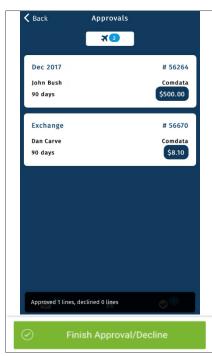
#### **Review Report**



Approver reviews the report, including requested by, total, line items, and additional approvers



#### **Approve Report**



Once reviewed, the approver sends the report for reconciliation









Expense Track is fully synced with eCMS and provides eCMS upload and reconciliation file.

- Pulls information automatically from eCMS to provide current job cost coding fields
- When expense reports are submitted and approved, the expenses and expense report information (including job cost coding, notes, and photo of receipt) are exported into eCMS.



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# ARIZONA PIPELINE CO.





# **About Arizona Pipeline**



**Family owned, founded in 1979** – No, HQ is not in Arizona. Currently making a successful transition from the 2<sup>nd</sup> to the 3<sup>rd</sup> generation of Moyers family owners.

- Utility Specialty Trade Contractor Most often acting as a General Contractor
  - Major contracts with several public utility companies
  - Natural Gas Pipeline Mainline Expansion & Multi-Year Service & Maintenance Contracts
  - Electrical Infrastructure Expansion/Repair & Multi-Year Service & Maintenance Contracts
  - Low Voltage (Telephone & Cable TV) Infrastructure Expansion/Repair & Maintenance
- Revenue: Approx. \$200 Million through 10 Operational Divisions in 3 States (AZ, CA, NV)
- Employees: Between 1,200 and 1,600



# Our Approach to A/P Automation

#### **Objectives:**

- 1) Achieve the highest possible rebate from COMDATA
- 2) Maintain good relationships with our vendors and suppliers

#### **Keys to the Success of Our Program:**

- 1) There needs to be "something in it" for the vendor/supplier
  - APC standard payment terms are 60-days
  - We promise our COMDATA vendors/suppliers 45-day terms
  - We also control what COMDATA's enrollment team says NO "Hard Sell"
- 2) The unique and strong customer service provided by the COMDATA team
  - NOBODY else signs up your vendors for you as comprehensively as Comdata
  - Compare with competitors:
    - AMEX Rebates are based on Annual Spend & are paid at year-end; "Claw-back" provision; Only "One off" vendor enrollment support. They are now more competitive with the rebate & vendor fees.
    - US Bank Acts too much like a bank; No native integration; Rebates are also based on Annual Spend.
    - Neither utilizes true Virtual Card payments; You are simply processing credit card transactions.



# **Spend Highlights**

ARIZONA PIPELINE CO.

Averages Over the Last 24 Months

Average Transaction Spend Per Month \$1,341,616

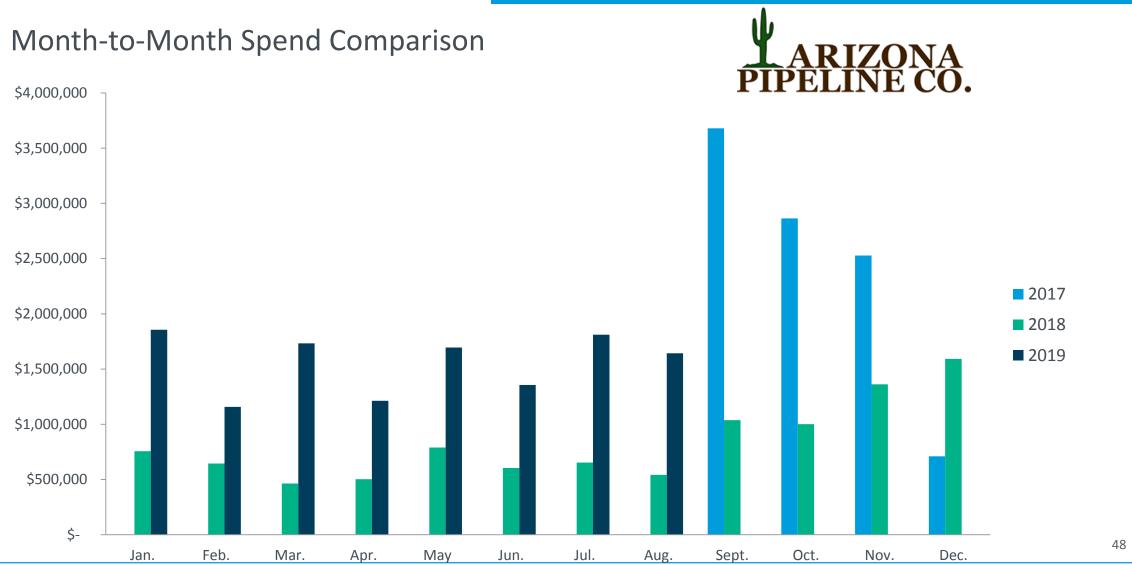


Average Number of Transactions Per Month

318

Last 24 Mo	onths	Last 12 Mo	onths		August 2019
	AVG Per Month		AVG Per Month	% Change	
Total Spend: \$32,198,791	\$1,341,616	Total Spend: \$17,457,482	\$1,454,790	8%	Total Spend: \$1,642,877
# Transactions: 7,623	318	# Transactions: 4,304	337	13%	# Transactions: 289





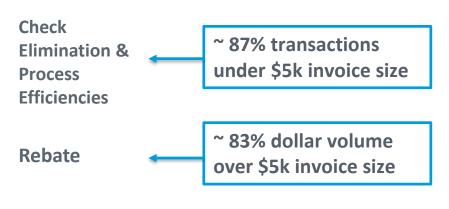


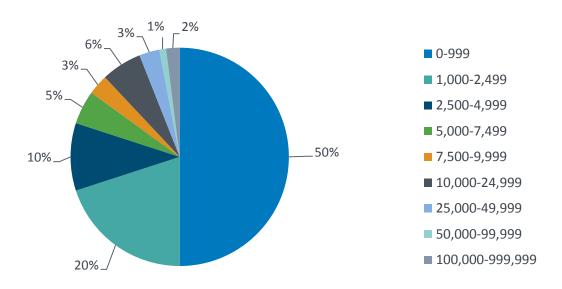
#### **Invoice Size Analysis**



#### **Last 24 Months – Transaction Summary by Spend Range**

Size of Invoice	0- 999	1,000- 2,499	2,500- 4,999	5,000- 7,499	7,500- 9,999	10,000- 24,999	25,000- 49,999	50,000- 99,999	100,000- 999,999
Spend Amount	1,593,898	2,252,949	2,580,797	2,040,892	1,587,407	5,357,995	5,987,296	5,853,164	4,942,394
# Trx	3,513	1,398	782	328	198	399	185	88	123







#### **Top Vendors Last 24 Months**

#### **Top 30 Vendors**



Vendor	Total AMT # Trans	Vendor	Total AMT # Trans
<ul> <li>UNITED RENTALS</li> </ul>	4,397,874 75	<ul> <li>PAPE D.W.</li> </ul>	284,921 11
<ul> <li>TRENCH PLATE RENTAL CO</li> </ul>	3,597,376 83	<ul> <li>TRENCH SHORE RENTALS</li> </ul>	274,796 47
• AHERN	1,825,181 52	<ul> <li>VERIZON WIRELESS</li> </ul>	257,422 6
<ul> <li>OLDCASTLE PRECAST</li> </ul>	1,734,049 52	<ul> <li>RIGHT OF WAY</li> </ul>	249,358 32
<ul> <li>CROSS COUNTRY PIPELINE</li> </ul>	1,402,405 32	<ul> <li>ADVANCED PERFORMANCE</li> </ul>	241,470 41
<ul> <li>R AND I HOLIDINGS</li> </ul>	953,100 32	<ul> <li>TRENCH SHORING COMPANY</li> </ul>	238,635 9
<ul> <li>TRAFFIC MANAGEMENT</li> </ul>	871,428 84	<ul> <li>TT TECHNOLOGIES</li> </ul>	237,150 22
<ul> <li>CASHMAN EQUIPMENT</li> </ul>	545,967 34	<ul> <li>HANSON W</li> </ul>	228,432 43
<ul> <li>MILE HIGH EQUIPMENT</li> </ul>	490,651 14	<ul> <li>LIBERTY GMC</li> </ul>	228,432 43
<ul> <li>GRANITE CONSTRUCTION</li> </ul>	464,512 76	<ul> <li>AIRGAS WEST</li> </ul>	228,430 62
<ul> <li>SUNBELT RENTALS</li> </ul>	425,550 64	<ul> <li>PHILS FLEET TIRE SERVICE</li> </ul>	196,662 81
<ul> <li>TAHOE WESTERN ASPHALT</li> </ul>	385,907 35	• REBEL 1	196,592 88
<ul> <li>CINDERLITE TRUCKING</li> </ul>	366,394 81	<ul> <li>LES SCHWAB TIRES</li> </ul>	185,543 72
<ul> <li>WORLDWIDE MACHINERY</li> </ul>	336,394 16	• CRAFCO	181,224 33
<ul> <li>LABOR MAX STAFFING</li> </ul>	294,117 36	<ul> <li>DF DRUMM</li> </ul>	180,878 18
<ul> <li>PRO PIPE SERVICES</li> </ul>	288,004 40	<ul> <li>RAIN FOR RENT</li> </ul>	176,345 23
			50



# The Real Benefit to Arizona Pipeline









#### **Estimated Savings**

Estimated Money Back: \$321,987

Check Savings: \$37,122

Total Value: \$359,109

- + Improved DPO
- + Increased Controls
- + Increased Security
- + Reduced Bank Fees
- + Reduced 1099s
- + Efficient AP Process



# Our Use of Comdata's Corporate Card Program

Beginning in 2017, Arizona Pipeline began utilizing Comdata Corporate Cards.

**Fuel Cards** – As noted, Comdata is the largest fuel card program in the country.

- Previously we allowed our divisions to use whatever fuel program they preferred.
- We discontinued the use of other card programs and put everyone on the COMDATA fuel card.
  - More consistent fuel pricing and discounts.
  - Complete and consolidated reporting of on-road and off-road fuel usage by State and location.

#### **Purchasing or P-Cards**

- Previously we primarily used AMEX cards for incidental purchases (Limited card distribution).
- We now utilize the Comdata P-Cards for these purchases...and to a greatly expanded extent.
  - o Cards can be limited as to vendor, transactions per day, week, month, dollar volume, etc., etc.
  - They are "Smart Cards" and allow significant control over Point-Of-Sale expenditures.

**AND...we** get a rebate on the spend from these Corporate Card Programs.



# J.F. Brennan Case Study



Company: J.F. Brennan Company, Inc

**Industry:** Specialty contractor

Construction Services: environmental, marine construction, dam construction, harbor management, railroad construction, & commercial diving services

Corporate Headquarters: La Crosse, WI



# J.F. Brennan Case Study

#### Spotlight on Comdata's Expense Track & Purchasing Card program

- Currently have 200 cardholders and over 3,000 transactions flowing through the system each month with more to come.
- Estimated to be saving about **80 hours per month** in processing time were all paper and manual entry prior to rolling out ET.
- "Expense Track has been very successful for us and well embraced across the company." – Tori Weissenberger, Financial Systems Analyst for J.F. Brennan





#### **AGENDA**

- Comdata Overview
- Partnership & Integration with Computer Guidance
- Integrated Virtual Payments
- Corporate Card & Expense Management
- Case Studies
- eCMS v.4.1 Migration and Configuration

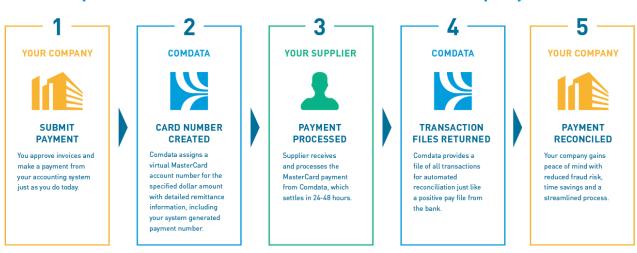




#### **eCMS INTEGRATION**

# Seamless virtual credit payments using eCMS

- No extra software or programs
- One 30-minute call is all that's typically needed to test and troubleshoot
- Step 1: Turn on Comdata virtual credit card application in eCMS
- Step 2: Flag credit-accepting vendors as default Comdata vendors
- Step 3: Continue AP processes as normal. Comdata payments sent to Comdata.









Smarter Construction.



# **Modification Description**

- This modification allows our customers to use the convenience of Comdata's payment processor and virtual credit cards integrated seamlessly with eCMS.
- This eCMS-Comdata interface provides an additional Accounts Payable EFT choice.





# Modification Licensing Requirements

- The customer must enter into an agreement with both CGC and Comdata to use this interface.
  - To make the CGC agreement: Contact your Account Manager. When complete, CGC will activate the eCMS Comdata license on your system.
  - To make the Comdata agreement: Contact Comdata. When complete, Comdata will provide a user ID and password and their services.

Grant Cowles | Director of Southwest Construction 303.917.8794 | gcowles@Comdata.com







# Modification System Requirement

- Requires eCMS v.4.1
- All Service Pack and Fix Pack release levels include this modification.

#### Set up the eCMS Connect Interface Connection to Comdata

eCMS Menu Path: Admin > Application Installation > eCMS Connect Setup

The eCMS Connect Interface for Comdata requires entries for Instance, Notification, a Portfolio Map, a Group, and a Scheduler. This is accomplished using the various tabs of eCMS Connect.

													•
Application	Installation					Logs						webservicelo	ogs
Setup Insta	nce Field Mapping	Setup Notification	on Portfolio Maps	Setup Groups	Scheduler	Logs	anage Scheduler	Viewpoint Setup				Initial Load	
Action	Group Name \$		Service Name \$	Execut	tion Time <b>▼</b>	Execution Type ¢	Status ¢	Total Count ¢	Success Count ¢	Error Count ¢	Error Log ¢	Error Report ¢	
													-1





#### Select the **Setup Instance** tab.

■ To create a new Instance click the **Add** button (lower right). To edit or delete, click the **Action** button.

pplication I	nstallation					Setu	p Instance			webs	serviceinstan
Setup Instanc	e Field Mapping	Setup Notification	Portfolio Maps	Setup Groups	Scheduler	Logs	Manage Scheduler	Viewpoint Setup			Initial Load
Action	Instance Nan	ne 🔺	Application Name	÷		URL ¢		User Id +	Email Sender \$	No	otification \$
<b>2</b> ×	Comdata	Com	ıdata	https:/	//w8cert.iconnectdata.c	om/VCWS		VCWSCGC			N
<b>X</b>	PMWeb	eCM	IS	h					rbrown@computerguidance.com		Υ
Z X	Prolog	Prolo	og	http://p	prologsvr			admin	qa400-prolog@computerguidance.com		Υ
Z X	Trimble	Visio	onLink	https:/	//www.myvisionlink.com	n		api_8136	dlorzel@computerguidance.com		Υ
	Web2 Contact Sync	eCM	IS						rbrown@computerguidance.com		Υ





Exit

#### Define the Comdata instance.

On add, enter a descriptive Instance Name and select Comdata from the Application Name dropdown.



**URL:** There are two URLs available to use. For your testing phase, use the Test URL. Once the configuration setup is confirmed and you are ready to produce live transactions, change this value to the Production URL.

- Test: <a href="https://w8cert.iconnectdata.com/VCWS">https://w8cert.iconnectdata.com/VCWS</a>
- Production: https://w6.iconnectdata.com/VCWS

User Id and Password: Supplied by Comdata.

**Email Sender**: This address will be used as the "From" when notification emails are sent.

**Enable Notification**: If you want to enable email notifications, check this box.

Click the **Save** button to add/keep changes; **Cancel** to ignore.

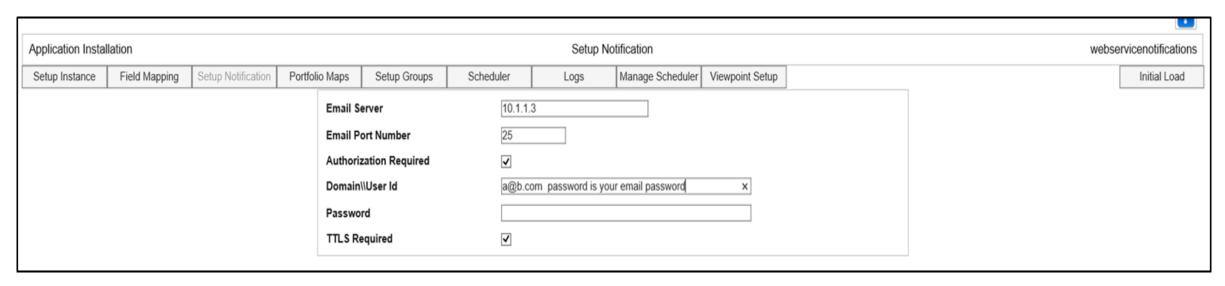


Smarter Construction. Cloud ERP.



#### Select the **Setup Notification** tab.

This setup is used by all eCMS Connect processes. Change only if necessary or not yet set up.



**Email Server** and **Email Port Number**: Enter the IP address or DNS name of your network email server and the port it uses.

**Authorization Required**: Check this box if your email system requires authorization.

**Domain\User Id** and **Password**: When authorization is required, enter the authorized domain IP address or DNS name and the user id to use. Also provide the password for the user.

**TTLS Required**: If your email system is using Transport Layer Security for the authentication protocol, check this box.

Click the **Save** button to keep changes; **Exit** to ignore.





#### Select the **Portfolio Map** tab.

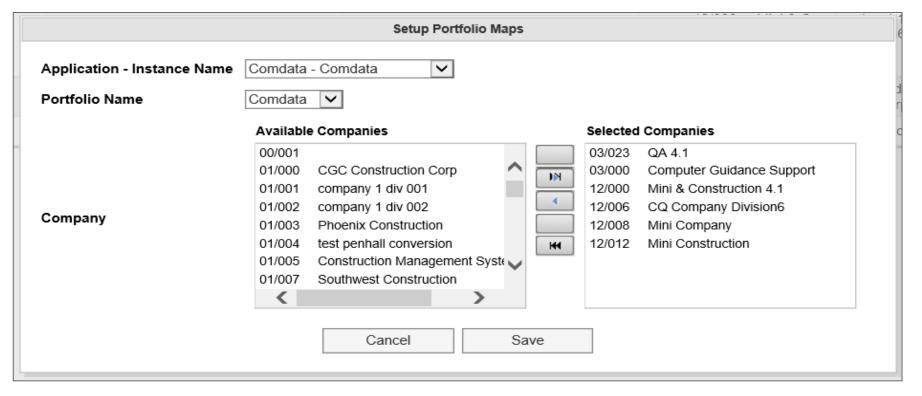
To create a new Portfolio Map click the **Add** button (lower right). To edit or delete, click the **Action** button.

pplication Instal	llation					Setup P	ortfolio Maps				webserviceportfolio
Setup Instance	Field Mapping	Setup Notification	Portfolio Maps	Setup Groups	Scheduler	Logs	Manage Scheduler	Viewpoint Setup			Initial Load
Action		Application Name -		Instance I	Name 🔺	Р	ortfolio Name ▲			Companies	
<b>≥</b> ×	Comdata			Comdata		Comdata		• 12/000 • 12/006 • 12/008	QA 4.1 Computer Guidance Support Mini & Construction 4.1 CQ Company Division6 Mini Company Mini Construction		
	eCMS		1	PMWeb		eCMS		• 37/000 • 01/000	4.1 Quick Quality Builders CGC Construction Corp		
	Prolog		1	Prolog		QA_400		• 17/000	Prolog Company DoNotUse		





- On add, select the Comdata Application Instance Name and the Comdata Portfolio Name from the dropdowns.
- On edit, there is no action required.



The **Company** section is not used for Comdata. All companies are able to use the Comdata interface whether selected here or not. Any company entries made here will be ignored.





#### Select the **Setup Group** tab.

- To create a new group click the Add button (lower right). To edit or delete, click the Action button.
- Edit can also be done using the Add button *Setup Group* popup window by selecting an existing group.
- Delete can also be done using the **Delete Group** button (lower right) by selecting the group to delete from the list displayed and confirming the deletion request.

Application Insta	allation					S	Setup Group			webservicegroups
Setup Instance	Field Mapping	Setup Notificat	on Portfolio Maps	Setup Groups	Scheduler	Logs	Manage Scheduler	Viewpoint Setup		Initial Load
Action	Group Name A		Portfolio Name +	Web	service Name +		Email Recipie	nt(s) ÷	Webservice URL ¢	Send Test Mail
Z X	JC BKN	eCMS		Job Cost Diction	onary	bnoe@comp	outerguidance.com		132	₫
	JC Dict IDI	eCMS		Job Cost Diction	onary	bnoe@comp	outerguidance.com		141	<b>⊴</b> °
	Job Dictionary	eCMS		Job Cost Diction	onary	rbrown@con	mputerguidance.com		132	₫
	PC2 Import	eCMS		Web2 Org Imp	oort	sashek@cor	mputerguidance.com		/tools/import/orgcontact.aspx?b=ecms	<b>∽</b>

An option is available to test the email notification distribution. Click the **Send Test Mail** button for the group then check with all the people set up as notification email recipients on the group to verify they received the test email.





Enter the Group definition on Add or Edit.

**Group Name**: To add, select "---Create New Group---" from the dropdown then enter a descriptive name for the new group. To edit, pick a group name from the dropdown.

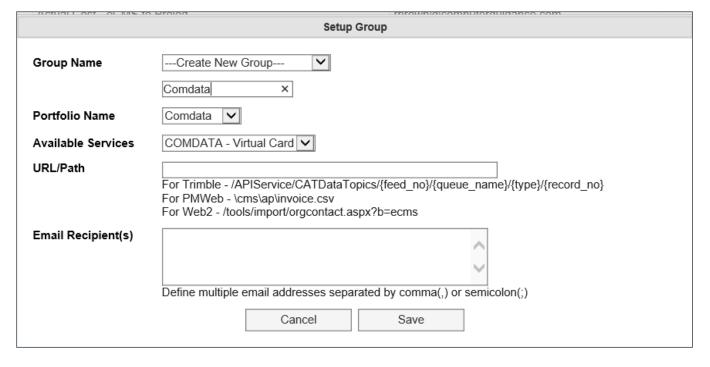
**Portfolio Name**: On add, select the Comdata portfolio map.

**Available Services**: On add, select *COMDATA - Virtual Card*.

URL/Path: Not used for Comdata.

**Email Recipient(s)**: This email address will receive the confirmation emails. Enter zero or more valid email address(es). If notification is enabled for the Comdata Instance, an email will be sent to the email address(es) every time the scheduler is run. If no address is entered, no email will be sent.

Click the **Save** button to keep changes; **Cancel** to ignore.







#### Select the **Scheduler** tab.

- To create a new schedule click the Add button (lower right).
- To edit or delete, click the *Edit record* or *Delete record* **Action** button.
- To run the process on demand (ad hoc), click the *Run ad hoc job* **Action** button.
- To view the job logs of prior runs of this process, click the *View logs* **Action** button.

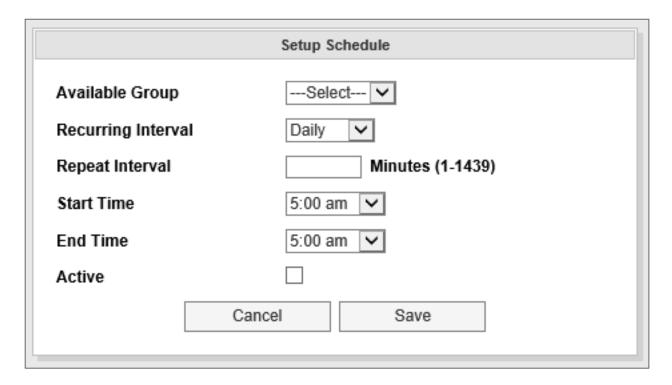
Application Instal	lation					Set	tup Schedule									web	serviceschedule
Setup Instance	Field Mapping	Setup Notification	Portfolio Maps	Setup Groups	Scheduler	Logs	Manage Schedu	ıler V	/iewpo	oint Setu	ıp						Initial Load
Action	Sc	neduler Group 🔺	Start Time (hi	rs) ÷ End	d Time (hrs) +	Recurring Inte	erval + M	on T	Гие	Wed	Thu	Fri 9	at	Sun	Day of the Month +	Repeat Interval (mins) +	Active +
	X JC BKN		5:00 AM		6:00 AM	Daily										1439	Υ
	X JC Dict	IDI	5:00 AM		5:00 AM	Daily										1439	N
	X Job Dic	ionary	5:00 AM		5:00 AM	Daily										1439	N
	X PC2 Im	oort	5:00 AM		7:00 AM	Daily										60	N





#### Define the Comdata Schedule

- The Comdata Schedule specifies when the Comdata interface information should be uploaded and downloaded.
- When the schedule is active, the process will be run automatically.
- On add, select the Comdata Available Group.
- On edit, the Available Group name will already be shown, and not selectable.



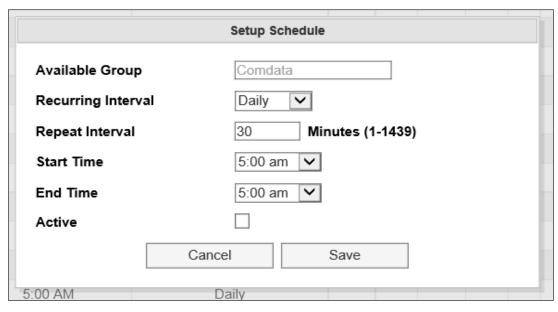




Define the Comdata Schedule (continued).

**Recurring Interval**: Select *Daily, Weekly,* or *Monthly. Daily* is for every day. *Weekly* allows selection of which day(s) of the week to run the process. *Monthly* allows selection of the day of the month to run the process.

**Repeat Interval**: If you want the process to run one time on the specified day, leave blank. Otherwise specify how many minutes to wait before the next run.



**Start Time** and **End Time**: Select the hours the scheduler is to run the job. If the *End Time* is the same as the *Start Time*, the process will repeat running as defined by the Repeat Interval for all 24 hours of the day. The example shows running the job every 30 minutes all day, every day when activated.

**Active**: To have the scheduler run automatically, check this box. Unchecked, only manual ad hoc running will be available.

Click the **Save** button to keep changes; **Exit** to ignore.

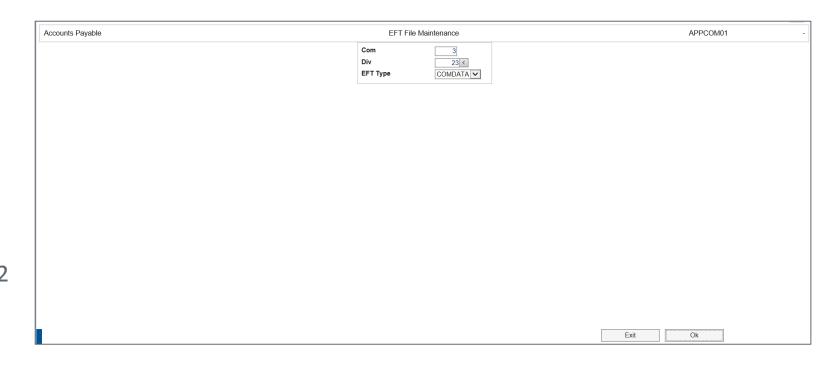




#### Set up Comdata Vendor Default Values

eCMS Menu Path: A/P > Maintenance > Comdata Vendor Default Values

- Optionally set up company level default values to be used when maintaining Comdata vendor EFT information.
- NOTE: Available after eCMS v.4.1 SP2
   Fix Pack 5. FP5 customers can request a manual installation of this feature.
- Select EFT Type COMDATA and click
   OK to maintain the values.

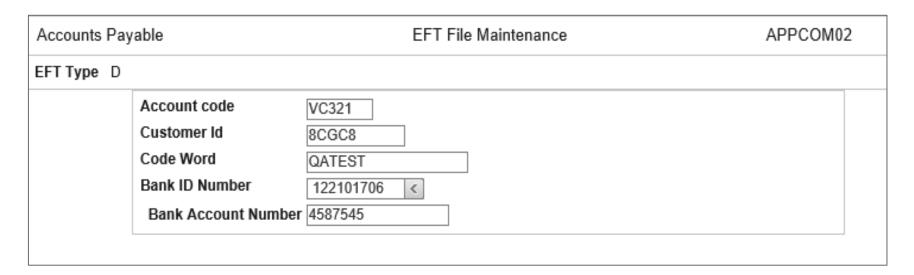






# Define the Company Level Comdata EFT Default Values.

- The internal EFT Type for Comdata is "D" as displayed in the heading.
- Any values provided here will populate corresponding Comdata type EFT <u>blank</u> values during vendor maintenance.



#### Account Code, Customer Id and Code Word:

- These values are issued by Comdata. Work with your Comdata representative to get these values for each of your companies.
- The values are unique per company, not per vendor.
- Values must be entered in uppercase (all caps).

**Bank ID Number**: Select the Bank ID Number from the dropdown list or type in the number.

**Bank Account Number**: Enter your bank account number that is to be used for the Comdata transit point.

Press Enter or click the **OK** button to keep changes; click **Previous** or **Exit** to ignore; click **Delete** to remove the Comdata record.

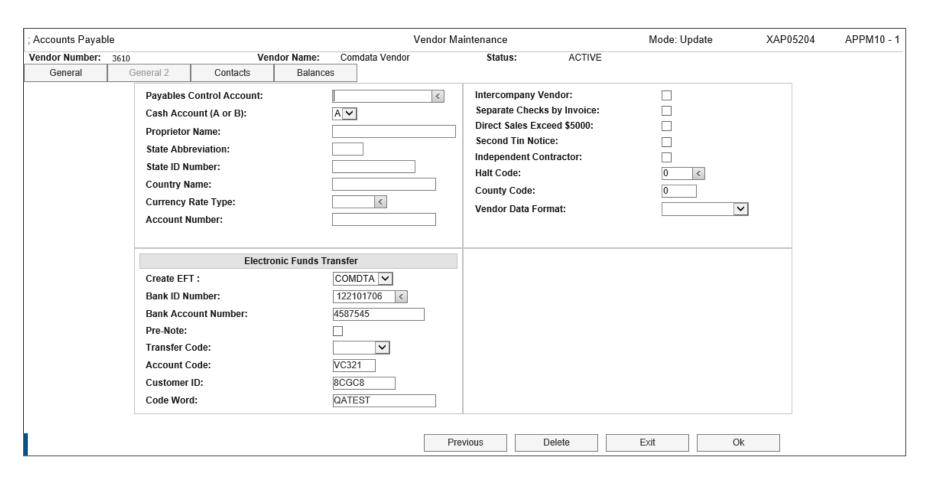




#### Set up Comdata Vendors

eCMS Menu Path: A/P >
Maintenance > Vendor
Master

 Create a new vendor or update an existing vendor. Comdata is defined on the General
 2 and Contacts tabs.







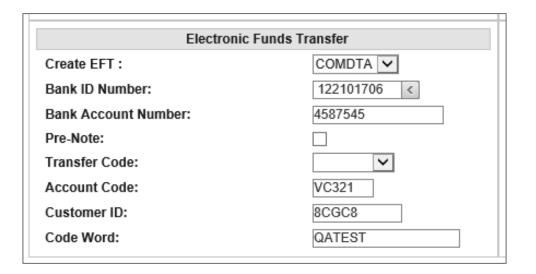
#### Select the **General 2** tab.

- Set up Comdata in the Electronics Funds Transfer section of the screen.
- If the COMDTA EFT values for Bank ID Number, Bank Account Number, Account Code, Customer ID or Code Word are blank when Enter is pressed or the OK button is clicked, the values will be populated from the Comdata Vendor Default Values if it has been defined (see instructions above).

**Create EFT**: Select *COMDTA* from the dropdown.

**Bank ID Number**: Leave blank for default, select the Bank ID Number from the dropdown list or enter the number.

**Bank Account Number**: Leave blank for default or enter your bank account number that is to be used for the Comdata transit point.



Account Code, Customer Id and Code Word: Leave blank for defaults or enter the values issued by Comdata. The values must be exact in all caps and match the company/division provided by Comdata. If they are not correct, the transactions will not succeed.

Press Enter or click the **OK** button to keep changes; click **Previous** or **Exit** to ignore changes.





#### Select the **Contacts** tab.

Create a contact for use by Comdata. You may have other contacts, as well.

Accounts Payable				Vendor Mainter	nance				XAF	05601	APPM10 - 1
Vendor: 3610		Vendor Loc	ation: 0	Vendo	or Name: Con	ndata Vendo	ī	Status: AC	TIVE		
General	General 2	Contacts	Balances								
Contact: Title: Salutation: E-Mail Address:	Comdata Admin Comdata somename@some	ecompany.com			Phone Extension: Fax: Cell: Home: Other:	0 0 0 0	0 0 0 0	Print E-Ma Fax:	: nil:	Purchasir Payables: Subcontra Project: Delete:	

**Contact**: Enter textstring1<space>textstring2, similar to a first and last name with a single space between. The two text strings can be any value, but cannot contain a space or any special characters, just letters and numbers. The value is case insensitive.

**Title**: Enter "Comdata". The value is case insensitive.

**E-Mail Address**: An email address is required, but used only for informational purposes. It needs to be formatted as a valid email address, but does not have to be an existing address.

No other Contact information fields are required.

Press Enter or click the **OK** button to keep changes; click **Previous** or **Exit** to ignore changes.



infy

#### **Process Invoices for Comdata Vendor(s)**

Invoice entry and payment processing for Comdata vendors are handled like any other vendor.

#### Enter the invoices for the vendors, including Comdata vendor invoices.

eCMS Menu Path: A/P > Processing > Enter Invoices

- Enter invoices using the normal invoice entry methods.
- If you use A/P batch entry or other A/P invoice import processes, you can still use them as normal., including invoices for Comdata vendors.





#### Select the invoices to be paid, including Comdata vendor invoices.

eCMS Menu Path: A/P > Processing > Cash Disbursement 1 Pay Select

Review the Cash Disbursements report, as usual. Any selected Comdata vendor invoices will be on the report.

DATE 10/13/17 AF	PP026	03 023 QA 4.1 CASH REQUIREME	NTS REPORT	TIM	E 7.33		PAGE 1					
VENDOR IN NO. NAME LOC NO		G/L NUMBER	GROSS AMOUNT	DISCOUNT	PAID TO-DATE	WITHHOLDING	NET	Job Number			SEL I	
03610 Comdata Ve 10		0100.00000.000	8,595.14 8,595.14		.00	.00	8,595.14 8,595.14	:	10/13/17	N	6546	
	Sub Job TOTALS		8,595.14		.00		8,595.14					
	Job Number TOTALS		8,595.14		.00		8,595.14					
	VENDOR PMT		8,595.14		.00		8,595.14					





#### **Process the checks**

eCMS Menu Path: A/P > Processing > Cash Disbursement 2 Checks

 Since Comdata vendor disbursements use EFT, no checks are created. If desired, you can create voided "checks" by checking the box for Print EFT Void Check on the Check Print screen to provide a "paper trail".

Check Print	t
Check Date:	09/30/2017 ×
Manual Checks thru Date:	99/99/9999
Checks by Job:	
Company Name on Check:	✓
Supplemental Check Stub:	✓
Number Of Copies Of Stub:	1
Print Sequence:	Vendor Number
Print Check Report:	✓
New Page/Vendor:	✓
Single Check Printing:	
 Print EFT Void Check:	✓
Job Queue:	
Report Location:	<





#### **Post the Disbursement Transactions**

#### eCMS Menu Path: A/P > Processing > Cash Disbursement 3 Update

- The update process produces a Comdata Register report (APP718) of any Comdata EFT transactions disbursed.
- This report can be archived if you have the Archival license.

			03 023 QA	4.1				
	/ /							_
DATE	10/13/17	APP718			JOURNAL DATE 10/13/2017	7 TIME 735.08	PAGE	1
				SH CO/DV 03 023 QA 4.1				
			BA	NK G/L 0100.00000.000				
	VENDO	R	BANK	GROSS	DISCOUNT	CHECK	CHECK	
	NUMBER NAME		ACCOUNT#	AMOUN'	AMOUNT	AMOUNT	NUMBER	
7.377	ID 122101706		548913					
ANK	03610 Comdata			0 505 14		0 505 34	577444	
	03610 Comdata	a vendor	3	8,595.14	.00	8,595.14	5//444	
			VENDOR TOTAL	8,595.14	.00	8,595.14		
				-		-		
			BANK TOTAL	8,595.14	.00	8,595.14		
			DIVISION CONTROL TOTALS	8,595.14	.00	8,595.14		
			COMPANY CONTROL TOTALS	8,595.14	.00	8,595.14		
			20111211	0,55511		0,555111		
				End Of Report				





#### **Transmit Comdata Transactions**

If you have set up the eCMS Connect Comdata Scheduler to run automatically, the accumulated Comdata transactions will be transmitted to Comdata on the next automatic run.

#### **Initiate Ad Hoc Transmission of Data**

eCMS Menu Path: Admin > Application Installation > eCMS Connect Setup (Scheduler

- You can manually initiate the transmission of the accumulated data to Comdata rather than waiting for the time(s) set up in the scheduler, or if the scheduler was not set up to run automatically (as shown in the Active column).
- When ready to transmit data to Comdata, click the Run ad hoc job Action button of the Comdata Scheduler Group.

Application Instal	liation					Setup So	cnedule								wer	servicesche
Setup Instance Field Mapping Setup Notification		Portfolio Maps	Setup Groups	Scheduler	Logs	Manage Scheduler		Viewpoint Setup							Initial Load	
Action	S	Scheduler Group ▲		art Time (hrs) \$	End Time (hrs) \$	Recurring Interval +		Mon	Tue V	Wed	Thu	Fri	Sat Su	n Day of the Month \$	Repeat Interval (mins) \$	Active \$
D D 2 >	A/P Cash Dist	A/P Cash Disbursements Payment				Daily									1	N
D D Z >	Actual Costs (	Actual Costs QA_400		5:00 AM	5:00 AM	Daily									120	N
D D 2 >	Sudget QA_4	Budget QA_400		5:00 AM	5:00 PM	Daily									120	N
D D 2 >	Comdata			5:00 AM	5:00 AM	Dai	ly								30	N





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