



Case Study: CoreCard A/R Subsystem at Work with Large Corporate Financial System

As flexible credit options for one's customers become increasingly important competitive tools, we, at CoreCard, encounter companies looking for highly configurable accounts receivable management solutions that can work with their current enterprise systems. Here is a recent example of how a division of a large company deployed the CoreCard solution to provide more flexible payment options for its customers.

Business and Technical Situation:

The client was looking for a flexible A/R subsystem that would work with SAP, its current Corporate accounting system. The client, a UK division of a multinational European company, offers credit to its customers for purchasing postage, envelopes, labels, ink, ribbon and other small value items..

Solutions and Benefits:

The client chose CoreCard based on the ease-of-use and flexibility of the solution. The CoreCard system works with the client's companywide SAP accounting system. As with all CoreCard deployments, the software was configured specifically for the client's needs. Some of the new benefits include:

- CoreCard allows the client to offer revolving credit. Customers have a credit limit which refreshes as they pay over time for items purchased using credit.
- The CoreCard receivable solution acts as the system of records for their customer data and handles the customer interaction (via the credit sale transaction & billing) while updating the balances in the SAP system.

Additional Results: The client has been so satisfied with the CoreCard solution that they plan to move the management of their high value accounts (such as for postage meters sales) to the CoreCard system. Taking advantage of CoreCard's feature-rich, highly flexible software, the client will offer these customers another type of payment option featuring a fixed installment purchase plan.

This example demonstrates CoreCard's flexible deployment model with solutions configured specifically for each customer. CoreCard allows its customers to license and deploy the solution at their site or to outsource to CoreCard's processing operations, with an option to bring the customized software in-house at a later date.