



Comfortaire Corporation Case Study

Comfortaire Corporation Saves Over \$10,000 with Credit Card Advantage from Nodus Technologies

Solution Overview

Industry

Manufacturing

Benefits

Eliminated redundant data entry steps. Made it possible to secure credit card approvals with a consistent, instantaneous response. Increased internal productivity.

Software Used

Credit Card Advantage

About Comfortaire Corporation

Founded in 1981, Comfortaire Corporation is the originator of the air adjustable-firmness mattress and wholly owned subsidiary of Park Place Corporation. The company designs, manufactures and markets a full line of specialty air and foam mattresses. Comfortaire leads the industry in innovation; features its boxtop Edge-to-Edge air chamber technology and its Whisperflo air control systems. Comfortaire's products are sold through over 500 selected bedding retailers and through its web partners on the internet. More information can be found on the company at www.comfortaire.com.



About SBE Technology Group

Anchored by one of the Upstate's most respected CPA firms, SBE today is comprised of three distinct groups: Swaim Brown & Elliott PA, Certified Public Accountants and Consultants, SBE Technology Group, LLC and SBE Investment Group, LLC. Together they offer a unique blend of business services and technical products that combine to provide an important benefit: measurable, sustainable long-term growth for the client.

Working with a diverse group of clients throughout South Carolina and beyond, SBE has helped locally owned businesses maximize their potential. They've shown clients how to increase profits, minimize expenses, and increase productivity through technology and efficiency planning. SBE provides an asset-management division, which guides clients in developing an effectively diversified investment portfolio. www.SBEweb.com

"With Credit Card Advantage, time spent securing credit card approvals dropped from well over two minutes to a consistent, instantaneous response. In addition, we are no longer forced to manually enter transaction data into separate systems. Our internal productivity is up and we're saving 10-15 minutes per transaction and over \$10,000 each year."

- Donna Cottrill, Comfortaire Corporation office manager

The Challenge

Crafting comfortable mattresses requires knowledge, skill, and hard work. It also takes a support system capable of managing orders and shipments efficiently and effectively. Prompted by a deeply-rooted desire to service its customers promptly and courteously, Comfortaire sought an integrated accounting and order processing solution.

"Manually entering orders was time-consuming and tedious," said Donna Cottrill, Comfortaire Corporation office manager. "Because our previous solutions weren't integrated, we had to enter data twice for each order. This led to unnecessary errors and inefficiency."

The Solution

Understanding that Comfortaire required a solution that would integrate with the Microsoft® Business Solutions-Great Plains accounting package, SBE Technology Group recommended Credit Card Advantage from Nodus Technologies. By working transparently behind the scenes to securely approve and post credit card transactions, Credit Card Advantage has enabled Comfortaire to save 10-15 minutes per transaction.

Implementation Results

With a reduction in the time it takes to initiate, post, and fulfill orders, as well as time savings stemming from the reporting and reconciliation features, the company estimates annual savings of over \$10,000 from this implementation during this year alone.

"Credit Card Advantage has had an overwhelmingly positive impact on our productivity," said Cottrill. "It only takes a few keystrokes to secure approvals and post orders. And, because of the superior integration, data flows to the appropriate module, eliminating the need for manual intervention when posting fulfilled orders."

About Nodus Technologies

Nodus Technologies, Inc. sets the standard for electronic payment processing with state-of-the-art solutions. Based on a collaborative framework, Nodus' applications are designed to integrate with Microsoft® Great Plains accounting systems as well as other accounting packages, POS, B2B portal, call center, ERP, and CRM solutions.