



Solution Overview

Industry

Enterprise Business Solution Provider

Benefits

Credit Card Advantage offers I.B.I.S. the flexibility of a product that can seamlessly interface with their existing Microsoft CRM solution, while offering integration to a web storefront as well as the back office accounting solution.

I.B.I.S. has experienced a 30% increase in sales and is able to accept payment immediately on 80% of its open invoices. In addition to garnering an immediate return on its investment, I.B.I.S. also enjoys the simplicity and efficiency of the reporting and reconciliation functions.

Software Used

Credit Card Advantage

About I.B.I.S., Inc.

Founded in 1989, and headquartered in the high tech corridor of Atlanta's Technology Park, I.B.I.S., Inc. is a leading enterprise business solution provider for companies seeking to gain a competitive advantage through Microsoft technology solutions. I.B.I.S., Inc. is a full-service consultancy providing business transformation solutions related to Microsoft Business Solutions' ERP, SCM, CRM and Axapta application systems, as well as Microsoft infrastructure products.

I.B.I.S., Inc. is a Microsoft Gold Certified Partner, a Microsoft Business Solutions Inner Circle Partner, and the winner of both the 2001 and 2003 Outstanding Partner of the United States award, with Microsoft Competencies in Microsoft Business Solutions, Advanced Infrastructure Solutions, Information Worker Solutions and ISV/Software Solutions.

Additional information about I.B.I.S. can be found at www.ibisinc.com.

I.B.I.S. Case Study

Using Credit Card Advantage Saves I.B.I.S. Over \$60,000 and Increases Sales by 30%

"Credit Card Advantage provides all of the functionality we need for a fraction of the price of a custom solution. Thanks to Nodus we can efficiently manage credit card payments and capture 30% more sales."

- David Humphreys, Director, I.B.I.S.

Summary

Serving the market as both a Gold Certified Microsoft Business Solutions independent solution vendor (ISV) and Value Added Reseller (VAR), I.B.I.S. knows the value that well-engineered add-on solutions can offer to Microsoft® Business Solutions software. Driven by a desire to accept credit cards for purchases made online, by phone, and in person, it was a glowing recommendation from Microsoft's Premier Support that sent the company to Nodus Technologies. Having sold Nodus' ePayment processing solutions to many of its customers, I.B.I.S. was familiar with the company's reputation for quality solutions and support. With Credit Card Advantage, I.B.I.S. has experienced a 30% increase in sales and is able to accept payment immediately on 80% of its open invoices. In addition to garnering an immediate return on its investment, I.B.I.S. also enjoys the simplicity and efficiency of the reporting and reconciliation functions.

The Challenge

I.B.I.S., Inc. is a leading provider of total enterprise business solutions that enable businesses to optimize business performance by leveraging their technology investments. Acting as both a VAR and ISV for Microsoft® Business Solutions, I.B.I.S. knows the value of dependable, well-engineered technology. In need of a solution to enable them to process electronic payments through their Microsoft Great Plains accounting solution, I.B.I.S. turned to Microsoft's Premier Support team for advice.

"As an ISV, we felt we had the capability in-house to develop a custom solution," said David Humphreys, I.B.I.S. Director. "After exploring our options and talking with the team at Microsoft, we realized that creating a custom solution internally was both cost and time-prohibitive. Electronic payment processing is a complex function that touches many business and functional areas and requires a great deal of subject-matter expertise. Once we realized that, we focused on adopting a packaged solution."

"We've heard nothing but good things about the solutions from Nodus Technologies. Having worked with the team on customer implementations, we felt confident in their solution and service."

- David Humphreys, Director, I.B.I.S.

"Developing a custom solution with half the functionality would have taken 45-50 days. Credit Card Advantage saved us over \$60,000 in development costs alone, and increased our business dramatically. Now when we tell our customers they need this solution, we know firsthand exactly why they need this solution."

- David Humphreys, Director, I.B.I.S.

"Accepting ePayments expands our market and gives us a new, efficient way to accept payment for our solutions and services."

- David Humphreys, Director, I.B.I.S.

About Nodus Technologies, Inc.

Nodus Technologies, Inc. is a leading provider of integrated payment processing solutions. Leveraging its patent-pending technology, the company enables organizations to achieve end-to-end connectivity by seamlessly integrating front and back office business applications. Nodus Technologies' solutions facilitate greater scalability by utilizing an open architecture which readily supports the addition of payment gateways and diverse business environments. Based on a collaborative framework, Nodus' applications integrate with Microsoft® Business Solutions - Great Plains as well as other accounting packages, ERP's, POS, B2B portal, call center, and CRM solutions.

Additional information about Nodus Technologies' products and services can be found at www.nodustech.com.

The Solution

I.B.I.S. is committed to providing world-class business applications and award-winning services to its national client base. By continually pursuing technological advancements and incorporating these into their products and services, they maintain a razor-sharp vision of the future.

Seeking a product that would seamlessly interface with their existing Microsoft CRM solution, while offering the flexibility to tie into a web storefront as well as the back end accounting solution, I.B.I.S. was pleased to learn that Credit Card Advantage, a solution they'd sold to many of their best customers, was their best option.

"We've heard nothing but good things about the solutions from Nodus Technologies since we began offering them to our customers," said Humphreys. "Having worked with the team on customer implementations, we felt confident in their solution and service."

Implementation Results

Using a five-stage methodology they refer to as A.I.M., or "Accurate Implementation Methodology", they first listen to the needs expressed by their clients, then deliver the solutions to meet those needs. Using Credit Card Advantage from Nodus Technologies, I.B.I.S. is better positioned to help its customers by accepting ePayments for purchases, and by sharing their intimate knowledge of Nodus Technologies ePayment processing solutions.

"Developing a custom solution with half the functionality would have taken 45-50 days," said Humphreys. "Credit Card Advantage saved us over \$60,000 in development costs alone, and increased our business dramatically. Now when we tell our customers they need this solution, we know firsthand exactly why they need this solution."

I.B.I.S. now accepts credit and debit cards as payment for its solutions, which range in price from \$100 to \$7,500.

"For us, this represents a new business opportunity," said Humphreys. "Accepting ePayments expands our market and gives us a new, efficient way to accept payment for our solutions and services."