



Connor Sport Court International **hits** **a home run** with Medius Pay



Case study



The Company

Connor Sport Court International is the U.S. market leader in sports surfacing. The company specializes in providing sport surfaces for virtually every type of athletic, park, school, arena or multi-use facility.

Connor has a multitude of high-profile clients and has built systems for the NBA, NCAA, FIBA, USTA, FIVB, USA Volleyball and more. With 250 employees and two U.S. manufacturing sites, the company has sales in more than 75 countries and installations on all seven continents.

The Challenges

While Connor Sport had an automated accounts payable system, the final step in the process was completely manual. Over 100 payments per week were issued and that meant writing checks, signing checks, stamping envelopes, and mailing payments ... all by hand.

“When I’m in the middle of a month-end and extremely busy, at some point, taking a half-hour or hour out of my day to sign checks was just too much,” observed Controller, Steve Morrison. “There were times when the checks would just sit on my desk for two to three days because I couldn’t get to them.”

Connor recognized that its payment process was far too time-consuming and labor intensive. For a company that relied heavily on efficient processes, this system was wasting valuable time and money. Making faster, painless payments was essential.



The product

With Medius Pay all your supplier payments are managed in one automated process. Manual processes are eliminated so suppliers are paid quickly and efficiently with clear visibility into the payments process. By consolidating multiple processes into one secure path, Medius Pay lowers overhead and risk, even when processing payments internationally. Plus Medius Pay creates revenue by delivering dividends from supplier credit card payments back to your business. With Medius you're not only working more efficiently you're actually strengthening and building better vendor relationships.

Payment batches: #12001 Showing comment Items History

My saved filters Filters (0)

Items: 20 Total: 12,612.04 USD Payment details

#	Status	Batch	Payee	Doc Type	Reference	Due Date	Pay Total
1	Awaiting approval	432001	Mangoson Services	Invoice	INV0000021	16/10/2021	600.90 USD
2	Awaiting approval	432001	Wiking Direct	Invoice	INV0000378	06/10/2021	145.90 GBP
3	Awaiting approval	432001	Malco Inc.	Invoice	INV0000471	06/10/2021	84.79 USD
4	Awaiting approval	432001	Silver Eagle Distributors	Invoice	INV0004878	06/10/2021	18,498.36 USD
5	Awaiting approval	432001	AlmgGörge	Invoice	INV0000033	06/10/2021	860.38 EUR
6	Awaiting approval	432001	Polaris Sales Inc.	Invoice	INV0000767	07/10/2021	24.88 USD
7	Awaiting approval	432001	Murphy Hoffman	Invoice	INV0001548	07/10/2021	600.38 GBP
8	Awaiting approval	432001	Penal	Invoice	INV0000021	07/10/2021	88.89 GBP
9	Awaiting approval	432001	Hornbach	Invoice	INV0000219	06/10/2021	3490.38 EUR
10	Awaiting approval	432001	Escault Group	Invoice	INV0000010	06/10/2021	875.23 USD
11	Awaiting approval	432001	Escault Group	Invoice	INV0000010	06/10/2021	875.23 USD
12	Awaiting approval	432001	Escault Group	Invoice	INV0000010	05/10/2021	875.23 USD

[Add filter](#)

[Apply filters](#)

[Close filters](#) [Save filter](#)

The solution

After researching various solutions, Connor selected Medius Pay. Not only was the solution highly recommended, but Morrison was impressed by the features and functionality that helped them feel confident with their transactions. "We spoke with them and liked the security features and how it could help us and our vendors," recalled Morrison.

In addition to creating greater efficiency, Medius Pay helped Connor tackle the unforeseen challenges of Covid. Although the company shifted to a remote organization, the department continued to function seamlessly. Staff was able to work remotely - and safely distanced - while feeling confident that the workload was getting done.



Normally, I'd have to be there in person to sign checks with someone else doing the folding and stamping, there are just so many potential problems within our chain of operation, so **not having to be on-site has been a very big help.**

Steve Morrison, Controller

The results

Today, using Medius Pay's no-touch payment capabilities, Morrison can log into their system and accomplish in five minutes what previously took 30 minutes to an hour! Connor also leverages the solution's Virtual Card Program which helps generate a whopping \$10,000- \$15,000 annually in a guaranteed dividend.

In addition to saving time and money, Medius Pay offers total control with faster vendor payments and end-to-end visibility across the process.



After I make a payment, I download the file and can say, 'this is when it went out, this is when to expect it.' **all the information we need is right there in front of us.**

Steve Morrison, Controller

About Medius

Managing AP and finance should be about strategy, not stress. You shouldn't have to sift through endless emails, PDFs or paper to get invoices confirmed, coded and paid, so you can (heaven forbid) go home. You shouldn't have to scramble to pay suppliers and keep them happy or cross your fingers no surprises land in your inbox that jeopardize the numbers you've presented to the boss and the board. You shouldn't have to worry about a fake invoice subjecting you to fraud. And you certainly shouldn't have to fret about finding a solution that is actually a solution - one that doesn't add expensive consultants and costs instead of speed and simplicity.

Let's replace all that worry and wondering with calm and confidence. Medius links all of AP together - from invoice capture and processing all the way through payment. With one look at a demo, you'll see how Medius takes you beyond basic automation and minor improvements to let Artificial Intelligence (AI) do most of the work for you, so you can get done, go home and rest easy. You'll know exactly what's paid, what's pending, and that your forecasts are spot on. And you won't have to worry about implementation and ongoing administration costs, because you'll start seeing the value immediately and the innovation won't stop. To learn more, visit medius.com.



www.medius.com

© Copyright 2023 Medius. All rights reserved.

The information contained in this document is general in nature and provided as reference material only.

This document is furnished as is without warranty of any kind. Specifications are subject to change without notice.