

A construction worker wearing a blue hard hat with a headlamp, safety glasses, and a high-visibility vest is working on a rebar structure. The background shows a construction site with various materials and equipment.

Medius builds an effective **Payments solution** for PENTA Building Group



Case study

Background

When five former “colleagues-turned-business-partners” founded PENTA Building Group in 2000, little did they know it would become one of the premier commercial builders in the Southwest.

Today the company manages more than \$9 billion in projects specializing in the hospitality, education, and health care industries. With offices in Arizona, California, and Nevada and a workforce of more than 250 salaried employees, PENTA’s prestigious client portfolio includes the Golden Nugget Conference Center, Loma Linda University Medical Center, and Caesars Palace. Working in conjunction with its strategic partner, All Fives Construction, PENTA provides customers with quality services from the planning to completion stages.

The challenges

Vendors are vital to PENTA's business and maintaining strong relationships is critical. Management recognized that a manual system for vendor payments was becoming unsustainable. Checks were often lost and needed to be voided and reissued. Delays created additional work for staff and missed opportunities for on-time or early discounts. Plus, a manual system lacked visibility; often it was monthly statements that revealed discrepancies.

With hundreds of invoices and almost 80 vendors, PENTA needed a reliable and feature-rich solution for processing payments. "We conducted a search and compared Medius to at least three other providers," said Events Coordinator Daryll Franco. "Other solutions made promises but only Medius could deliver what we needed."



The product

Medius Pay allows you to reinvent supplier payments and manage them all in one automated process. Manual tasks are eliminated so suppliers are paid quickly and efficiently with clear visibility into their payments. By consolidating multiple activities into one secure path, Medius Pay lowers overhead and risk, even when distributing international payments. Easy ERP integrations work with existing accounting systems, so you can keep what you like and refine what isn't working. Plus, Medius Pay creates revenue by delivering dividends from supplier credit card payments back to your business.



The solution

After a thorough vetting, Medius was selected for its technical superiority and modern functionality. Medius delivered a compelling presentation of services including excellent customer service, a user friendly portal and support in integrating new vendors. It was exactly what PENTA needed.

With seamless implementation PENTA was up-and-running quickly with an efficient Virtual Card system. Now, vendors get paid almost immediately which is especially important when early payment discounts or net 10 terms apply. Weekly statements provide visibility into unsettled vendors and eliminate the need for numerous phone calls back and forth. So Medius increases staff efficiency while strengthening relationships between PENTA and its vendors. Medius also reduces the risk of fraud and duplicate payment, giving management a more accurate view of cash flow.



We have continuous access to our original training and implementation professionals. **They know our business and they're almost a part of our team.**

Daryll Franco, Events Coordinatator

The results

Staff are extremely pleased. Easy to use, the system helps process hundreds of invoice per week. The portal displays an alert if any issues arise, and Medius Support provides fast and thorough resolution when needed. "With Medius Pay we've increased productivity without additional headcount," observes PENTA Senior Accountant Taisha Commack. "Plus we're confident in Medius support. A real human who knows our business is always available to help."

Even more important, Medius Pay's V-card creates revenue by delivering dividends from credit card payments back to PENTA. Every year Medius solicits PENTA's new vendors for onboarding into the V-card system ... something PENTA's previous provider didn't deliver. "Folding more vendors into the platform is a win-win," comments Falco. "It increases efficiency, delivers higher dividends and provides timely payments for our suppliers."



We're pleased that Accounts Payable - whose function is disbursement of funds - can take **an active role in generating revenue.**

Daryll Franco, Events Coordinatator

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.



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