



Medius Pay helps Coastal Construction Products **build better vendor relationships**



Case study

The **company**

Coastal Construction Products is one of the largest independent distributors of caulking and sealants, waterproofing, concrete repair, and fire protection products in the US. The company not only provides technical solutions and specialty construction products but also a team that collaborates with customers to solve complex challenges to deliver results. More than a supplier, Coastal considers itself to be a trusted partner for its clients' businesses.

The challenges

With hundreds of vendors, companies like Coastal often get buried under mountains of paperwork in their AP departments. Manual processing is slow and inefficient, leading to overdue payments and unhappy suppliers. Knowing that solid partner relationships were integral to its continued success, Coastal turned to Medius Pay for an automated payment solution.



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.



We use Medius Pay to send ACH payments and Virtual Card payments to our suppliers and vendors. The solution has been **a perfect bolt-on to Microsoft Dynamics** and connects us with our existing bank accounts. Medius Pay even recently migrated our ACH disbursements from our old bank to our new bank.

David Sheffield, CFO, Coastal Construction Products

The solution and benefits

Implementing electronic payments and virtual cards without outsourcing resulted in an AP department that runs better than ever for Coastal Construction Products. Outdated payment types and convoluted workflows were replaced with a modern platform that allows Coastal to manage ePayments from anywhere, on any device. By leveraging virtual card payments Medius Pay generated a new revenue stream via cash back on AP spend. Coastal has better control and visibility into cashflow and approval processes. Plus, Coastal has the continuous support of Medius' best-in-class service team that's readily available when needed.



The Pay Solutions technical team is always quick to respond and we are never left hanging when we open tickets. **We have no complaints about working with Pay.** We would recommend them to anyone seeking a solution for electronic payments.

David Sheffield, CFO, Coastal Construction Products

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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