

Making A Difference!

A Payment Solution that Gives Back

St. Elizabeth Medical Center – Edgewood, Kentucky

The Commerce Bank Commercial Card team knows that different clients have different needs, so it was not surprised to hear that its sales proposal to St. Elizabeth Medical Center was different than others the hospital had received.

Understanding the hospital's accounting needs, Commerce suggested not a purchasing card but an automated accounts payable program that would mirror St. Elizabeth's existing invoice process. Instead of cutting checks, the hospital would pay participating vendors electronically, receiving revenue share in return.

"We liked what we heard, but it seemed too good to be true," recalls Steve Wagner, Director of Accounting for the three-hospital system. So he called other Commerce customers using similar automated programs. "They had nothing but good things to say about Commerce."



By teaming with Commerce Bank, Steve Wagner and April Snedegar have helped St. Elizabeth Medical Center generate revenue through its Accounting department.



"Commerce assured us that setting up the new automated accounts payable program would require much more work on their end than on ours. And that was absolutely the case."

**-Steve Wagner
Director of Accounting**

With St. Elizabeth's blessing, Commerce Bank Vendor Enrollers began signing up vendors for electronic payment, who could, in turn, benefit from faster guaranteed payments along with reduced A/R collection costs. Within months of the program's implementation, the amount of spend St. Elizabeth was capturing resulted in thousands of dollars in monthly revenue share for the hospital.

And that dollar amount is expected to grow. In late 2008, St. Elizabeth merged with St. Luke's Hospital, creating the largest hospital system in northern Kentucky. "Our program has been a success," says April Snedegar, Controller at St. Elizabeth. "But we've only scratched the surface."

For more information on how Commerce Bank's automated accounts payable solutions can pay you as you pay others, please contact your Commerce Bank Sales Representative or call 1-800-892-7104.



call click come by

1-800-892-7104
commercebank.com



Commerce Bank
Member FDIC