



DRIVE AMERICA REDUCES DISBURSEMENT COSTS BY MORE THAN 50% IN ONE MONTH WITH OUTSOURCED PAYMENTS PROCESSING

Drive America is outsourcing their check- and letter-printing to SunGard's AvantGard. Prior to doing this, the company was spending \$17k per month on check- and letter-printing fees, while now they spend just \$8k—a savings of more than 50%.

Background:

Drive America Holdings, Inc. (Drive America) is a roadside assistance provider that has been in business for more than 40 years. The company recently underwent a corporate restructuring, and therefore was required to discontinue usage of their former check- and letter-printing vendor. As such, Jim Escobedo, program manager of Accounting/IT for Drive America Holdings, was tasked with the responsibility of finding viable and cost-effective alternatives for this essential payments function.



Challenges:

Jim had considered bringing the check- and letter-printing process in-house, however quickly dismissed this option, as the strain on staffing resources would be too great and would take away from their core business functions and goals. Being under strict time constraints to get the program up and running, he was forced to promptly investigate other options.

Jim decided to consult with a Drive America banking partner to gain insight into other options that were available to companies looking to outsource the printing portion of payments processing. The bank recommended SunGard's AvantGard as a dependable and proven vendor that could assist in the check- and letter-printing process. Jim also learned that there are many benefits associated with turning this task over to a 3rd party, such as reduced costs, streamlined processes and improved security over payments.

DRIVE AMERICA

| | |
|-----------|------------------------------|
| Industry: | Roadside Assistance Provider |
| Revenue: | \$32 Million |
| Location: | United States |

SOLUTION BENEFITS DERIVED:

- Reduced payment costs by more than 50% in 1st month
- Improved payments accuracy
- Eliminated need for printing equipment purchases and maintenance
- Enabled check conformity
- Achieved quick return on investment (ROI)

Solution:

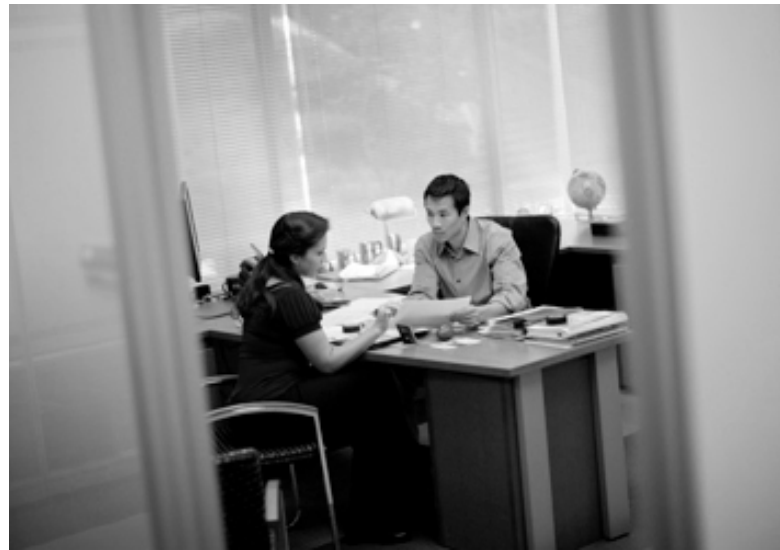
Before making the final decision to use the AvantGard service, Drive America conducted an evaluation of various check-printing vendors, but found that the pricing and service offerings of these other vendors were not aligned with their business requirements. In the end, outsourcing to AvantGard proved to be the best and most cost-effective option.

Drive America was able to have the AvantGard PayNetExchange project running seamlessly within just three months of first identifying the need for a new process. AvantGard PayNetExchange is SunGard's integrated solution for check-printing and delivery. Customers depend on this service to deliver a variety of checks, including checks for payroll, accounts payable (A/P) payments, rebates, commissions, refunds, and dividends. Typical benefits of using PayNetExchange include:

- Reduced transactional & operational costs
- Mitigated risk of fraud
- Compliance with standards and regulatory requirements
- Expedited processing & improved service levels

Results:

The conversion to PayNetExchange has provided Drive America with improved control over their check-printing processes. AvantGard was able to create check templates that precisely matched Drive America's specifications, which included the company logo and special letter codes for sequencing. Additionally, Jim and his team were pleased with the level of customer service the AvantGard support team provided, including their evaluation of the company's payment processes and recommendations on how to optimize these practices and make them more cost-effective.



The AvantGard service is helping Drive America save on the costs of replacing or repairing printers, purchasing toner, and adding employees to handle larger volumes of print runs or stuffing envelopes. Prior to using PayNetExchange, Drive America was spending \$17k per month on check- and letter-printing fees, while now they spend just \$8k—a savings of more than 50%.

Through a Web-based application, management now has a secure view into a portal that helps to manage print jobs from start to finish. As a result, payments accuracy has been dramatically improved and the risk of fraud has been reduced due to the secure processing environment of PayNetExchange.

“We chose to outsource check- and letter-printing because it is a non-value add process that would have put undue strain on our staffing resources. AvantGard provides us with quality service delivered in a cost-effective model.”

Jim Escobedo, program manager of Accounting/IT, Drive America Holdings

ABOUT AVANTGARD PAYMENTS

The AvantGard Payments solution offers a unique payments suite for streamlining the processing of payments helping to improve routing, connectivity and integration; reduce transactional and operational costs; increase security; and improve the management of payment information, exceptions, and statement flows.

ABOUT AVANTGARD

SunGard's AvantGard is a leading liquidity management solution for corporations, insurance companies and the public sector. AvantGard provides chief financial officers and treasurers with real-time visibility into cash flows and increased operational controls around receivables, treasury and payments. AvantGard helps companies drive free cash flow and reduce inefficiencies across the EcoSystem of suppliers, buyers, banks and other trading partners. For more information, visit www.sungard.com/avantgard.

ABOUT SUNGARD

SunGard is one of the world's leading software and technology services companies. SunGard has more than 20,000 employees and serves 25,000 customers in 70 countries. SunGard provides software and processing solutions for financial services, higher education and the public sector. SunGard also provides disaster recovery services, managed IT services, information availability consulting services and business continuity management software. With annual revenue exceeding \$5 billion, SunGard is ranked 380 on the Fortune 500 and is the largest privately held business software and IT services company.