

Andrew Corporation

Industry: **Manufacturing / Supply**

Company Profile

- Andrew Corporation (www.andrew.com), is headquartered in Westchester, IL
- The company is an S&P 500 company founded in 1937
- Andrew serves operators and equipment manufacturers from facilities in 35 countries

Business Needs

- Address customer requirement to accept and process Purchase Cards
- Ability to provide Level-3 line-item detail
- Real-time credit card authorizations via the Internet
- Cost-effective solution
- Easy to implement product

3DSI Solution

- EC-Zone
- EC-Linx

Business Benefits

- Faster payments to Andrew
- Improved customer service and trouble-shooting
- Reduced costs

Andrew Corporation designs, manufactures, and delivers innovative and essential equipment and solutions for the global communications market. Andrew's customers are primarily wireless infrastructure providers, such as Bechtel, and require the capability to accept and process Purchase Card Payments.

Challenge

In an effort to streamline the procure-to-payment processes, Andrew's customer requested they accept and process Purchase Card payments. The customer also needed Level-3 line-item detail. Prior to this request, Andrew did not have a process in place to process Purchase Cards or handle Level-3 information. Level-3 contains more detailed information about items purchases, such as Item Part Number, Description, Quantity, Unit of Measure, etc.

In addition to meeting the customer's Level-3 Purchase Card needs, Andrew also required host-to-host real-time payment processing and authorizations via an SSL connection on the Internet, which offer the speed of a dedicated frame-relay telecommunications line without the cost.

Solution

After issuing a Request for Proposal (RFP), 3Delta Systems® quickly surfaced as the best solution to deliver all requirements, including Level-3 detail and host-to-host payments. Andrew leverages 3DSI's EC-Zone® and EC-Linx® products to meet all its Purchase Card processing needs.

"3DSI's solutions are secure, scalable and easy to implement, explains Paul Sengstock, Andrew Corporation Purchasing Director. "EC-Zone offers great reporting capabilities and EC-Linx offered easy integration with our existing systems."

Results

Andrew Corporation received immediate benefits from the services, including:

- Faster payments. The new payment system eliminated the need to send out paper invoices and improved account reconciliation.
- Excellent customer service. The 3DSI system met the processing needs of its customer base.
- Level-3 data. Level-3 line-item detail lets customers reconcile their accounts quickly, easily and at the department-level.
- Reduced costs. The improved interchange qualification and cost avoidance from by-passing solutions that require dedicated frame-relay circuits.