



Magellan finds
a feature-rich solution
for credit card acceptance



Client

Magellan, a leader in the consumer, survey, GIS and OEM GPS navigation and positioning markets

Challenge

Magellan's existing SAP certified card acceptance tool caused unreported settlement errors, was poorly supported and difficult to troubleshoot, and didn't integrate with company's Web site.

Solution

Paymetric XiPayNet™ on-demand credit card processing service, partnered with Magellan's SAP's R/3 system.

Bottom Line

Accounts receivables days decreased; data security improved; Web site and SAP functions fully integrated; future scalability much easier and less costly.

Navigating to problem-free credit card acceptance

Magellan, a leader in the consumer, survey, GIS and OEM GPS navigation and positioning markets, has 600 employees in 14 offices worldwide. Its innovative products and maps provide GPS navigation to everyone from hikers and rental car customers to professional surveyors.

As online business grew, the company found it needed more flexible credit card processing. Magellan sought better integration with its Web site and its SAP ERP and CRM applications. Magellan also wanted reporting that allowed them to troubleshoot if problems occurred during credit card acceptance and settlement processing.

Magellan needed a solution fast - one that would guide them to their near-term destination of problem-free credit card processing for online customers, work with its SAP ERP and CRM systems, plus offer flexibility for future twists and turns.

The new solution had to:

- Offer proven reliability and scalability,
- Be implemented quickly,
- Minimize capital expenses and internal IT overhead,
- Comply with industry security standards (PCI-DSS), and
- Provide an integrated interface with merchant accounts and an SAP-hosted landscape.

Paymetric had the right coordinates to guide Magellan's path to success - XiPayNet™.



What is XiPayNet?

XiPayNet™ is an on-demand, web-based service for companies seeking to manage, accept and integrate payment card transactions in their enterprise systems and business processes.



The way becomes clear

XiPayNet consolidates credit card processing requests through a single SAP-certified interface. It then links Magellan to clearinghouses for credit card processing and fully displays results directly in Magellan's web store and SAP, ERP and CRM systems without requiring multiple transaction processing systems. Payments get authorized in real-time.

Because XiPayNet is an On-demand Web service, minimal application installation or maintenance is required locally. This option allowed for rapid migration to the Paymetric solution at a lower cost than on-premise software installation. Magellan has no hardware to maintain, no software licenses to renew and no database maintenance to perform.

Making good time on the road ahead

Magellan's new, feature-rich card acceptance solution from Paymetric, XiPayNet, lets customers buy street maps and global positioning devices with seamless and secure credit card processing.

Using XiPayNet, Magellan expanded credit card payments into additional sales channels and increased its daily and monthly volume of credit card transactions. Profitability increased as accounts receivables days decreased and transactions were processed accurately. Previously unused functionality of its ERP and CRM systems are now more fully utilized and payment processes can evolve as business needs change.

The migration to XiPayNet was fast and effective, allowing Magellan's staff to concentrate on helping customers explore the globe and avoid traffic jams.

About Paymetric

Paymetric provides innovative software for managing, protecting and integrating payment card transactions in enterprise systems, most notably SAP.

For more information:

Visit the Paymetric Web site at www.paymetric.com

Learn more about Magellan at www.magellangps.com



How XiPayNet works

XiPayNet allows enterprise systems to accept credit card payment by providing:

- **Authorization:** XiPayNet provides the bridge between SAP, ERP, CRM, web store and credit card processors to authorize a transaction
- **Settlement:** Nightly reports help reconcile deposits with transactions
- **Data Protection:** XiPayNet operates within the Paymetric Data Center, a PCI-Certified data center powered by Sungard Availability Services. In addition, XiPayNet is powered by XiPay™, a Paymetric flagship product which has achieved a PABP designation by Visa.