As a current Sedona user you are already experiencing the benefits of a comprehensive client management system. We are asking that you consider adding automated payment processing to the list of Sedona benefits.

SedonaOffice
The #1 Financial Software for Security Companies

Why? That is a good question. Why would you change from what you are doing now? Here is what one Sedona user had to say:

"As one of the first three Sedona Office installations many years ago I think I can speak with some authority. Sedona office is a great fit for medium to large installation / integration companies. I don't think a "one man band" would want to make the necessary investment in Sedona but for sure a 5 person plus company doing a million and up would be a good match. Sedona is a very powerful CRM that is truly scalable and although you don't have to purchase all of the available modules a medium sized company would find great efficiency in the basic product that includes A/R., A/P, G/L, Service and Inventory. Larger companies can leverage, as I do, all of the available modules such as document imaging, GPS integration, payment processing, outsourced invoice printing and lots more.

We've been doing our ACH and credit card processing with ACH Direct through Sedona since it was made available. The thing I like best about the Sedona payment processing is that it's all automated. You send a batch of cards that Sedona creates to ACH direct and you get a file back that automatically posts all of the approved transactions directly to the customer's account. Look ma, no hands! I often comparison shop the rates we pay for CC processing and continue to find what I'm paying is competitive. ACH and Sedona have worked together to ensure PCI compliance as well.

The bottom line is that to increase efficiency you need to make an investment in good technology. Sedona is the best thing since sliced bread for the security industry as far as automating your back office goes."

ACH DIRECT

Daniel W. Budinoff //Security Specialists// Stamford, CT

Automating the collection of your payments creates leverage. You will have more time/energy/money to invest in growing your business rather than managing it. This is exactly what you get when you use the Sedona Office solution for integrated payment processing. Recurring monthly revenue is the single most important part of your business. Having the payment collection and payment posting automated enables you to handle these tasks with the push of a button. Upload the payment file (ACH and/or credit card transactions), download the response file to post to A/R--done. We can automate collection of NSF items and also help deal with expiring credit cards. Sedona has done a fantastic job of dealing with payment exceptions.

If and when you have support questions related to payment processing you can count on prompt resolution.

"Now I know why I keep recommending ACH Direct to other Sedona users. You always get problems solved quickly. Just recommended you to the Sonitrol dealer in Buffalo-they also have Toronto Canada. Thanks, Wayne"

Judy Petrokas //Sonitrol

And here is another user and what they had to say:

"At Sonitrol Tallahassee we rely on the Sedona integrated payment processing solution to automate both our billing and accounting functions. We have been pleased with both the time and money we save in these areas as well as the support we get when we have questions. We would recommend any Sedona user take advantage of these benefits"

Lucia Fontela//Sonitrol Tallahassee

If you currently process credit cards you have certainly heard of PCI. There are a lot of details but in a nutshell the credit card processors and associations (MasterCard/Visa) are saying "We do not want to pay if credit card data is stolen and people lose money because someone charged their card fraudulently". They want to push this responsibility/risk to the merchant (you). By enforcing PCI they are able to say "ABC Security-you did not protect card data. This resulted in credit card fraud (let's say $100,000 worth) and you are responsible for the $100,000.00". You are on the hook for that money. That means you need to be very careful with data and data access. Sedona has implemented a token solution (card #'s exchanged for "token" eg "ABCDEF"). This provides you a level of protection (and compliance) by never exposing the card number. If you do not use Sedona you MUST be sure your

provider has you covered. Use Sedona and you can breathe easier.

"At Northstar Alarm we have used the embedded payment processing solution within Sedona Office successfully for years. Automated billing is a critical component of our business and having payments processed and then posted to our system saves us significant time and money. We highly recommend the service to all Sedona users"

Kent Griffith-Northstar Alarm

So what are the objections?

-Too expensive? We will make every effort to meet/beat your current pricing. When the time and dollar savings from automation are considered you will be saving money.

-Too much hassle? You do have to fill out an application (who/where you are). We have to get information about our partners to satisfy legal/governmental regulations. You also provide voided check, bank statements and evidence of business structure. It should take less than an hour to complete everything. For the benefits you will realize definitely worth the time.

So the bottom line is that you will save money and time and streamline operations. We are confident you will experience the benefits that so many other Sedona users enjoy. To that end we would offer you the following guarantee: If after 60 days you are not convinced that the integrated payment solution saves you time and money we will refund ALL of your processing fees.

In summary you are getting an integrated payment processing solution that will completely automate payment collection time that is GUARANTEED to save time and money. Please contact us with any questions or to get started.

One more testimonial- Listen to what Ken Wiesenfeld (one of the sharpest minds in the security industry) had to say:

"At Security Networks, we use automation wherever possible to accurately and cost effectively run our business. Using ACHDirect within Sedona enables complete automation of the payment process. Reconciliation is made easy and payment exceptions are handled as well. We have relied for years on the service and support we receive from ACHDirect, as we have grown the number of customers we process within Sedona dramatically. ACHDirect has done a great job of growing with us. If you want to devote your time and energies to growing your business you should use them as well."

We couldn't have said it better ourselves. We are very pleased to work with Sedona and their users and have found it rewarding to help those users automate and grow their business. If you would like to benefit as so many of our Sedona users do then please contact us. Thank you.

Wayne Akey
P: 888.729.4968
E: wakey@ACH-Payments.com