

# Case Study

**The Supplier: Associated Machine Company**  
Manufactures precision machine parts for the defense, medical, aerospace, semi-conductor, marine, energy and automotive industries.

**The Buyer: Beckman Coulter**  
Develops, manufactures and markets products that simplify, automate and innovate complex biomedical testing.

**The problem:** Beckman Coulter had expressed its strong desire to move its payments to AMC from paper checks to a card product. AMC had no mechanism for accepting cards in a manner that would allow it to efficiently and accurately account for them. Payments were typically comprised of hundreds or even thousands of individual invoices, creating a multi-week reconciliation process for AMC. AMC was reluctant to accept card payments due to concerns about additional reconciliation burdens.

**The Solution:** AMC reached out to MasterCard which introduced the company to Boost Payment Solutions. After extensively studying AMC's operations, AR system and its reconciliation processes, Boost implemented a customized acceptance program for AMC on its Boost InterceptSM platform. Boost worked with AMC and Beckman Coulter to migrate all payments to a "ghost" card product. AMC now accept Beckman Coulter's card and receives enhanced remittance data in the native format of the company's accounting system without ever having access to card data.

## What our customers are saying

*"The people at Boost are truly experts in B2B payments. It was crystal clear to me that no other acquirers could help us with our reconciliation issues while delivering a reliable and cost-effective solution. It now takes our accounts receivable team less than five seconds to reconcile credit card payments that may include hundreds and hundreds of individual invoices. I'm no expert, but it is clear to me that "Boost Intercept" is way ahead of the curve. Not only has Boost simplified my entire accounts receivable experience; it has enhanced my company's relationship with a very key client. Boost has been a life-saver!"*

**Jesse Jones**

President

Associated Machine Company