

PAYING SAFE



Charles Mindenhall, CEO of Agilisys, discusses why it introduced KeCrypt's KePay solution to its financial system.

FST. What first attracted you to KeCrypt's KePay?

CM. Agilisys has seen considerable growth recently. The result has been more and bigger invoices passing through the finance system. Naturally, having secure processes in place is paramount. But I also felt it was essential to ensure that those processes are seen to be being adhered to and that responsibilities are devolved to the right level.

Of course, achieving this without holding things up or creating unwelcome red tape is always difficult. We have staff and contracts spread throughout the UK with a central finance group here at head office. I saw KePay as being able to give me the flexibility in devolving responsibilities without the introduction of heavy bureaucracy. Physically being able to see the verified signed-off workflow of invoice approval assured me that I would have the visibility required. Like all employers, I fully trust the staff I employ. But no responsible CEO can ignore the reported increasing trend in business fraud, so this was also a factor.

FST. Does KePay help prevent fraud?

CM. KePay enables us to have a wider number of people involved in the approval of invoices without giving any further access to any banking facilities – including online banking. Thus we restrict the opportunity for actual fraud. Apart from that, KePay's use of KeCrypt's biometric signature verification means that only the authorised signatories can sign off invoices anyway.

FST. So who in Agilisys is KePay going to benefit?

CM. The directors, senior management and the finance team will see immediate benefits. The project teams will also start to see benefits as they become involved in the invoice approval process.

Authorised signatories will be able to sign off invoices from any location at any time – and see that the right process has been followed. They only have to be able to get online. And customers will benefit from direct contact with the project teams if they have invoice queries.

FST. I understand that the evaluation of KePay was very short; can you take us through the process? Who undertook the evaluation and what were their impressions of KePay?

CM. Our IT team in India undertook the first part of the evaluation. They thought the product exactly suited our purposes and using KePay was better than developing our own module. Then, together with the KeCrypt team, they integrated KePay with our Microsoft Dynamics GP finance system to provide the management and finance teams a 'proof of concept' system. This was a very quick exercise and I was most impressed with what I saw.

The finance team liked it too. They could also see additional benefits such as reducing the volume of paper to be printed out and

stored, and making it much easier to find approvals for auditors. The team is now engaged in the full roll-out of KePay throughout our invoice process.

FST. Do you see further uses of KePay in your organisation? If so, what and why?

CM. I immediately saw that the logic engine KePay uses to control the workflow of invoice approval could easily be employed to control the workflow of purchase orders. This will provide great flexibility and end-to-end control of suppliers. I also believe that the logic engine could be used for other critical workflow areas around compliance.

FST. Would you recommend KeCrypt's KePay to other businesses – your clients, for example?

CM. Definitely – it is a simple yet innovative and cost-effective solution that has met the needs of my organisation. In fact I'd recommend the flexibility, visibility and improved overall control KePay offers to any organisation that has an increasing number of invoices that need to be approved by a variety of people.

Apart from more efficient and transparent invoicing approval, I can't imagine any company not appreciating the extra security that the biometric signature verification offers. And the integration with Microsoft Dynamics GP and the integration with Sage 200, means that CEOs and CFOs of growing businesses should take a close look at deploying KePay. ■

The Client

Agilisys is the UK's most innovative IT and business process service provider, transforming the way its clients deliver services to their customers through the use of strategic, affordable, shared service platforms. It is a service-oriented company built on the principle of technology delivery through adaptability, customer intimacy and teamwork. It has a flexible approach that enables client requirements to be responded to in a way that best suits their immediate and anticipated needs. See www.agilisys.co.uk for more details.



The solution

KeCrypt Systems is the global provider of electronic identity validation through the use of its advanced applications and patented biometric signature technology. KeCrypt products enable authentication and traceability of transactions by applying signature biometrics.

KePay is the latest solution, enabling enterprises, financial institutions and their customers to manage both simple and complex transactions securely, alleviating fraud whilst exceeding regulatory demands. In addition KeCrypt's pocket-sized digital authenticator (KDA) product enables transactions to be validated both on-line and remotely, delivering 100 percent secure authentication.

See www.kecrypt.com for more details.