

Company Overview

Mississippi Blood Services is a not-for-profit provider of blood components and related services that has been operating for 35 years. They are a founding member of Blood Centers of America (BCA) and collaborated with 5 other blood services companies to create IT Synergistics (ITSy), which reengineered software to specifically meet the complex tracking needs in the blood bank environment. MBS is an established leader, innovator and creative thinker in the blood services industry.



Choosing RewardWorks

Zevez answered all questions and concerns easily over the phone. Within days Zevez helped MBS install it on their system and they were able to set up a training appointment for the next day. MBS was pleased that it worked just the way Zevez said it would. Anyone who knows the Sage 100 ERP software will easily be able to understand how to use the RewardWorks software – it's just that simple.

MBS Found Hidden Revenue Source within Daily Business

When this not-for-profit was approached by an American Express sales representative with the concept that their accounts payable were an underperforming asset and could be a revenue source, MBS was all ears. As a not-for-profit, they are always looking for ways to increase their income in order to help them deliver more and improved services to their customers.

MBS evaluated Sage 100 ERP (MAS 90/200) accounting software and realized paying invoices with a credit card would require a double entry, which would be too cumbersome to manage. RewardWorks software was suggested because it works within the existing accounting software to manage the payments using American Express versus check payments.



Financial Management and Exceptional Customer Service

Zevez also provided a Vendor Review, identifying their current vendors who would accept American Express for invoice payments. MBS has been a RewardWorks customer for about 7 years and reports that their vendors like being paid with the credit card because many of them are set up on auto pay and get their money faster.

MBS likes that they can control the payment of other vendors, paying the vendor at 30 days and gaining extra float before paying the American Express bill. They particularly like the automatically generated payment letter, which lists invoices being paid, their amounts, and other important information. Using RewardWorks makes the process of paying by credit card about 70% faster than if done manually. It is a huge time-saver while earning MBS important cash back to use towards their programs and services.

Process card payments
70% faster
with RewardWorks.

**RewardWorks helps
make bill paying
easier and “profitable.”**

In this economy, every business is watching their bottom line.

RewardWorks software from Zevez makes bill paying easier, while helping businesses earn rewards just by using a credit card to pay some of their existing bills.



“ RewardWorks integrates with many of the most widely used accounting software packages. Sage 100 ERP accounting software is commonly used by the blood services industry because it provides excellent tracking abilities for the supply lots. ”

- Celia Moreno, Director of Sales at Zevez