

# Pegasus bridges expenses knowledge gap

When Pegasus Solutions, Inc. was looking for a better way to manage its employees' expenses, it took a radical turn. Rather than staying with its existing card provider, it decided instead to listen to an approach from JP Morgan Chase, a strategic partner to The Royal Bank of Scotland, and trial the new RBS **onecard**. And it has proven to be a smart move.

Pegasus' customers include a majority of the world's travel agencies and nearly 60,000 hotel properties around the globe. Indeed, no fewer than eight out of the top 10 travel agents in the UK use Pegasus technology. As one of the top 500 fastest growing technology companies in the US, with shares quoted on NASDAQ, it is a company that appreciates and admires innovation. Its decision to endorse the new **onecard**, therefore, has even more resonance.

## Large expense claims

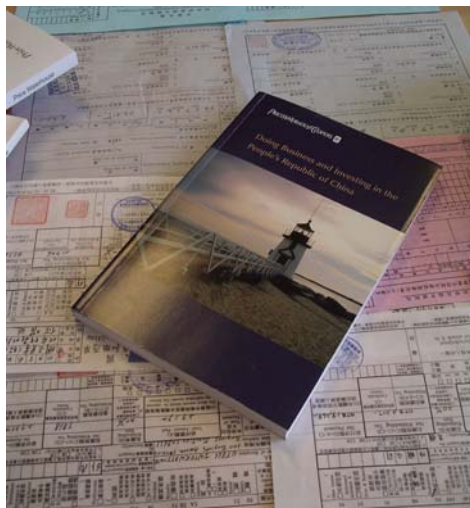
"Previously we had used a non-bank card provider" explains Paul Marshall, International Tax Manager for Pegasus' UK business – Pegasus Solutions Limited. "But this caused us quite a few issues. The first problem was that the employees had to effectively bankroll the company. They would incur expenses and have to settle their card bill and then wait to claim the money back. Given that the expense claims could often be very large, we thought this was both inappropriate and unfair to the employee.

"The second issue," he continues, "was one of control. We had no way of knowing, other than in a paper report at the end of each month, how much – and where – money was being spent. This has now all resolved with **onecard**. Management reports are available within 24 hours of the expense being incurred".



RBS's **onecard** is a new and more efficient way for businesses to manage business purchasing and travel and entertainment expenditure, and is designed specifically to meet the needs of businesses like Pegasus. It effectively delivers a single card for all business payments, from travel expenses such as hotel bookings, airfares and car hire to payments for stationery, office suppliers and IT hardware and software. As a MasterCard, **onecard** is more widely accepted than some other types of business cards currently available.

"At present 96 cards have been issued to the employees who travel most regularly," Paul says, "and we anticipate this will be rolled out to all of our 250 of our Pegasus Solutions Limited staff by the end of the year."



One major benefit is the sophisticated online reporting software, Smart Data OnLine. Smart Data OnLine enables details of card usage to be accessed at any time from anywhere in the world. This allows the manager to track who spends what, where and when on a daily basis if required. Smart Data Online can also be integrated into accounting software packages to reduce administrative time and effort.

#### Detailed reporting functions

“The reporting function is superb,” Paul continues. “Through **onecard** we now have access to very detailed reports and management information which enable us to monitor what is being purchased and whether it could have been bought more cost-effectively. Because we can now determine trends, and have a more accurate picture of what has been spent and when, it makes our budgeting that much easier and more accurate.

“It has also significantly reduced paperwork,” he adds. “Expenses can now be approved and authorised online without having to fill in a form.” Another benefit of **onecard** is the ability –

if required – for certain types of expenditure (such as air travel) to be diverted away from an individual’s card account to a centrally billed account for payment. This allows business owners to track specific types of costs quickly and easily, while ensuring that the cardholder is not prevented from using their card because high value items have used up their card limit. **onecard** also offers additional controls, such as the customisation of cards to enable managers to restrict certain types of purchases, and prevent or provide cash advances.

For more information please contact RBS on 0845 3030321 or e-mail [commercialcards@rbs.co.uk](mailto:commercialcards@rbs.co.uk)

## Pegasus Solutions Limited

(UK division of Pegasus Solutions Inc.)

Turnover:

\$60 million (Group turnover \$200 million)

Number of staff:

250

Regular travellers:

c50

Average Travel expenditure:

\$1 million p.a. (2003)