



**In today's highly competitive and demanding market, choosing a payment card processor that suits your needs can often be a difficult process.**

## The Challenge

A user of SAP since 1999, Wurth Louis and Company processes well over 10,000 orders per month. Although the IT department staff is efficiently compact, in 2010 the department made the strategic decision to store payment card data in-house. The hosted solution being offered by their former payment application vendor was judged too costly. Wurth Louis and Company conducted a search for an appropriate validated card payment application vendor, which included cost comparisons and presentations by vendors.

## The Solution

After reviewing their options, Wurth Louis and Company chose PPS's CardSecure/CardConnect bundle, which provided a cost effective solution, and highly knowledgeable, responsive staff to support the installation. The solution was housed on servers pre-built by PPS and located at their California corporate offices.

“Vendor software pretty much does the same thing. But when business issues or technical obstacles came up, PPS's response was quick and useful. They were willing to start from scratch, iron out issues, and even add functionality. The initial attraction was PPS's pre-built secure data storage servers, located in-house, but we got so much more than that. The end-game, the PCI self-audit, got a running start with PPS's questionnaire documentation package.”

Becky Gentle, ERP Systems Manager, Wurth Louis and Company

## About Wurth Louis and Company

Wurth Louis and Company, of California, is a distributor of fine quality products to the wood working industry, with 19 locations around the western United States. The key element to Wurth Louis and Company's success is providing excellent service and fine quality products to the woodworking industry.

## About Princeton Payment Solutions

Princeton Payment Solutions is a leading provider of payment card processing solutions for SAP, including highly stable, secure, and customizable solutions for both processing and storing payment cards. PPS staff have a collective experience of decades in bank operations, bank software development, and bank card technology, assuring you a tight and seamless transition.

For more information visit us at:

[www.prinpay.com](http://www.prinpay.com)