

# MSP Design gets paid faster with Deltek Payments

## Deltek Marketplace partner helps the firm:

- ✓ Get paid faster by accepting ACH and credit or debit card payments online, by text, or via email.
- ✓ Accept different payment methods, one-time recurring payments, or invoice-level detail.
- ✓ Extend a company's brand through a customer-facing payment portal that can be embedded on your website.

**Not everyone wants to pay by credit card, but when they do, they don't want to play telephone tag with a company's office, read a card number to someone over the phone, or give the number to a technician or crew member.**

Deltek Ajera customer McGill, Smith & Punshon was facing that issue, particularly for the side of the company that provides surveys for homeowners.

"There were a lot of back-and-forth phone calls with the clients who wanted to pay with a credit card because they were working and we would call them when we had an opportunity," Andrea Fullbeck, Director of Finance for McGill, Smith & Punshon says.

Bill & Pay, an online payment portal from Deltek Marketplace partner Payroc that integrates into Ajera, has solved that problem for Fullbeck.

With the integration between Bill & Pay and Ajera, Fullbeck doesn't have to worry about recording a payment, or in some cases, forgetting to record a payment. "If it comes in at 4 pm on a Friday, I don't have to worry because it will record straight into Ajera."

McGill, Smith & Punshon have used Ajera since 2018. The integration between Bill & Pay and Ajera was released earlier this year, and after watching a webinar about new features in Ajera, Fullbeck immediately requested more information.



*Payroc is a huge game-changer for us. We don't have back-and-forth calls with our customers on the residential side of our business to get payment and if we encounter an issue, Payroc is quick to get back to us."*

**Andrea Fullbeck**  
Director of Finance, MSP



**Learn more:** <https://www.deltek.com/en/partners/payroc>