

WHITE PAPER



# MORPHIS

SOLVING REAL WORLD CHALLENGES  
ALLOWING YOUR CIT BUSINESS TO GROW



# MORPHIS: Solving Real World Challenges Allowing Your CIT Business to Grow

Cash-in-transit (CIT) businesses are essential to the global currency supply chain. By providing for the secured transportation of currency - from where it is, to where it is needed in an unbroken, highly secure chain of custody - CIT companies ensure the safety, security and integrity of sovereign currencies around the world.

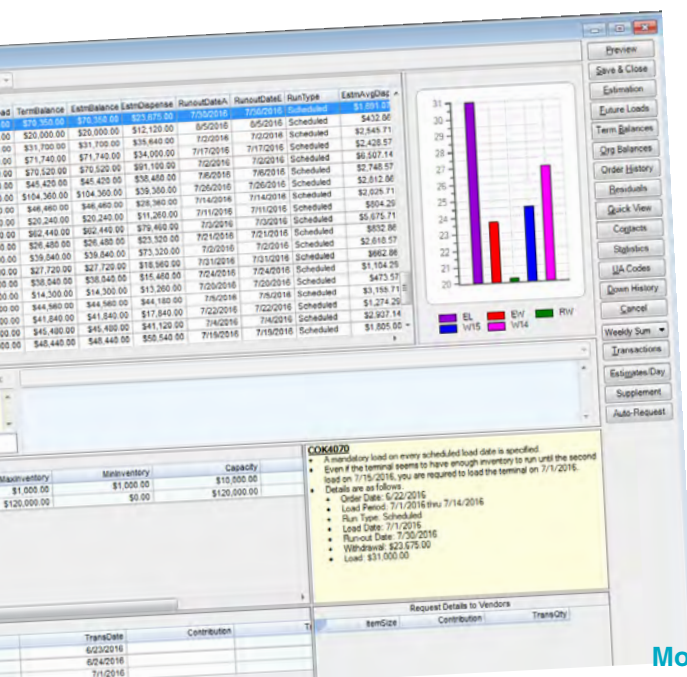
However, running a CIT enterprise presents a multitude of challenges.

From the accurate entry of orders for service, to optimizing order fulfillment logistics to providing up-to-the-minute-down-to-the-penny reporting. CIT companies today must manage a wide variety of demands; not just from their customers but also increasingly from their governments. In the globalizing world economy, governmental scrutiny and regulatory demands, whether it is for personnel background checks, IT security and compliance or for helping to eradicate the bad guys, makes operating today's CIT enterprise more complicated than at any time in history.



## Management Solution Options

A key goal for many CIT businesses is increasing route density and vault processing through the elimination of paper forms and the automation of physical process workflows. Simultaneously this automation eliminates tedious, error prone, manual data entry while dramatically improving service levels delivered to customers.



There are several approaches many CIT businesses have tried to achieve these goals.

## Electronic Spreadsheets

For many CIT businesses, spreadsheet software has supplemented multipart forms for “automating” data management. More advanced functionality provided in recent versions of electronic spreadsheet software have made it even easier for companies to search, sort and analyze their data. Despite improvements in its capabilities, spreadsheets themselves present multiple document management challenges just for version control on top of the time consuming and error prone manual data entry process.

Morphis forecasts cash demand & fulfillment



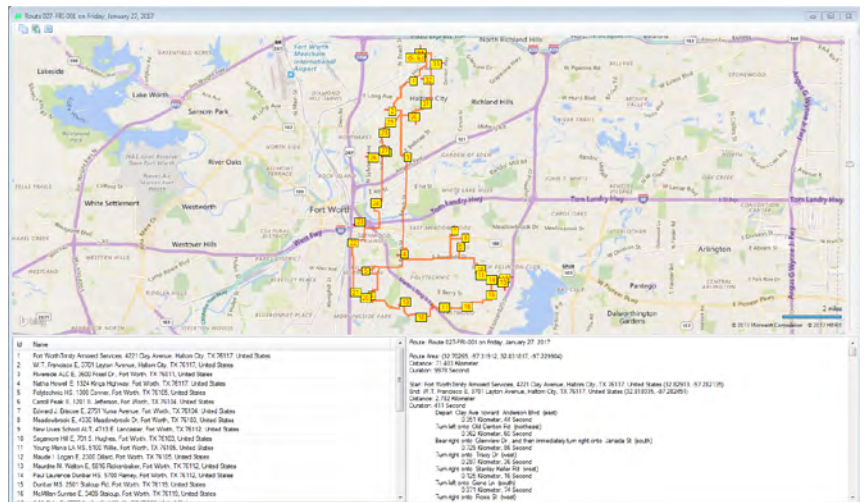
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## Building a Bespoke In-House Software Solution

For a CIT business, the ideal business software system must incorporate all of the current business processes of the enterprise, with the ability to easily expand to meet new market opportunities as the company grows. Many CIT companies feel that the uniqueness of the CIT industry and their particular place in it requires the development of custom software. On the “PRO” side in-house software development can be very effective, catering specifically to current systems and procedures already in place within the business. Properly developed, an in-house program can effectively support all areas of the business and bring new levels of automation for mobile and web users as well.

On the other side of the ledger, an in-house software build is more than just a long-term project, it's a corporate commitment to developing an all-new business competency: software development and support. It's not enough to build a software system, you must also commit to maintaining your software to ever-evolving IT technologies and standards.



Morphis route creation example

## Customizing Multiple Pre-Built Programs

There are number of software programs currently available on the market which can seemingly handle the many needs of a CIT enterprise. Names like Salesforce®, Netsuite®, Microsoft Dynamics®, SAP®, Goldmine® and Act® come to mind. Some of these software companies even have multiple program packages that bundle a group of processes such as sales management and billing. However, the majority of these packages require substantial out-of-the-box customization and even then businesses are likely to end up with a multiple database solution that still doesn't support all the functions of a CIT business.





*Our company needed to grow. But to grow we needed to be able to manage all the aspects of the company operation in one place.*

*—Dallas Barr, Total Armored Car*



## Complete Enterprise Management

For a CIT business, the ideal business software system must incorporate all of the current business processes of the enterprise, with the ability to easily expand to meet new market opportunities as the company grows. Many of these business processes include: order entry, vault processing, route creation, manifest creation, cash inventory management, along with balancing and reconciliation of vaults, ATMs and SmartSafes, mobile track and trace, key management, weapons management, vehicle management plus customized reporting, customer relationship management, customer portals and, yes let's not forget billing are absolute "must haves" for the modern CIT enterprise.

## The Morphis Difference

Morphis® software considers, not just the CIT business, but the entire currency supply chain demands of customers. Reporting on the movement of cash for all customer cash points - FED vaults, commercial vaults, branch locations, retailers, ATMs and Smart Safes. Morphis enables CIT companies of all sizes and locales to streamline processes; reducing the cost of logistics, operations, finance and reporting. Accurate, real-time reporting and tracking brings a new level of customer service and satisfaction, which in turn brings newfound revenue and profits.



Total Armored Car, Michigan's only independently owned and operated armored car "Cash In Transit" company, chose Morphis. "Our company needed to grow," said Dallas Barr, Vice President of Operations for Total Armored Car. "But to grow we needed to be able to manage all the aspects of the company operation in one place."

**Are you ready to make your business more competitive?**

Contact [Debra Miller](#) by [email](#) or at +1 (850) 602-1681 for a live demo



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*— Jon Donahoo, Sectran Security, Inc.*



“It’s exciting to know that every piece of our business can be managed by one software program,” said Barr. “Sales call tracking, ATM codes, smart safes...all backed by the knowledge and reputation of a company who is a leader in the cash supply industry.”



Utilization of Morphis’ software provides access to additional sales opportunities for CITs – providing customers with services such as cash forecasting, ordering and reconciliation as well as online reporting and SmartSafe management.

That’s one reason why [Sectran Security, Inc.](#) chose Morphis after researching all available options. “We were not in a position to deploy large-scale ATM services or SmartSafes management prior to our relationship with Morphis,” said Jon Donahoo, President of Sectran Security, Inc. “We did not have the bandwidth or infrastructure to support it.”

Morphis CIT software is affordable and expandable with a specially designed modular structure built to grow with the business. Software setup is simple and secure – requiring only a Windows PC and an Internet connection. And, Morphis’ software as a service (SaaS) systems are hosted by Rackspace®, one of the largest IT hosting companies in the world.

In addition to customization and growth, Morphis has forged relationships with 3rd party vendor systems to freely exchange information – automating orders and eliminating data entry errors.

“Morphis is definitely our secret weapon,” said General Manager of [Armoured Car Services of the Bahamas](#) Ricardo Skippings. “It has allowed us to dramatically improve our





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For CIT businesses, managing the multitude of moving parts required to maintain an accurate and profitable business is essential. However, these processes require a myriad of detailed information from all aspects of the business as well as third party vendors.

Fortunately, Morphis provides the options growing CITs need to fully organize their operations, get a rein on their processes and focus on service and expansion — all in order to better support their essential role in the global currency supply chain.



## About the Sponsor

Morphis® is the world leader in global currency supply chain management software. The Morphis software suite includes modules for CRM, cash forecasting, logistics optimization, asset management, contract management, vendor management, service ticketing management and financial reporting. Morphis offers both on-site licensing and software-as-a-service licensing alternatives for its large-scale enterprise systems. For smaller organizations discrete applications can be delivered via the web.

Visit [www.morphisinc.com](http://www.morphisinc.com). Follow Morphis via social media on [Facebook](#), [Twitter](#) and [LinkedIn](#). **Morphis Knows Money™**

**For a live demo:** contact [Debra Miller](#) at +1 (850) 602-1681

**Morphis' field service automation creates tickets, dispatches techs, and provides real-time monitoring through to completion**