



# Pivex Folio Exchange

## MySQL Makes *Travel & Hospitality Profits Soar*

Pivex, headquartered in Denver, Colorado, provides innovative solutions to increase efficiency and profit for the travel and hospitality industries. Pivex has processed over \$200 million in billings for some of the world's leading travel wholesalers and hotels including American Airlines Vacations, Pleasant Hawaiian Holidays, and Outrigger Hotels & Resorts.

Travel wholesalers and hotels typically rely on time-consuming and error-prone, manual keying of invoices and payments into their respective accounts payable and accounts receivable systems. For example, it could take 6 hotel clerks all day to manually key a single wholesaler invoice into their accounts receivable system. Entry errors from such extensive, repetitive keying led to frequent account reconciliation issues with business partners. For hotels, resorts, and car rental agencies, getting paid on-time often became a challenge. Plus, payments received near the end of the month often made it hard to close the books in a timely manner.

Working in a business environment with tight margins, travel wholesalers and hotels are always looking for ways to reduce manual labor costs, increase business process efficiencies and ultimately improve profitability.



*"In three years of operation, MySQL has processed over \$200 million in invoice transactions with continuous uptime."*

**Joe Bollinger**  
CEO, Pivex



## MySQL Delivers Reliability, Performance & Cost-savings

To solve this problem, Pivex developed Folio Exchange, a centralized electronic hub that seamlessly connects hotels and resorts electronically with traditional travel wholesalers, internet resellers, tour operators, and airline affiliates.

Folio Exchange is a complete turn-key solution which eliminates up to 90% of the costs of submitting invoices and remitting payments between partners. Using Folio Exchange, tasks that used to take 6 clerks an entire day are now completed in less than 30 seconds. MySQL provides the database reliability and performance that contributes to this massive labor savings.

### Reliability

Pivex needed a database with proven reliability. Pivex's clients are located across the US as well as internationally, so providing a system that was available 24x7 was critical. Database reliability is the key to delivering on Pivex's core value – improving the profitability of their business partners

### Performance

Pivex required a system that was high-performance and able to provide the transactional capabilities for electronic billing between trading partners. MySQL's pluggable storage engine architecture gave them the power and flexibility to make Folio Exchange successful.



### Cost

Pivex considered Oracle and Microsoft SQL Server. However, after investigating licensing, support and maintenance terms, MySQL proved to be the most cost-effective solution for Pivex. After factoring in the performance and reliability, MySQL became the clear winner.



## Flexibility of a Pluggable Storage Engine

The primary value of Folio Exchange is that it converts, reconciles, and processes transactions in real-time between hotels, resorts, and travel wholesalers world-wide. The InnoDB storage engine is used to reliably process the summary information of individual invoices. Plus, each invoice contains large amounts of detail information amounting to over 2 million rows. MyISAM is a low overhead storage engine and is used to enable fast look-ups of this information allowing users to instantly locate the details of any invoice or payment in the system. As a result, users are amazed how fast 18 months of invoices can be viewed on the screen.

### The Folio Exchange

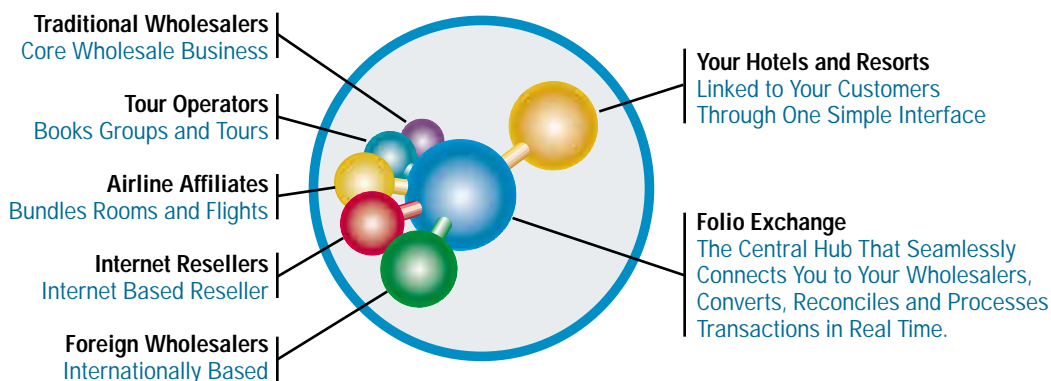
Folio Exchange is a complete turn-key solution which eliminates paperwork and all manual effort for Hotel - Wholesaler invoicing and remittance. Folio Exchange is built on the LAMP (Linux, Apache, MySQL, PHP) open source stack. MySQL is the database that powers Folio Exchange to:

- ◆ Turn hours of costly manual effort into automated electronic processes
- ◆ Automates invoice approval and resolves problem invoices faster
- ◆ Accelerates payment cycles and greatly improving cash flow

*"Keying a large Pleasant Hawaiian Holidays payment used to take 6 clerks all day but now is fully automated thanks to MySQL and Folio Exchange. Eliminating the manual effort required to key these large wholesaler payments allows my staff to focus on key business tasks such getting our books closed faster and more accurately."*

**Sharon Matsumoto**  
Credit Manager  
Aston Hotels & Resorts

## How It Works



*Folio Exchange changes the economics of Wholesaler business transactions creating the opportunity to reduce overhead, payroll costs, and increase profitability.*



## Technical Environment

<i>Hardware:</i>	Dell Poweredge 2650
<i>OS:</i>	Red Hat Linux
<i>CPU:</i>	Dual XEON, 1.8 Ghz
<i>RAM:</i>	1.5 GB RAM
<i>Storage:</i>	5 x 18gb Ultra 160 Raid Array
<i>Language:</i>	PHP, JavaScript
<i>Database:</i>	MySQL Server
<i>Database Size:</i>	◆ 4 Gb ◆ 3 million records ◆ >100 tables

## About MySQL AB

MySQL AB develops and markets a family of high performance, affordable database servers and tools. The company's flagship product is MySQL, the world's most popular open source database, with more than 5 million active installations. Many of the world's largest organizations, including Yahoo!, Sabre Holdings, Cox Communications, The Associated Press and NASA, are realizing significant cost savings by using MySQL to power Web sites, business-critical enterprise applications and packaged software. MySQL AB is a second generation open source company, with dual licensing that supports open source values and methodology in a profitable, sustainable business.

For more information about MySQL, please go to [www.mysql.com](http://www.mysql.com).



The World's Most Popular Open Source Database

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