



## Hagemeyer NA's Business Partnership with Cass Expands Across Enterprise

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### Hagemeyer North America uses Cass to Manage Expenses in Telecom, IT and Transportation

ST. LOUIS, May 26, 2009 (BUSINESS WIRE) -- Cass Information Systems (NASDAQ:CASS) announced today that Hagemeyer North America is among several key clients who are expanding their utilization of Cass' automated payable services across the enterprise. Hagemeyer North America, with \$1.7 billion in annual revenue, is a business-to-business distributor of industrial, safety and electrical products and services.

Initially, Hagemeyer North America contracted with Cass Information Systems for Telecom Expense Management (TEM) services in 2005. Based on the success of this relationship and efficiencies gained through automated processes and savings recouped from invoice audits, Hagemeyer North America began to expand the outsourcing relationship to include managing invoices, producing accurate accruals and controlling expenses in information technology (such as leases and maintenance agreements), and is now moving toward implementing similar Cass services for large freight and parcel shipments.

"Our initial savings in TEM exceeded our estimates," commented **Doug Lauer**, executive vice president, Information Technology & Supply Chain, Hagemeyer North America. "They took on the administrative burden of processing hundreds of telecom invoices each month, found over-charges made by telecom carriers and aligned our charges with appropriate service levels to reduce fees on a go-forward basis. Cass knows our organization and has achieved desired results, so it made sense to expand the relationship to the areas of IT and transportation."

"We're very pleased with Hagemeyer North America's decision and look forward to providing both savings and improved visibility into their transportation-related expenses," commented **Mark Murray**, executive vice president, Cass. "A large part of the value we bring to our clients - in addition to cost savings - is increased visibility. The by-product of automating the invoice management process is the capture of important data assets that can be mined for even greater process efficiencies."

#### About Hagemeyer North America

Hagemeyer North America, Inc. ([www.hagemeyerna.com](http://www.hagemeyerna.com)) is a distributor of products and services focusing on business-to-business markets in electrical materials, safety products, and industrial products and services throughout North America. Hagemeyer North America has annual revenues of \$1.7 billion, employs approximately 4,300 associates, and is a wholly-owned subsidiary of Sonepar, headquartered in Paris, France. Sonepar has 34,000 employees in 160 companies across 34 countries worldwide.

#### About Cass Information Systems

Cass Information Systems, Inc. (NASDAQ: CASS) is the leading provider of transportation, utility and telecom expense management and related business intelligence services, disbursing \$27 billion annually on behalf of its clients. With total assets approaching \$1 billion, Cass is a thriving business process outsourcer focused on invoice processing, auditing and payment services. Cass is uniquely supported by Cass Commercial Bank, founded in 1906. Today, Cass Commercial Bank is a wholly owned subsidiary, providing sophisticated financial exchange services to the parent organization and its clients. More information is available at [www.cassinfo.com](http://www.cassinfo.com).

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